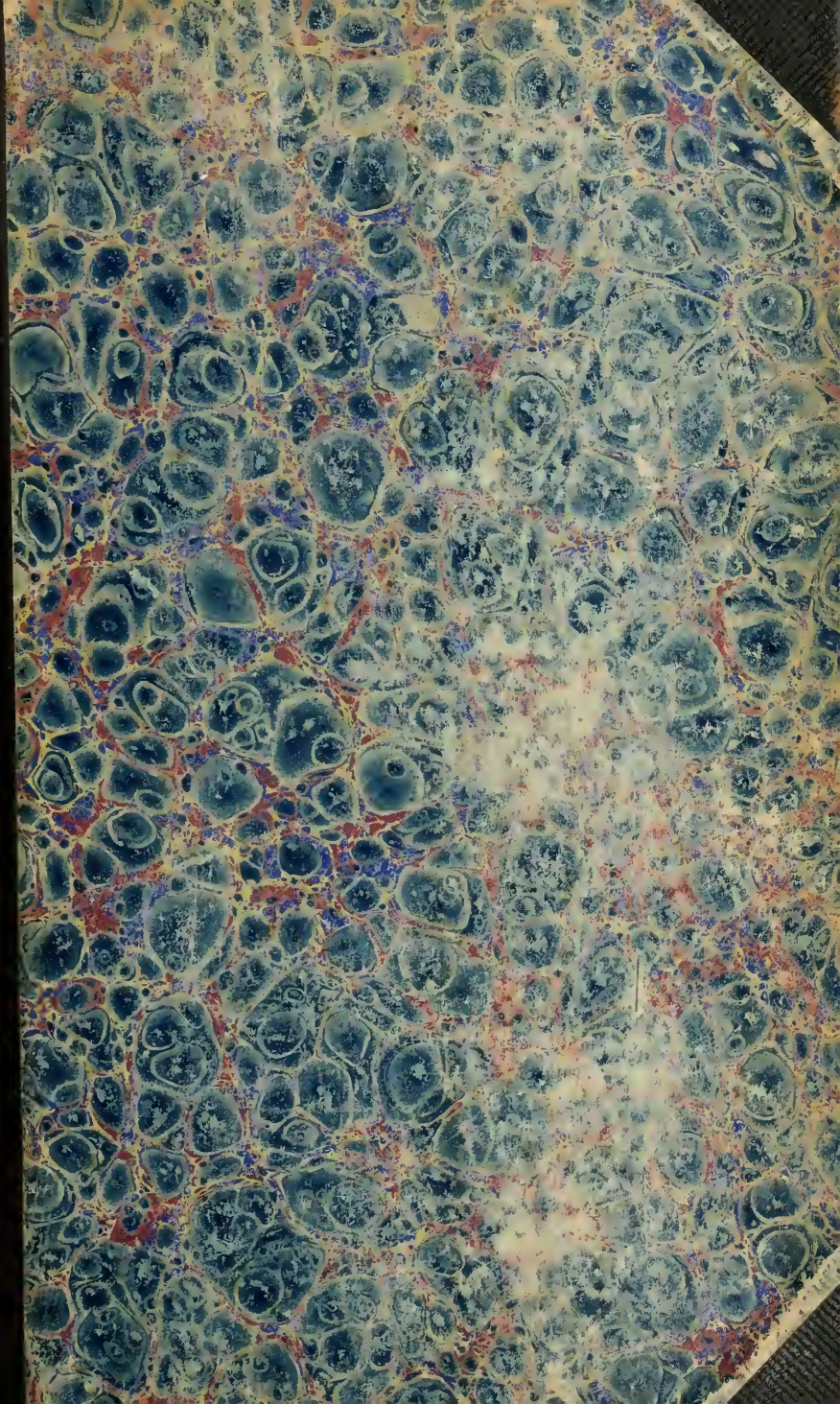




ONTARIO
COLLEGE OF PHARMACY
44 GERRARD ST. E.
TORONTO.

Donated by Wm. H. B. Petrie
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Sept. 22, 1929.

ONTARIO
COLLEGE OF PHARMACY
44 GERRARD ST. E.
TORONTO,

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TORONTO,

... THE ...

PHARMACEUTICAL ERA.

(WEEKLY.)

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COLLEGE OF PHARMACY
44 GERRARD ST. E.
TORONTO,

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EZRA J. KENNEDY, Ph. C.

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INDEX TO THIS NUMBER.

THE N. A. R. D. IN NEW YORK.

The drug trade quite generally looks upon New York City as the head center of the business, and with reference to the successful operation of the N. A. R. D. plan this city has often been characterized as "the key to the problem." New York presents conditions in some respects similar to those prevailing generally throughout the country, but with many others very different, and in fact peculiar to itself. The settlement of the cut price problem is undoubtedly more difficult in this city than in any other place in the country. It is therefore all the more gratifying to observe, as all can, that much progress has been made here, and that the prospects for the future are bright and continually growing brighter.

To be sure, the problem of successfully enforcing the N. A. R. D. plan for higher prices in this city has not yet been solved. This is due to the fact that those engineering the movement have been unable to entirely shut off supplies to the aggressive cutters. The Executive Committee of the Joint Conference Committee has apparently effectually prevented the cutter from getting supplies in the local market; but it has not succeeded in stopping supplies coming from other cities nearby. Last week it was positively asserted by an irreproachable authority that Philadelphia was the place of the latest leak. This authority stated that goods on the prohibited list were coming to New York daily from a well known wholesale house in Philadelphia. The local New York jobbers are indignant at the action of the Philadelphia firm, and some assert that summary action should be taken to

stop this breach of faith. The name of the firm has not yet been given out for publication, for efforts are being made to bring it to terms without publicity, but should this fail, widespread publication will result.

An influential member of the Drug Merchants' Association (commonly called the Cutters' Association), said regarding the doings of this Philadelphia house: "That is by no means unusual. It is hardly necessary to go so far, for goods can be bought right here in New York. Some of the New York jobbers know to whom they are selling, and it is easy, anyway, to put goods in Hunyadi cases." It is believed that this reference to treachery on the part of local jobbers is not warranted, for, so far as known, wholesale houses in this city have been thoroughly tested and found to be keeping to the tripartite agreement.

Unquestionably the situation in New York City will provide a fruitful topic for discussion at the annual meeting of the N. A. R. D. at Buffalo in October. But prior to that time it is believed that the conditions in New York will have improved to such an extent that it will be possible for the Conference Committee to meet the cutters, and to agree upon a uniform price list, or failing that, a satisfactory differential price schedule. This presumption seems to be warranted by the fact that the cutters have been steadily advancing their prices of late. The Drug Merchants' Association and the Dry Goods Dealers' Association will it; a few days have finished a new price list in which there will be material advances.

It will be of interest to examine the following prices, which give an idea of the effect which the N. A. R. D. movement has already produced in this city, and from which may be drawn an augury of future accomplishments.

	Cutter's Price Nov. 2 mos. ago.	N. A. R. D. Price
Pinkham's Compound	77c.	80c.
Listerine	68c.	67c.
Swamp Foot	68c.	85c.
Pellows' Hypophosphites	90c.	\$1.00
Omega Oil	29c.	45c.
Scott's Emulsion	71c.	74c.
Wampole's Cod Liver Oil	73c.	74c.
Carter's Pills	15c.	15c.
Bromo Seltzer	10c.	10c.

One of the members of the Drug Merchants' Association said a few days ago that it would not be possible for them to raise prices rapidly, but that they would gradually be brought up to within one or two cents of the N. A. R. D. price.

Alas, all there is much reason for congratulation and for a feeling of encouragement. The drug trade in all its branches realizes that its own self-preservation demands that this cut-rate evil shall be either eliminated or materially lessened, and the cutters themselves are tired of carrying on business for nothing, or for the very slight modicum of profit which

comes to them at cut rates, especially because the drawing power of cheap patent medicines has within the past few years been greatly lessened. The cutters have used patent medicines as a bait about as long as there has been any attractiveness to the public, and we believe that in the majority of instances they are now about ready to unite with the legitimate drug trade in advancing prices to a reasonable living basis. It only needs careful management and a manifestation of a proper spirit to bring the two hitherto opposing forces into harmony and union upon measures which will be mutually satisfactory.

THE WORCESTER PLAN.

There is very widespread interest in the so-called Worcester Plan for the regulation of the sale of proprietary medicines from the manufacturer, through the wholesaler to the retailer, and by him to the customer. Many state and local organizations have formally endorsed this plan, and have adopted resolutions requesting, sometimes demanding, that proprietors generally put it into effect in their individual businesses, and the N. A. R. D. at its annual meeting next October, will have this matter to grapple with. Many druggists see in it the ideal and practical solution of the cut rate problem, and, in fact, have become so enthusiastic over it that they cannot well understand why the proprietors show the reluctance which they do about adopting it generally.

The Worcester Plan is, we think, a good one, and would prove effective if it were made to apply to every well known and well selling proprietary medicine. But unless it is thus generally adopted, it opens the way to developments which some druggists who are now clamoring for it do not perceive. For instance, take two headache remedies of somewhat similar character, both largely advertised, one of which is marketed under the Worcester Plan, the other is not. The protected article would be sold at the protected price, but the proprietor of the other would immediately recognize the opportunity and hustle to place his preparation everywhere and sell it for any old price, and he would get the business, too. This is a possibility, almost a certainty, which the proprietors have in mind, and which to a large degree, we believe, leads them to go slow in adopting the Worcester scheme. If only a few proprietors adopt it they would suffer directly and from the start in a material decrease in business. Outside competition would spring up, and there would be a host of competing articles advertised to the public, and sold, too.

Some may think that this is not a justifiable prophecy. They will say that the retail drug trade would patronize the protected article to the exclusion of the other cheap one. But those who say this do not really know the retail drug trade as well as the fearful proprietors do.

We would like to see the Worcester Plan, or any other plan which insures the protection of retail prices on proprietary medicines, put into operation, but every one of these requires for its success a very general adoption, and unless the Worcester Plan is enforced by the majority, in fact by all, the leading proprietary medicine houses, the last state of the drug trade would be worse than the first. Possibly

the N. A. R. D. and its affiliated associations may be able to induce all of the present proprietors who have signed the tripartite agreement to adopt the Worcester Plan, and if so we see no reason why it should not work satisfactorily to all concerned. But if the proprietors quite generally agree to hold out and not adopt it, the question arises, what are you going to do about it?

SOME OF THE DRUGGIST'S TROUBLES.

In the report of the Committee on Trade Interests presented to the New York State Pharmaceutical Association last month, there were some positive statements regarding prevailing conditions in the drug trade in this State which are startling and demand the earnest consideration of the retailers. The committee in speaking of the growth of the large pharmaceutical manufacturing houses expresses regret that some of these concerns, which formerly confined their efforts to having goods handled by the legitimate retail drug trade, are now placing complete lines in large department stores. Farther, the committee asserts that these same houses, by their representative in the larger cities, in sampling their goods to the medical profession, are calling the attention of the physicians to the fact that their preparations are now in these department stores. All of which has not only had a damaging effect upon the retail drug trade, but has tended to create confidence in the department store on the part of the physicians.

Another abuse which the committee charges against the pharmaceutical manufacturers is that often, by extra inducement, they over-burden the retail druggist by placing five hundred to two thousand dollar orders of their goods when only one-tenth that amount would be ample; a procedure which the committee characterizes as very unwise, in that it forces upon the druggist a wholly unnecessary burden.

Another significant paragraph from the committee's report reads thus: "We find also that the retailers feel that the sampling of such large bottles to the medical profession deprives them of a good share of the physician's business; and this applies also to the large amount of samples sent through the mails and otherwise. The tablet business is working great injury to the retailer, for the tablet manufacturers are calling regularly on the physicians, supplying them with tablets, in many instances in large quantities, and the physicians in turn furnish these tablets to their patients. In certain cities, of some 20,000 inhabitants and eighteen or twenty drug stores, not over fifty prescriptions per month are put up by all the druggists combined, and in all these cities all of the principal pharmaceutical manufacturing houses sell direct to the physicians."

This committee report paints a rather gloomy condition, and we are inclined to question whether it is as bad as depicted. If, however, the retail druggists are suffering such an infliction, it hardly seems fair to lay all the blame on the manufacturers. The retailers certainly are largely responsible for allowing this class of trade to get away from them. We have always maintained that the druggist could, if he would, hold the physician's patronage, and supply to him all the medicines (pharmaceuticals, tablets or

other) that he may wish. A wide awake druggist does not allow the traveling salesman to come into his locality and take away his trade under his very nose, but he gets out and hustles the same way among his physicians. The charge that pharmaceutical houses are supplying the department stores is a more serious one, and if true reflects no credit upon them. That sort of thing should not be permitted.

THE ERA'S VALUE TO ITS SUBSCRIBERS.

Have you, gentle reader, ever considered the advantages you possess for increasing your knowledge of the scientific and commercial sides of pharmacy? Your brother druggist of twenty or more years ago was not so favorably placed as you to equip himself to carry on his business successfully. Your immediate surroundings, your stock in trade, furnish an almost limitless storehouse from which you may draw technical information, supplementing it by the aid of various books. The old-time druggist had a limited stock. He knew nothing of synthetic remedies or elegant pharmacy. He had few text and reference books. He was not obliged to be a keen student and a hustler, as are you, to keep up with the procession.

But how many of you make the fullest use of your opportunities and advantages? How many keep abreast of the times in the application every day of the facilities and information at your command? You do not think of neglecting to read your daily paper, although the time thus spent might be greatly shortened without detriment, for the knowledge acquired from the newspaper is not of the least importance in the conduct of your commercial and professional business. The newspaper covers a generality of matter, but it never touches pharmacy, unless some pharmacist by accident or design touches the newspaper.

The pharmaceutical press, however, is a most real and valuable means of keeping posted on every phase of your calling. Especially is this true of The Pharmaceutical Era. Its weekly visits give you a speaking acquaintance with your brother pharmacists throughout the world, and more particularly in your immediate vicinity. Just now there are many questions of vital consequence to you, such, for instance, as the N. A. R. D. movement for better prices, and you should know all that is going on. You probably cannot afford the time to attend all the meetings of your local and state organizations, but the ERA does this for you, and presents to you fresh this variety of news, which is of direct value to you. Then, too, the legal surroundings of your profession are constantly changing, and the pharmaceutical journal is the only means of bringing to you notification of new laws, new regulations, which bear directly upon the every day conduct of your store.

In the pharmaceutical press alone the druggist of to-day has an immeasurable advantage over the druggist of twenty years back. But unfortunately, there are many druggists who even yet do not realize the value of drug journals to them; but are content to grub along from day to day, their vision extending no farther than the front door of their stores, with no ambition for betterment, with no prospect of progress. These old fogies of the business will, however, gradually die out, and there is coming to the front a lot

of young men who are thoroughly imbued with modern ideas and modern methods, and who are even now rattling merrily the old dry bones of the past which still cumber the pharmaceutical field. These young druggists have had bred into their very beings a sense of the imperative importance of keeping posted, and they know there is no other way of so thoroughly accomplishing this as to support and read the pharmaceutical press. The pharmaceutical press has been the leading factor in the past fifteen years in securing improved pharmacy laws, in fostering and advancing pharmaceutical organizations, in removing trade alaises, and in countless ways has made possible and brought about a progress in pharmacy which otherwise would have been neither possible nor thought of.

MAINE DRUG STORES.

The compilers of the Era Druggists Directory experience considerable difficulty in establishing the exact status of the drug stores in many cities and towns in the state of Maine. In a single city, Lewiston, with some 30,000 inhabitants, there are about a dozen legitimate drug stores, but at least fifteen more concerns which by the commercial agencies are rated as drug stores, although a strict inquiry into their nature and the character of the business conducted would debar them from this characterization. For a number of years these latter fifteen firms have been in reality conducting a liquor business under the guise of pharmacies, but about a year ago the commissioners closed up all of these illegitimate places, or rather compelled them to cease fitting up their premises to resemble drug stores, and prohibited them from using any signs reading, "pharmacist," "druggist," or "apothecary." Because of the abuses which have crept into the drug business in Maine, due to the peculiar nature of the liquor laws of that state, an entire revision of the Druggists Directory for that territory has been rendered necessary, and it would puzzle a Philadelphia lawyer sometimes to draw the line between the legitimate and the illegitimate. The drug business, notwithstanding the earnest efforts of the board of pharmacy and the license commissioners, has been widely used as a cloak for all sorts of illegitimate practices in the way of liquor-selling, etc. It is gratifying to know, however, that things are getting a little better in the state of Maine, and that henceforth the name "druggist" will not be synonymous with "saloonist." The reputable drug fraternity of that state are to be congratulated upon this prospect, as well as commiserated upon the ill fame that has been brought to them in the past.

INORGANIC SERUM.—Trueneck employs the following formula for the preparation of an inorganic serum for subcutaneous injection in cases of arteriosclerosis: Sodium sulphate, 0.44 grams; sodium chloride, 4.92 grams; sodium phosphate, 0.15 grams; sodium carbonate, 0.21 grams; potassium sulphate, 0.40 grams; distilled water, q. s. to 100 grams.

TO IMPROVE THE ODOR OF COAL OIL.—If coal oil be digested with calcium chloride, with occasional agitations, for a few hours, it loses that to many people—disagreeable pungent odor, and acquires one of an ethereal nature which, if not exactly agreeable, is a vast improvement on the original (National Druggist).

Laboratory Notes.

THIS DEPARTMENT is designed to afford an avenue to publicity for the large amount of valuable scientific material to be found in the laboratories of the pharmaceutical manufacturing houses, but which heretofore has not been published because of lack of suitable facilities. Investigators in these houses are continually gaining information, making discoveries, improving processes, testing trade commodities, making scientific investigations, etc., in the line of their daily work, which are not strictly trade secrets, but which, on the contrary, if given for publication, would prove of great utility.

The department also includes results of investigations by the individual pharmacist, chemist, teacher, or experimenter which have a direct bearing upon pharmaceutical progress. Short notes and paragraphs relating to simple processes, solutions of practical problems, improvements in manipulation, etc., are especially desired, and every one is invited to contribute.

All contributions are printed with full credit to those making them.

ASSAY OF WHITE HELLEBORE.

Recently, an assay of several samples of white hellebore was undertaken in the laboratory here to determine their value as insecticides, there being no method for such assay found in the text-books. The following methods were worked out and found to give good results. Method "A" is based on Lyons' assay of veratrum viride, an allied drug.

White Hellebore of commerce is the powdered root of veratrum album; it should be free from admixture with the root of veratrum viride or other plants, of course. A good sample is grayish-white in color, has an acrid taste and will cause violent sneezing if a few particles are snuffed up the nostrils. It should assay from 0.5 per cent. to 0.8 per cent. total alkaloids. An old drug, one that has little taste and does not cause sneezing and which assays below 0.5 per cent. total alkaloids, should be rejected as being valueless for an insecticide. It should be in a very fine powder to produce best results.

Weigh out 12 gm. of the drug, in fine powder, put it into a 4 ounce bottle and pour on it exactly 100 Cc. of a mixture of 88 Cc. ether and 12 Cc. chloroform; shake thoroughly until all the drug is wetted by the liquid and add 5 Cc. of 12 per cent. ammonia water. Set aside, with frequent shaking, for at least six hours. Now measure off exactly 50 Cc. of the solvent (equal to 6 gm. drug), adding a few Cc.'s of water if the powder does not "lump" sufficiently to allow of pouring off the fluid clear. Evaporate to dryness in a dish on a water-bath, take up the varnish-like residue with a little ether and add 10 Cc. dilute (5 per cent.) acetic acid, and then drive off the ether by gentle heat. Filter the acid solution of alkaloids into a two ounce bottle, take up the residue in the dish with ether, add 5 Cc. of 1 per cent. acetic acid, drive off ether and run liquid through filter; repeat with successive portions of ether and acid until the filtrate gives no precipitate with Mayer's reagent. Usually the third washing will take up all the alkaloids present, making the total bulk of filtrate about 20 Cc. Add ammonia water in excess to the acid solution and shake out the alkaloids with ether, 10, 5 and 5 Cc.'s until a drop of the ether evaporated leaves no residue reacting with Mayer's reagent, combining the ether portions in a tared beaker. Evaporate to a constant weight on a water-bath and weigh, this weight will give the amount of alkaloids present (in 6 gm.) in a slightly impure state, but will be useful in checking off the acidimetric determination. Take up this residue with a little acid-free alcohol, add 10 Cc. of N 25 sulphuric acid, taking care that the solution of alkaloids is complete, and titrate back to neutrality with N/25 potassium hydrate. The difference between the number of Cc.'s of acid used and the number neutralized by the alkali solution gives the number of Cc. required to neutralize the alkaloids.

To get the percentage of total alkaloids in the drug, multiply the number of Cc.'s N 25 acid used by 0.458, this factor being based on the use of 6 gm. of drug for assay. Or, the factor (1 Cc. of N 25 sulphuric acid = 27.5 mgm. total alkaloids) can be used.

A shorter method for rapid work is as follows: Pour off exactly 50 Cc. of solvent from drug (equal to 6 gm.), evaporate to dryness in a dish, take up with a little acid-free alcohol, add 10 Cc. of N 25 sulphuric acid and titrate back with N 25 alkali. Multiply the number of Cc. acid neutralized by the alkaloids by 0.458; this will give the percentage of total alkaloids in the drug. This method gives results a little higher than the first.

On account of the sparing solubility of veratrum alkaloids in mineral acids, acetic acid is used to extract them from the ether-chloroform residue. Haematoxylin makes the best indicator; titrate with the alkali solution to a clear pink color. The factors given are those given by Lyons in his work on drug assays, for veratrum viride; checking them against gravimetric determinations of the alkaloids of veratrum album, they were found to give quite accurate results.

A third method is based on the exhaustion of the drug by dilute acetic acid, evaporating the acid solution to small bulk, shaking with ether to remove fatty substances, etc., then adding ammonia in excess and shaking out the alkaloids with ether and estimating as above.

TESTS, ETC., FOR VANILLIN.

Pure vanillin should appear in white, needle-like crystals, free from color and traces of adhering oily bodies. Its melting point is from 79° to 81° Cent.; the boiling point from 284° to 285° Cent. It should be completely soluble in water, alcohol, ether, chloroform, carbon bisulphide and dilute ammonia water, the last solution being perfectly clear. It should be free from cresol and phenol like bodies and from synthetic by-products or decomposition products. A "powdered" vanillin, it must be remembered, is more likely to be adulterated than a crystalline one.

IDENTITY TESTS.—Dissolve 0.1 gm. in 5 Cc. concentrated sulphuric acid, it should not give a solution deeper in color than lemon-yellow. Acetyl-isoegenol, its synthetic antecedent, gives a carmine-red color. (Kebler).

Shake 0.1 gm. with 5 Cc. dilute ammonia water, it should give a clear solution. Coumarin would be indicated by insolubility or a cloudy solution.

Heat 0.1 gm. with 10 Cc. liquor potasse, the solution should not give a reddish precipitate, after neutralization with HCl, with ferric chloride solution. Benzoic acid present would give a reddish precipitate.

Poil a solution of 0.2 gm. in liquor potasse with a few drops of chloroform, no odor of isonitril should

be given off. Acetanilid would be detected by this test.

Melting point = 79° - 81° Cent. (Coumarin = 67° Cent.)

Boiling point = 285° Cent. (Coumarin = 290° Cent.)
Crystallizes in white needles (Coumarin in shining prisms).

The adulterations of vanillin so far recorded are acetanilid, benzoic acid, coumarin, acetyl-iso-eugenol and powdered sugar.

Vanillin gives a yellow color with sulphuric acid, a blue color with ferric chloride and a solution of 0.1 gm. in 10 Cc. concentrated sulphuric acid gives characteristic color reactions with copaiba and other balsams.

ESTIMATION.—Triturate 5 gm. of sample with fine, clean sand, extract the mixture with ether, shake the ether solution with a strong solution of sodium bisulphite, and separate bisulphite solution. Set free the vanillin taken up by the bisulphite with an acid, shake out with ether, in successive portions, combine, evaporate and dry to constant weight on water-bath. This gives amount of vanillin in sample. The ether solution of original substance, if free from benzoic acid or acetanilid, can be evaporated to constant weight and taken as coumarin.

Dissolve 5 gm. of sample in ether, examining and weighing residue. Shake out vanillin with dilute ammonia water (10 per cent.) using 10 Cc. each time until the washings are no longer colored yellow; reserve the ether solution for estimation of coumarin. Neutralize the ammonia solution with HCl, shake out the vanillin with ether, evaporate in a flask to dryness and take up the residue repeatedly with ligroin until a drop gives no residue on evaporation. Evaporate the ligroin solution to a constant weight in a tared beaker and weigh as vanillin. Evaporate original ether solution to dryness, take up with ligroin until all soluble is dissolved, dry to constant weight in tared beaker and weigh as coumarin. Acetanilid, if present, will be left in the residue from the ammonia extraction of the ether solution of vanillin; benzoic acid can be separated from the ammonia solution by suitable precipitant and estimated thus. Acetyl-iso-eugenol can be estimated by taking advantage of the solubility of aldehydes in solution of sodium bisulphite and dissolving out the vanillin in a mixture of the two by a strong solution of sodium bisulphite and proceeding as in the first method given. The separation of vanillin from acetanilid can also be effected by the same method, i. e.: dissolving the sample in ether, shaking out vanillin with sodium bisulphite, evaporating the washed ether solution and weighing as acetanilid. In fact, the sodium bisulphite solution will separate the vanillin in a sample from practically all the adulterants mentioned, solution of the sample in ether, of course, being the first step. Sugar may cause a difficulty from being soluble in the water of the bisulphite solution; it must therefore be estimated in the residue left from ether extraction.

FRED'K T. GORDON,
Pharmacist U. S. Navy.

Laboratory,
League Island Navy Yard,
Philadelphia.

QUALITY OF U. S. P. CHEMICALS.

The following substances were examined according to the U. S. P. with the following results:

CHLOROFORM.—(Chloroform purif. 1880) Five sample examined; four pharmacopoeial. One gave reactions for acids, chlorine, chlorinated compounds, sulphate. This sample was undoubtedly the crude, although labeled purified.

FARALDEHYDE.—Of two samples examined one was pharmacopoeial, the other gave reaction for free acid beyond the limit.

DEODORIZED ALCOHOL.—Three samples were found to meet the requirements.

HOFFMAN'S ANODYNE.—Of six samples examined none contained ethereal oil.

SPIRIT OF NITROUS ETHER.—Of three samples examined, one contained 3.7 per cent. ethyl nitrite, one 3.1 per cent. and one 0.5 per cent.

ETHER FOR ANESTHESIA.—Two samples were pharmacopoeial, and one contained an undue amount of alcohol and some aldehyde. Sp. gr. 0.736.

CHLORAL.—Two samples met requirements of the Pharmacopoeia.

BRANDY.—A suspicious sample showed upon examination presence of added sugar, glycerin and aromatic substance and fusel oil. Acetic ether could be detected by its odor. It cost wholesale four dollars per gallon. It was a poorly made article. Alcoholic strength was 39.1 per cent. and sp. gr. 0.9456.

TARTARIC ACID.—Of seven samples one was citric acid (probably a mistake in labeling); three were pharmacopoeial; one contained traces of calcium and tested only 0.80 per cent. pure acid. The other two tested respectively 90.3 and 99.1 per cent. pure acid.

CITRIC ACID POWDERED.—A sample sent for examination tested with potassium hydrate v. s. only 5.2 per cent. The balance was apparently sugar. The sample was purchased from a retail pharmacist, and upon inquiry it was found that it was the basis for lemon-sugar which, because it was not labeled, but had been in an earthen 3-pound butter jar during the hot weather when this store had calls for lemon sugar, had now in the colder weather, when there was no call for it, been put in the regular citric acid shell bottle by a new clerk, who took it to be powdered citric acid.

SOLUTION OF CITRATE OF MAGNESIUM.—One sample which was deficient in magnesium citrate was found to have been made according to the U. S. P. formula, but in a way that the ingredients for twelve bottles were made to do for fifteen bottles. Another sample which had been sent by the purchaser because it was cloudy was found to be pharmacopoeial. The pharmacist who prepared it claimed that the solution ought never to be filtered, and that he has been dispensing the cloudy solution for years.

ACETANILID.—A sample sent for examination was found to be boric acid crystals.

POTASSIUM BICARBONATE CRYSTALS.—A 5-pound package so labeled was found to contain potassium hyposulphite (thiosulphate).

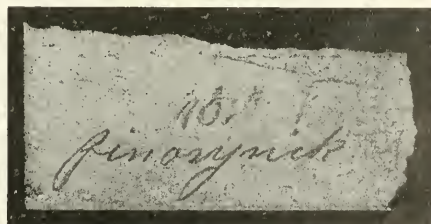
POTASSIUM IODIDE.—Three samples met requirements.

SEIDLITZ POWDERS.—Of six examined four were full weight and two short. One of the blue papers contained tartaric acid in quantity designed for the white paper, and a white paper contained citric acid.

F. J. WULLING.

Pharmaceutical Laboratory University of Minnesota,
Minneapolis.

WHAT WOULD YOU GIVE?



"Fine Arsenick"

providing the conditions of sale were such that the sale was a legal one
Newport, Ky.

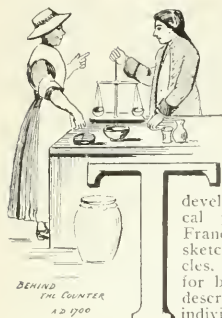
LOU HOLZHAUER.

(Specially Prepared for the Era).

THE EARLY DAYS OF PHARMACY.

(Continued from page 58, May 30, 1901.)

SIXTH PAPER.



THE general history of the origin, organization and development of the pharmaceutical profession in Spain and France has been roughly sketched in our preceding articles, but we have purposely, and for brevity's sake, omitted any description of the apothecary's individual career, or the general appearance of the old-time drug store. Yet these little details form as truly a part of history as the record of great events or steady progress; readers of Macauley will remember how eloquently the great historian insists on this point. Taking, therefore, as our motto Michelet's aphorism that "History is a Resurrection," we propose to endeavor to form, from varied authentic sources, a true picture of the French apothecary's life and surroundings during the seventeenth century. The view of

The Apothecary's Shop

shown in our large engraving, is copied from the title-page of the "Pharmaceutical Works" of Jean de Renou (the medical attendant of King Henry IV. of France), a book printed at Lyons in 1624. The absence of luxury, or even comfort, is evident. The front is open to all weathers, one may still see such frontages in some drug stores in Southern Spain, and a few rough counters and shelves form the principal furniture. On the flagged or tiled floor stand the blocks for mortars. A big pair of scales usually occupied a prominent position (Jean de Renou's artist seems to have forgotten this detail), and bags of spices were suspended from the beams so conspicuously placed across the ceiling. The rest of the stock was stored in the earthenware pots and boxes of

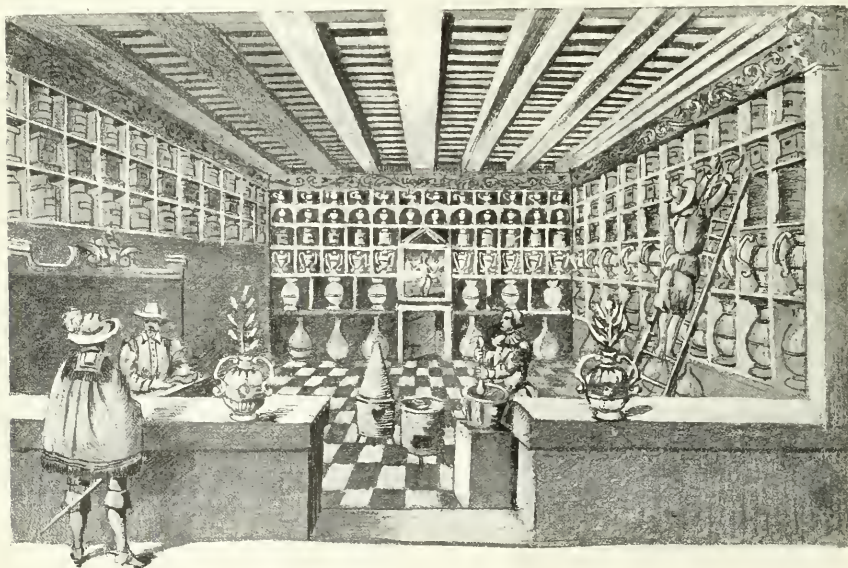
painted wood which occupy the shelves around the shops. The pottery of the drug store of the Middle Ages was of a coarse character, but about the beginning of the seventeenth century the French druggists commenced to use the handsome drug pots already popular in Italy. We give a few specimens of French ware, and also a sample of the finely executed metal mortars which were occasionally to be found in good drug stores in Paris and elsewhere. The one illustrated bears the portrait of King Louis XII. of France and the Royal Fleur-de-Lys.*

In 1637, we read, people went to see

Brother Christopher's Pharmacy

at the Feuillantines Convent (close to the Tuileries Gardens). This magnificent establishment boasted glazed cupboards and drawers, while all around carved caryatids supported a cornice "decked with fine vases and books on medicine." The marvellous cures effected by the worthy friar were emblazoned on the panels around the shop. In fact, to look upon

*For fuller description of ancient drug pots and mortars (French and otherwise), see the Era of 1898.



PHARMACY OF JEAN DE RENOU, 1624

Advertising Remedies

as a modern abuse is a grave error. Nicolas de Blegny, who wrote the curious "Livre Commode for 1692," has a page or two of puffery not unworthy of a twentieth century ad. writer. He informs us that M. de Blegny, Junior, is "the only artist to whom the descendants of Signor Hieronimo of Ferranti, inventors of orvietan communicated the original secret," while his own remedies range from "a vegetable preparation that cures toothache and decayed teeth forever" (!) to a "liqueur that purges and helps digestion, radically cures vertigo, headache and the vapors, regulates the bowels, and, in one word, rejuvenates like the water of the fountain of Jouvence."

The following paragraph is also worthy of quotation, for the "double or quits" system may be a novelty to the modern medicine-man.

"A solvent person who knows the virtues of these remedies, guarantees, when desired, to repay the value to patients if a cure is not effected, on the condition that they promise to pay double if their cure is perfect." It is evident that at this epoch



DRUG POT.

Posters

were also used, for Dr. Lister, an English medical man who went over to Paris in 1697, says: "It was a pleasant diversion to me to read on the walls everywhere about the town (but more particularly in the Faubourg St. Germain, the quacks' bills." These, he



OLD FRENCH DRUG POTS

says, were usually headed "By the King's order," or something of the kind (doubtless to draw attention and give them an official aspect); and offered means of curing venereal and other diseases "without inconvenience or possibility of detection, etc." The same observant doctor gives a description of

"Geoffroy's Pharmacy."

in the rue Bourg Thibourg, which tallies curiously with our illustration. He alludes to the "Porte-Cochier with Vases of Copper in the Niches of the Windows," the "Drugs and Compositions kept in Cabinets disposed around the Room," and the laboratories behind, "in great order and neatness." This pharmacy was indeed one of the leading officines of Paris, and no less than three members of the Geoffroy family have their portraits hung in the Paris School of Paris; one of these is alluded to by Lister as a "most Hopeful and Learned Young Man."

The Newest Remedies

at the time of Lister's visit were ipecac and quinine. The former cost "20 to 40 crowns per lb.," and appears to have been first brought from Brazil in 1686 by a

†This is the correct spelling. Our friend Lister's orthography is a little loose, a common enough fault "Two Hundred Years Ago."

French merchant. The Dauphine having been cured by this remedy, it had become popular; it was used in doses of from 10 to 40 grains for the dysentery, then so prevalent. As to quinine, Louis XIV. had bought the secret for 48,000 livres from Talbot, an Englishman, it was consequently called in France (at this time) "The English Remedy;" though it was also known as "Jesuits Powder."

The old fashioned remedies were still largely used, and the medical treatment of the epoch may be best judged by the following

Apothecary's Bill

recently unearthed by Dr. Dorveaux, and we believe, never yet published in English. This authentic document was furnished to Master Fery, a Protestant minister at Metz in 1666-9, by the widow of the late Jean Pettre.

- 1666.—July 27.— $\frac{1}{2}$ oz. cassia pulp.
Sept. 3.— $\frac{1}{2}$ oz. cassia pulp.
Sept. 12.— $\frac{1}{2}$ oz. cassia pulp.
- 1667.—April 5.—1 refrigerant laxative clyster.
April 5.—Clyster repeated.
Plus 1 oz. cassia.
June 13.—For Monsieur a medicine composed of cassia, manna, senna and peach-flower syrup.
June 15.—The same.
Sept. 4.— $\frac{1}{2}$ oz. cassia.
Oct. 3.— $\frac{1}{2}$ oz. cassia.
Oct. 21.—1 clyster composed of catholicon, honey and violet.
Oct. 25.—The same.
- 1668.—May 6.—1 clyster with 10 drams cassia, violet and honey.
May 27.— $\frac{1}{2}$ oz. cassia.
July 27.—10 drams oleum spicae.
Aug. 2.— $\frac{1}{2}$ oz. cassia.
Plus (for the servant) a laxative and emollient clyster.
Aug. 18.—For the vine-tender at Platteville a bottle of Scabious Water of Blessed Thistle and Red Poppy, containing 10 oz.
- 1669.—March 25.—2 drams senna.
Plus 1 oz. manna.
Plus $\frac{1}{2}$ oz. cassia.
May 18.—10 drops cinnamon oil.
May 21.—A medicine composed of senna, rhubarb and peach-flower syrup.

Any of our readers acquainted with the opening act of Moliere's "Malade Imaginaire" will inevitably be reminded of M. Fleurant's bill as they read the above. It is to be feared that so far as invoices were concerned the dramatist's sarcasms on the apothecaries of his epoch were not wholly undeserved. In any case the expression "apothecaries' bill" is still currently applied in France to an over-long and excessively detailed claim for money. Of course, it is difficult to judge of the real character of

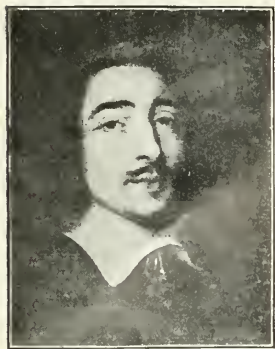
The French Seventeenth Century Apothecary

after so long a lapse of time. That he was a worthy and public-spirited citizen, often rich and generous, and frequently of high mental culture seems apparent. It would perhaps be an error to insist too much on the entrance examinations of the Apothecaries Guild as absolute proof of an invariably high standard of edu-



APOTHECARIES' WEIGHTS.

cation, or to compare these little family affairs with the free unbiased pharmacy board examination of modern America. It is evident that in a close corporation like that of the apothecaries, the wealth and



ESTIENNE GEOFFROY. 1638

CLAUDE JOSEPH GEOFFROY
1703.

M. F. GEOFFROY. 1696.

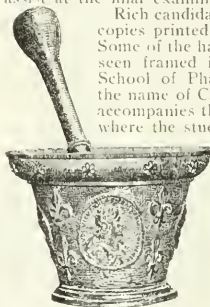
social status of the candidate were not ignored, and that the son of a well known, rich and respected apothecary would hardly be refused entrance except for the crassest ignorance or some other serious reason. Religion, for instance, was an important point, after the revocation of the edict of Nantes no heretic could be admitted to the fraternity. Apart from this, the

Conditions for Admission

(from 1638 to 1777) practically consisted of a slight preliminary examination to prove good general education, followed by six years' apprenticeship. Then came two examinations, one on the general principles

In the case of the Paris apothecaries, the candidate was first called upon to demonstrate and verbally explain the various elements of five different preparations, and afterward to compound the medicaments under the eyes of the jury. There were naturally certain fees to pay; the apprentices' indentures cost some 90 livres, the maîtresse or definite admission to the guild 600 livres. All the master apothecaries and two doctors of the Faculty of Medicine had the right to assist at the final examination.

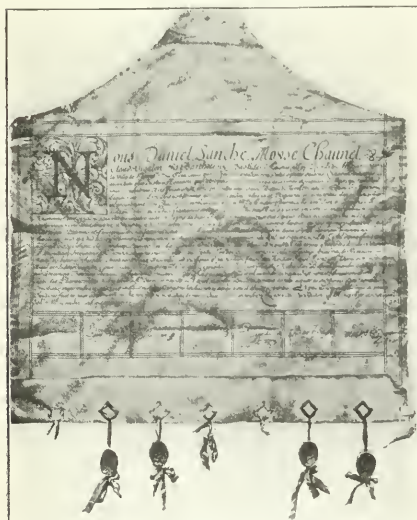
Rich candidates sometimes had elaborate copies printed of the examination papers. Some of the handsomest specimens may be seen framed in the library of the Paris School of Pharmacy, one of these bears the name of C. J. Geoffroy, whose portrait accompanies this article. (At Montpellier, where the students were examined by the university authorities, a certificate of competency was given, engrossed, signed and sealed as shown in our illustration.) In another room of the same school is an oil painting representing



A METAL MORTAR.

The Apothecary's Career,

his examination, apprenticeship, life behind the counter, etc. The costumes are those of the end of the seventeenth (or early eighteenth) century. Cracked and blistered by age, it is difficult to reproduce the

APOTHECARY'S EXAMINATION CERTIFICATE.
MONTPELLIER, 1646.

of the art, the second (called "The Act of Herbs") on medicinal botany. Finally the "Chef d'oeuvre" had to be executed, a custom existing in most trade guilds, i. e., the presentation of a "masterpiece" by the apprentice candidate before he was received as a master-workman.



THE APPRENTICE AND THE HIRED MAN (1900)

scenes by photography, but our artist has copied two characteristic groups, the apprentice in his shirt sleeves working at the mortar astride a rough bench, and the assistant behind the counter serving a country

woman or domestic, which forms the initial letter of this article.

A Registry Office for Drug Clerks

seeking situations existed at Paris as far back as 1714, being open every morning in the rue de la Huchette at the sign of the Lamprey, though the apothecary's assistant would also frequently address himself to the headquarters of the Grocers' Corporation.

ADVERTISING FOR THE PHARMACIST.*

By H. F. RUHL, Manheim, Pa.

This is an advertising age. All other things being equal, the druggist who advertises has many more chances to succeed than the one who does not.

Americans seem to be a forgetful people along certain lines. Takes two similar proprietary preparations that have had about an equal sale. You have noticed when one of the proprietors began to advertise his remedy in your section how the sales of it increased while those of the other fell off. Both may have possessed equal merit, yet because one had its merits told of in a convincing manner, people forgot the unadvertised preparation.

Few pharmacists would be willing to admit that a large business like that of a department store could succeed without advertising. A drug store is only a department store on a small scale; yet how few advertising druggists are to be found. Many business men look upon advertising as an expense. It is an expense:

1. To a man who is mean, narrow minded, who overcharges, who takes advantage of his customers or who sells inferior goods.

2. When advertising an article or line of goods at a very low price of which little or none is kept in stock; and then meeting the calls with "I'm sorry, but we have sold out, etc., etc."

3. When pursuing Rarnum's policy: "The people want to be humbugged." But that is only the negative side. The fact of the matter is—advertising is an investment. It is an investment only, however:

1. When a store deserves to grow.
2. When a store has the goods as advertised.
3. When the ads. are truthful.
4. When the goods and service are what the

prospective customer has a right to expect after reading the ads.

In this paper the writer intends to deal with advertising only as regards printer's ink. No wise druggist will disregard the possibilities of other methods—the show window, sidewalk bulletins, the display of goods with price tickets in show cases, store signs, etc.

The City Store.

If you are located in a large city you can hardly afford to use the newspaper unless you have a large store in the shopping district.

To the city druggist, then, any one or more of the following are available: Circulars, folders, booklets and store papers. Whatever is used should be issued at regular intervals.

A circular, while having the merit of cheapness, fails to appeal to people as a folder or booklet will. Unless a circular is unusually attractive and dainty, it will receive perhaps not more than a passing notice. A single page circular should rarely be larger than say 4 x 6 inches in size, a larger size savors too much of the dodger or handbill.

A folder or booklet is apt to be preserved and read where a circular will likely be flung into the waste basket. Small pages look more readable. The matter

on a single page looks twice as large as if cut up into a number of small pages.

It is extravagant to use any but good paper and ink. Winning trade is the object of advertising. A cheap looking piece of advertising matter will convey the impression that inferior goods are sold at the store. The paper used should not be lighter than what is known as 70 lb. The coated papers (such as are used for half tone work) admit of the best press work.

Effective color combinations may be made by using paper and ink of the same color as, paper of a light blue printed in bronze blue ink; light green paper printed in dark green ink.

In the setting of a folder or booklet not more than two styles of type should be used. A 12 or 18 point type for headlines and an 8 or 10 point book type for the body matter. The title page of course should have a larger face type.

Store Papers.

Store papers are now used by a great many city druggists. They give the advertiser a larger scope than folders or booklets. They are less expensive than newspaper advertising. Their circulation can be controlled in that they can be sent to the very class of individuals from whom you can reasonably expect to draw trade.

The ready made store papers are of somewhat doubtful value. The matter they contain is not specific enough. Better have your paper small and the matter adapted for your particular store. Let the greater portion of the reading matter be advertising or something relating to your business. To the public, a drug store has so many points of interest, that one should not lack for material. For instance: Tell the habit of some common drugs like rhubarb, licorice, ipecac, poke, etc. Mention that the habitat of the last named drug is North America, and it has been naturalized in Europe. Tell how "stick" licorice is made; why pepper is gathered before it is ripe. Tell from what part of the plant cloves is obtained. Explain how difficult it sometimes is to get two lots of the same drug to have exactly the same color. State your reasons for declining to sell poisons to children. Request that brewers' bottles be not sent to be filled with other liquids at your store. Many similar examples could be given.

A store paper should be issued at regular intervals. The matter of distribution must be worked out in each individual case. In localities where the majority of families have servants, mailing the paper might be the least expensive method—it would thus reach the head of the family. In tenement districts, house to house distribution might be made.

The Country Store.

The druggist in a small city or country town should use the newspapers. After the edition of the paper is run off have slips printed from the forms used in the paper. Booklets may also be used as supplementary advertising.

It is a good plan to contract for newspaper space by the inch. If you have much to say you can use more space; if the needs are not so great you can use less. Thus you are not so apt to overcrowd your space at times as if you had contracted for so many inches each issue.

The Way of Saying It.

Many advertisers think that almost everything depends on how you say it. In their attempt to be bright or humorous they lose sight of the most essential thing—talking business. Advertising space is too expensive to use it to advertise yourself or your wit, if you have any. Talk to the many through the paper as you would to a customer at your counter. If you were trying to sell a hair brush how many arguments could you put forth why that particular hair brush, with solid back, with drawn French bristles, was desirable. Write as you would talk. In writing advertising one thing is essential, however, and that is clearness. About four years ago the writer asked

*A paper read before the Pennsylvania Pharmaceutical Association, June, 1901.

an advertising expert for some hints on ad. writing. To illustrate the point of clearness, he said, that if we asked a boy to write an ad. on sponges it would be something like this:

Sponges are animals. They grow in the sea. They have to be dived for. Sometimes a shark catches a diver. Sponges are filled with stuff like jelly when found. This has to be taken out. It takes a lot of work to get sponges ready to sell. My father sells them cheap though.

If one of us were to write on the same subject, he said, we would have to be careful or we would be apt to tell it in some manner like this:

The general public knows very little about that common article, the sponge, though sponges are used daily in almost every home. Scientists agree that the sponge is an animal, though in its natural state it has the appearance of vegetation, in fact, was long thought to be a plant. Sponges grow in the sea and the work of securing them is a hazardous occupation, and, as is often the case, sharks are plenty, which makes the trade of the sponge-fisher a precarious one, etc.

He further said: "We are hardly started on the subject, yet have consumed more space than the boy did to tell it all. To be clear, short sentences must be used. Each argument should stand alone. If explanation is necessary let it stand alone. Avoid parenthesis. Shun the semicolon, and use the comma as little as possible."

Always quote prices in your ads. This is very important. The price need not necessarily be a very low one. Quoting prices implies that your prices are at least as low as those of your competitor. Many people buy an article when they know the price. If a price is not quoted some may think the price above their means and dismiss the subject. Others might shrink from asking the price for fear it might be more than they are able to pay. You know how aggravating it is to read an ad. on a carbonator or typewriter but fail to find a price. If you write to the manufacturers for prices they will soon have salesmen at your store to take up your time. Quoting a price also proves that you have but one price. When a salesman quotes a price you do not always know if it is rock bottom or not.

The Setting of the Ad.

If the majority of advertisers use borders have yours set without, but have some white space around it. If few use borders in the paper, have a border around yours. It is best to adhere to one style of setting, with the ad. in a regular position. The reader can thus tell at a glance that the ad. is yours. The headline should be set in 24, 30 or 36 point—the size used depending on the size of the space. The heading should be set in upper and lower case. It is more easily read than if set in upper case alone. The body of the ad. should not be set in smaller than 10 point type. The firm name need not occupy as much space as one often sees. If the reader is sufficiently interested to read the ad. through he will find out whose ad. it is if the name is set in the smallest type.

How Much to Spend.

From one and a half to two per cent. of the gross sales seems to be the right amount to invest. Some of the successful retail druggists spend as much as three per cent. Much depends on your location and competition. Three per cent. may be a better paying investment than one per cent.

"Keeping Everlastingly at It."

Advertising force is cumulative. An occasional ad. placed in a paper is not apt to bring very marked returns. A druggist once saw an ad. in the department of advertising of a trade paper that had received favorable comment. He used it in the local paper but failed to get any returns. He concluded that newspaper advertising does not pay.

It is often difficult to trace the direct returns to any particular ad. The persistent advertiser can tell, however, at the end of the year that advertising pays him by the increase of his business.

Frequent Changes.

If the paper is issued weekly the ad. should be changed every issue. If daily, change every day if possible—at least every second or third day. Three



JOHN G. WISCHERTH.
Bedford and Greene Avenues, Brooklyn.

different ads. on one subject changed each issue are much better than one ad. left unchanged in three issues.

Collecting Advertising Material.

Every advertiser should have some system of collecting advertising matter. He ought to preserve his own and make clippings from the work of other successful advertisers. With a few pieces of cardboard, some twine and a number of No. 10 legal envelopes, an admirable file can be made. A card marked off with the dates when the paper is issued, with space for title of ad., serves as an index of what things to advertise the following year.

When speaking of advertising, the president of the American Pharmaceutical Association, once said to the writer:

"He that bloweth not his own horn the same shall not be blown."

Similar to the "robo" scheme is that of another advertiser. A young man was seen slowly sauntering along Chestnut street the other day, as if out for an after dinner stroll who attracted much attention from other pedestrians. It was not his personal appearance, for he was dressed in the height of fashion, but a card stuck on his back with a pin, on which was "kick me" printed in large letters, of whose existence he seemed wholly unconscious. Many smiled and a few patted the seeming victim of someone's joke, but none was bold enough to tell the young man of the card until an elderly gentleman stepped up to him and took the card off his back, showing it to him at the time and apologising for his action. With well-pretended mortification the young man thanked the old gentleman and handed him the card, saying: "You can keep it, sir, I do not want it." And before the old fellow could say a word he was gone around the corner. On the card, the reverse side, was an advertisement of someone's "corn cure," with the advice to use it before kicking, and the old gentleman grew red in the face when he saw it and threw the card into the gutter. Later on the young man was seen slyly attaching a similar card to his coat in the shelter of a doorway, then he sauntered forth to gather in other victims.

BUSINESS PHARMACY.

The Experience of Druggists with Profit-Bringing Methods. Hints and Suggestions. Original Papers from Practical Business Druggists. The Various Phases of Drug-Store Management and Economy.

ONE WAY TO ADVERTISE.

From a Woman's Point of View.

By NORA I. MITCHELL, Sparta, Mich.

The day of dingy drug stores is past, and in the city it is the brilliantly lighted plate glass front pharmacy that attracts the passer-by and is patronized. In the country town it is much the same—while plate glass and electric lights are not so common, yet the appearance of the store makes a great difference with the majority of the people.

Some one has said that the show windows of a drug store are like a pair of eye-glasses properly fitted, for through them the druggist sees the world and through them the world gets its impression of the druggist. If that is the case, let there be no flaws in the glass to distract and let them be spotlessly clean. Did you ever see persons pass on to the next store because they couldn't see through the windows? Remember I look through a woman's eyes, and a woman can see twice as much dust and dirt as a man can, so let your windows be clean if you would entertain lady customers. This means that you can't wash the windows only once a week—that is better than once a month—but whenever they are dirty and need it.

It has been estimated that at least two thirds of the drug store patrons are women, and anything that will please the women is a good advertisement, since they have long been noted for their much speech. Mrs. A. says to her neighbor, Mrs. B., "Be sure to go to L's Pharmacy, everything is so clean and neat there. They don't have to take the goods out of their show cases so you can see them, for the glass just shines, it is so clean." Mrs. B. tells her neighbor, etc.

In rules for young clerks you often see: "Don't encourage loafing in the store;" that is for the benefit of the ladies too. A woman once hurriedly entered the store and said: "Have you carbolized witch hazel salve? I know I can get it at Mr. N's store. Mrs. W. bought some there this afternoon, but there is always so many sitting around in that store I never life to go there." More of them feel that way. Another good advertisement.

Always carefully wrap every package unless the customer requests you not to do so. A woman does not care to have the people she passes on the street know her nerves are in such a state that she has resorted to — Nerve Compound for a cure, so arrange a neat package for her—one that will stay tied until she reaches home. It takes but a little longer and it always pays. In a certain district in Chicago a butcher literally starved three others out. Why? Because he did his meat up in dainty packages and tied them with blue baby ribbon. A woman likes those things. It is not necessary to use pretty ribbon to tie up parcels, but a good grade of wrapping paper gives a much better impression than old news papers.

It is a good plan to label everything as it is called for. All names must be properly spelled, etc.; there are some exceptions, but one lady became very indignant because she had called for a two oz. bottle of fluid extract dandelion and found when she reached home that the clerk had given her fluid extract of taraxacum instead. A good customer was lost because the clerk wanted to show that he remembered the Latin term. Nothing is more disgusting to a woman

than to enter a drug store and ask for an article and have the clerk grin and reply "You bet," and then chew the twine a while before tying up the article. Nothing pays better than unaffected politeness on the part of clerks and proprietor. This with cleanliness is the best advertising you can do to retain lady customers.

THE PRACTICE OF PHARMACY IN SMALL TOWNS.

By H. G. MOORE, Equality, Ills.

To those who are located in good live large towns and cities, I will say that they cannot for one moment imagine the drawbacks of a country druggist. A plate glass front is not always accessible for showing up window displays, nor is it always convenient for him to invest \$500 to \$1,000 in fixtures to make his store look inviting. So under these circumstances we who are located in small places, and with limited means must put on our thinking cap and try from time to time different ways as our mind may suggest to gain trade and cash.

At present I am engaged as registered clerk for Moore Bros. Drug Company. We opened business with a \$350 stock of drugs and fixtures, purchased January 18, 1899, occupying one side only of a grocery store 20x40 feet in size. Our competitors are of the very best; honest, intelligent, sociable and industrious people, had been established in the drug business with a heavy stock for about eighteen years. One member of the firm is a physician with the largest practice of any doctor in our town, so you can well imagine how we were compelled to "push" in order to be even recognized as retail druggists. Knowing this to be the case we entered into the battle in a determined but honest and honorable way, and the cause of our success may be briefly outlined as follows:

First, and most important of all, we have made all our pharmaceutical preparations since we commenced business, and will continue to do so. Included in the list of the products of our laboratory (which every druggist should have), may be mentioned fluid extracts of ergot, cotton root bark, buchu and a few others mostly used. And right here I wish to say that a druggist only has to try making a few fluid extracts in order to see how handsomely it pays. (Of course I allude to the more expensive ones, and also those of which we use a quantity.)

We have found by experience that it does not take a doctor or a druggist to distinguish between tinctures, fluid extracts, syrups, etc., made according to our U. S. P., and those obtained from the average wholesale drug house, "where they value so highly the cost of 95 per cent. alcohol for their use in practical pharmacy." Any person who can see, smell and taste can tell the difference quicker than you can say Jack Robinson. Just follow up this suggestion and note the result. Get hold of a prospective customer; take him in your laboratory, and let him witness the process of percolation or distillation. They are simple processes to you, but never mind that. If possible let him also see the manufacture of some of the solutions of iron, or that of some of the scale salts, or tell him about gun cotton—how it is made, of its use as an explosive, as well as in medicine, etc., etc. It is time

The Era pays \$5.00 for each accepted contribution to this department. Proprietors and clerks are especially urged to relate their experiences and offer suggestions on all phases of the practical business side of pharmacy. Make your papers short, about 1,000 words (one Era page) in length.

well spent. He will not forget what he has seen and heard the longest day he lives, and as for you, it convinces him that you know your business. He places confidence in you as a "pill roller," and eight times out of ten he is your customer in the future.

We watch our stock closely, and try never to be "just out" of anything called for, and never hesitate to pay for a telegram for a "rush order." We are always kind to our customers, and try never to miss a week driving out through the country, stopping along side the road engaging in short conversations with our farmer friends, which very often ends with a sale of a bill of paint or a bottle of a patent medicine which they didn't know we kept. This is especially a good way to get them interested in your welfare, hence, your business also. I have found that a ten minutes' talk with a farmer in his field or in his home is worth more as a trade winner than any special price you may offer, or conversation you can have with him in your store.

We put up a full line of carton goods, which we not only sell at retail, but wholesale as well. The former pays handsomely—the latter fairly well.

I have been a reader, and part of the time a subscriber, of the Era and other drug journals ever since I entered as an apprentice in the drug business, and since I have had the management of stores have followed up their suggestions in many ways, especially that of window displays, and testify to the fact that it pays to keep the windows clean and catchy. When we moved into our new room, where we have two fairly good-sized show windows, I took it upon myself to change the displays every week, using some original arrangements and most of the time following up suggestions taken from the pages of the Era. When I commenced, my displays were apparently unnoticed, but I kept ahead and now our windows come near to being our best advertising medium.

The best advertisement we have ever put out, however, was the announcement of the equipment of a laboratory and that we were ready to analyze specimens of urine at a very small cost. There seems to be but very few people who know of the importance of the analysis of urine in diagnosing a case, and from the fact there is not one doctor or druggist out of ten in or near small towns who is prepared to do this work it is a great ad. for the one who pushes it.

I purchased from the publishers of the Era a copy of "Practical Urine Testing," (Jennings) at a cost of one dollar. I studied it a few weeks, purchased the necessary outfit to do the work, made up the reagents, formulated a statement of the analysis of urine and proceeded to advertise. We make a charge of one dollar to doctors, and a dollar and a half to the public in general for analyzing a specimen. Some doctors were pleased to have an opportunity of having the work done at home, and "talked about it." Other doctors were displeased, and "talked about it." The people in general "didn't know it could be done in a small town," and "talked about it." So it was. Talk, talk, talk—some for, some against, but all was an advertisement for Moore Bros. Drug Company just the same. Our announcements were hardly out when we began receiving both specimens for analysis and congratulations on our ability and equipment for doing this work. We did this work for the other fellow's customer as well as our own, and made a friend of him. When proteids were found to be present in the specimen examined, we invariably advised a consultation with a physician, making a friend of him also. And now this is a part of our work, the same as the manufacture of shelf preparations.

In conclusion I desire to say that we and our competitors are and always have been on the very best of terms. We are their friends and believe they are ours. We never speak unkindly of them, and trust they do not of us. Price-cutting is unknown to us. Everything always goes smoothly. Their trade has not decreased in the least, and neither has ours.

Read your journals carefully. Select the cream of the other fellow's suggestions, and put them into



THOMAS A. SMITH,

Willis Avenue and 135th St., New York.

effect, along with original ideas. By all means make your own pharmaceuticals. Sell them at a reasonable price, and I predict success to you.

CONSUMPTION OF ALCOHOLIC BEVERAGES.—H. Bence-Jones (American Medicine) is authority for the statement that the consumption of drink in Canada is smaller than in any other country in the world for which statistics exist. In the United States in 1890 the consumption of spirits per head was 1.17 gallons; in 1898 it had fallen to 0.92 of a gallon. The consumption of beer and light wines is quite small as compared with some of the beer drinking countries of the world. In Bavaria the consumption of beer per inhabitant is given at 56 gallons; while in Germany as a whole, it is at 27 gallons; in the United Kingdom not quite 32 gallons; in the United States, 13 gallons per inhabitant. However, the consumption of beer does not indicate the entire consumption of alcoholic beverages. In North Germany, for example, very little beer is drunk, the consumption of the inhabitants of those parts being spirits rather than beer. There is also comparatively little beer consumed in Scotland and Ireland, while the consumption of spirits is proportionately larger.

PATENT AND PROPRIETARY MEDICINES.—In the oration on State Medicine, before the recent annual meeting of the American Medical Association, George M. Kober, M. D., discussed the laws regulating the sale of drugs and poisons and also the number of patent and proprietary medicines manufactured. By the term patent medicine, as properly employed in this country, England and Europe generally, it must be understood that the composition is known and can be seen at the patent office. The proprietary medicine is a secret preparation protected by trade mark in this country, and, hence, preferred by the owner, but both are vaguely termed by the public patent medicines. Up to December 10, 1900, the United States Patent Office had issued patents on: disinfectants, 321; extracts, 250; hair dyes and tonics, 48; insecticides, 180; internal remedies, 376; plasters, 56; topical remedies, 371; veterinary, 78. Trade marks: drugs and chemicals, 310; medical compounds, 5,974, and increasing at the rate of about 250 per year.

✿ ✿ SHOP TALK. ✿ ✿

The Era man noticed a sign on front of the store of the president of one of the local N. A. R. D. associations in New York last week announcing a certain preparation at a cut rate and he asked the druggist the "why?"

"That's an old scheme of mine," replied the druggist, "and it's about as good a one as I know of to get rid of what I call wounded soldiers. As you well know we are constantly putting new proprietary articles on our shelves which, while the proprietors advertise them, are readily sold. In other words they fight well until they get hit by some other preparation, and then they fall, you might say, mortally wounded. I take certain of these soldiers and advertise to sell them to-day for, if it's a 50 cent article, 45 cents. Then each day I reduce the price one cent until I get 5 or 10 cents below the cost price. Maybe I won't sell any. Then I put them away for a day and I am almost sure to have a call for them. But I don't sell them at the bargain price. I get the full price. Sometimes I continue reducing the price until it gets as low as 3 cents. If I can't get rid of them at that price I put them away again and very soon start all over. If I can't sell them after a couple of trials I put them away and call them "dead soldiers." I often bury them at a good price. In all I think my plan is a good one and I can assure you I don't lose any money by it, besides I stimulate my business."

* * *

The Era man saw a good thing in the store of a druggist who has one of the best prescription trades in uptown Philadelphia the other day, his prescription counter. This was the usual thick board, but its surface was polished and shining and a few drops of water spilled on it rolled off like "from a duck's back." The secret of it was in a heavy coat of paraffin. A saturated solution of paraffin in ordinary gasoline had been made and this was smeared thickly over the wood, after it had been rubbed down smooth with sandpaper; vigorous rubbing, with a little fresh gasoline every once in a while, made the paraffin penetrate into the wood to quite a depth, the surplus being wiped off with a rag. Then the "boy" was put to work on it with a thick woolen rag and it was rubbed until the remaining paraffin had been forced into every pore of the wood and a bright polished surface resulted. The beauty of a counter so prepared is that you can spill almost anything on it without defacing it or making a mess, even strong acids do not injure it unless left on too long. Then too, it makes an ideal surface for folding powder papers and many similar operations, is always clean and may be kept polished with a rub of a cloth now and then.

* * *

White enamelled signs are now quite popular, the name of the owner of the store being spelled out in white letters affixed to the windows of the place. These look very neat and professional for the drug store, but they have in them the capacity for doing unlimited evil if not closely watched, that is, in getting knocked or broken off or coming unglued from the glass, leaving a gap in the name or words. To the observant passer-by, an enamelled letter sign in which two or three of the letters are gone and ugly blotches on the glass left in their place tells a tale of the proprietor of that store that is not very flattering. Careless and untidy they proclaim loudly, for the man who is too careless to replace missing letters in the sign he uses to call public attention to his place will be careless in other things, and if he doesn't replace them because of lack of interest or "don't care," he is apt to be the same way inside. Nothing but a dirty, ill-kept show window is more harmful to the druggist than a window on which is a lettered sign with some of the letters missing.

"We have to be up to date in this business," said a Brooklyn druggist one hot day last week, "and just to show you that I am even with the time I'll tell you what I did last week. A man came in here Sunday morning just after the furnishing stores had closed and asked me where he could buy some collar buttons. I asked him how many he wanted. 'Do you keep them,' he asked. 'Yes,' I replied, 'we have a large stock.' He said two would be enough for him. I retired back of the prescription counter, took the two bone buttons out of the wrist bands of my shirt and handed them to the man. He asked me the price and I told him ten cents. I assured him it was not the buttons I was charging him for but the accommodation, and he bought the cigars. It pays a great deal more to do little things like this than to try to sell patent medicines. I never allow any one who wants anything and has the money, to get out of my store without supplying the want."

* * *

Why will some druggists say foolish things on their advertising matter that they would never dream of saying to a customer? An instance of this is seen in a card sent out by a druggist who ought to know better, which, but for the one "break" would be good advertising. He heads his card with "Better than Prayers. A Good Druggist," in big black letters, then tells about his prescription department and its excellence. Now, while some people may believe that a good prescription carefully compounded will do more to aid the sick one to recover than would prayers at his bedside, there are others who will look upon such a statement as irrelevant, not to say sacrilegious, and such people may be so offended at the flippancy of such advertising that they would not deal with the advertiser. Better leave religion and politics out of your advertising, even anything that might be construed into a reference to them.

* * *

"Does it pay to have window demonstrations?" said an uptown New York druggist last week, repeating a question the Era man had asked him, "well, I should say so. It may be that the returns are only temporary, but they sell things that would not be sold otherwise without a great deal of persuasion by my clerks and a consequent loss of time. The displays create a 'want' in the minds of the persons seeing them, and they come in and ask for the goods shown. I've had cigars of a certain brand in the window with a little colored girl fancily dressed, showing them, and during the week she was here I sold nearly a thousand and they've been on call ever since. I sold bath cabinets, coffee, corn files, perfume, soap and goodness knows what in the same way. Do these demonstrations pay? I should say yes! every time."

* * *

W. W. Noble, the St. Paul (Minn.) druggist, makes a good point in connection with the sale of drugs by department stores. "The proprietary houses," says Mr. Noble, "should be made to see that such stores are not the legitimate distributors of their goods. Furthermore, these stores are pushing their own medicinal preparations more and more, with the result that standard preparations are left out in the cold to a great extent. Perhaps the manufacturers will in time come to recognize the force of this argument."

* * *

One of the latest ideas in emergency packages is the vest-pocket roll of adhesive plaster which has been on sale in drug stores in New York for the last two weeks. It consists of five yards of one-inch adhesive plaster so tightly rolled that it will fit into a tin box about half the size of a pocket dime-savings bank. This can be carried conveniently and will serve any purpose where plaster is required.

QUESTION BOX.

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of the Era. Copies of these may be obtained at ten cents each.

Compound Syrup of Hypophosphites.

(S. F. Z.)—We have no practical formula in which glucose is used in the preparation of compound syrup of hypophosphites. The following, however, is claimed by a contributor in one of our exchanges to produce a cloudy preparation, besides having that greenish appearance preferred by some:

Calcium hypophosphite	352 grains
Sodium hypophosphite	176 grains
Potassium hypophosphite	176 grains
Manganese hypophosphite	22 grains
Iron hypophosphite	22 grains
Potassium citrate	50 grains
Quinine hydrochloride	12 grains
Citric acid	25 grains
Strychnine sulphate	3.15 grains
Sugar	56 av. ounces
Iron pyrophosphate	40 grains
Water, enough to make	64 fl. ounces

Into a wide mouthed half-gallon bottle introduce the hypophosphites of calcium, sodium and potassium, the quinine hydrochloride, the sugar, and some water. Dissolve with the aid of heat, the hypophosphites of iron and manganese, the potassium citrate and the citric acid, in about 2 fluid ounces of water, and pour into the bottle, together with the solution of strychnine sulphate (best made in a test tube). Now add enough water to make one-half gallon; tie over the bottle well with parchment paper, and shake frequently, to dissolve the salts and sugar; then strain, if necessary. This still perfectly clear syrup is now super-saturated (preferably in the same wide-mouthed bottle) with the concentrated aqueous solution of the iron pyrophosphate, and set aside for twelve hours. It will then be found that a delicate, flocculent precipitate has formed, which extends through the entire syrup and deposits but gradually. Shaking distributes it so finely that the liquid appears only turbid. Attention should be called to one point: Since iron pyrophosphate U. S. P. is known to be by no means of uniform chemical composition, it will be well to add to its solution a 1/4 per cent. solution of ferric chlorid until the developing precipitate no longer dissolves; then filter and add the filtrate to the syrup. Thus may be obtained a uniform quantity of the desired precipitate in the syrup.

A formula for a non-precipitating compound syrup of hypophosphites is the following:

Calcium hypophosphite	256 grains
Sodium hypophosphite	128 grains
Potassium hypophosphite	128 grains
Manganese hypophosphite	16 grains
Tincture citro-chloride of iron,	
N. F.	1 ounce
Tincture nux vomica	160 minims
Quinine hydrochloride	8 grains
Sugar	12 ounces
Water, enough to make	16 ounces

The hypophosphites are dissolved in 6 ounces of water previously boiled, which is easily done by triturating the salts in successive portions of the water, the addition of an acid not being required. These solutions are mixed and poured over the sugar. Shake well and add the tinctures of iron and nux vomica, then add enough water to make 16 fluid ounces. Shake until the sugar is dissolved, let stand for 24 hours and filter. The substitution of the chloride for the hypophosphite of iron cannot well be urged against this preparation.

Liquid Carbolic Dentifrice.

(H. S. J.)

(1) Quillaia, in coarse powder	14 ounces
Glycerine	3 ounces
Rectified spirit	5 ounces

Macerate for four days and add:

Carbolic acid, in crystals	1 dram
Oil of rose geranium	10 minims
Oil of cloves	10 minims
Oil of rose	10 minims
Oil of cinnamon	10 minims
Tincture of rhatany	12 ounces
Rose water	30 ounces

Macerate for another four days and filter.

For tincture of rhatany 1/2 ounce of tincture of cochineal may be substituted.

(2) Carbolic acid	1 ounce
Tincture quillaia	5 ounces
Tincture fresh lemon peel	4 ounces
Tincture myrrh	6 ounces
Alcohol	6 pints
Water, sufficient to make	8 pints
(3) Carbolic acid	120 grains
Tincture myrrh	2 ounces
Tincture soap bark	2 ounces
Cologne	4 ounces
Glycerine	1 ounce
Alcohol	2 ounces
Tincture orris	2 ounces

Effervescent Fruit Salt.

(Subscriber.)

(1) Tartaric acid	2 ounces
Sodium bicarbonate	2 ounces
Magnesium sulphate	1 ounce
Potassium bitartrate	2 ounces
Effervescent magnesium citrate	3 ounces
Sugar, powdered	4 ounces

(2) Sodium bicarbonate	2 ounces
Tartaric acid	1 1/2 ounces
Cream of tartar	1 ounce
Sodium sulphate, dried	1 ounce
Powdered sugar	6 ounces

Carefully dry before mixing and preserve in a well corked dry bottle.

(3) Rochelle salts	1 ounce
Cream of tartar	1/2 ounce
Tartaric acid	1 ounce
Sodium bicarbonate	2 ounces
White sugar	2 ounces

Carefully dry before mixing and preserve in a well corked dry bottle.

Liquid Antiseptic Soap.

(L. E. B.)—Two formulas for ethereal antiseptic soap may be found in the June 28 and July 5, 1900, issues of the Era (price 10 cents each), pages 97 and 10, respectively. Here is another formula which has been in use in the German Hospital of Philadelphia for several years, and has found much favor with surgeons and others: Green soap, 1,500 parts; alcohol, 700 parts; water, 50 parts; cresylic acid, 100 parts; carbolic acid, 50 parts. An antiseptic solution of soap used for cleaning instruments, utensils, etc., employed in the same institution, consists of green soap, 250 parts; resin soap, made with common resin, 100 parts; alcohol, 150 parts; cresylic acid, 450 parts. This soap is also recommended as a cheap and efficient disinfectant.

AN ANONYMOUS MAIL.

It is quite fashionable now-a-days to have an opening or anniversary day in the drug business.

Well, I for one, as a subscriber to your journal (and I have the endorsement of others), must say it may be all right for the department store to advertise special sales, etc. But when it comes down to a fellow druggist placing slips on the local news-stands on Sunday, claiming his was the only store to bring a pre-cipitation, and inviting the public to a grand opening, where a fine bottle of cologne and free soda water will be served on such a day. To say the least of it it is rather degrading to the profession.

Yours respectfully,
A READER.

NEWS DEPARTMENT.

NEW YORK AND VICINITY.

THE DRUG TRUST IN NEW YORK.

The A. A. R. D. Plan Thus Unofficially Named by Members of the Drug Merchants' Association—The Real Issue Hidden—Cutters' Price Books Peddled in Abundance.

Members of the Drug Merchants' Association are endeavoring to convince the public that a hydra-headed monster has possessed the druggists of New York, and to enter one of the stores in the creature's grasp is to subject the individual to the fearful clutch of the awful beast's slimy tentacles.

The means of carrying this gladsome news is an illustrated price book which is being distributed in large numbers at present by members of the cutters association. This book contains the prices of all the articles the cutter keeps and some he doesn't, for despite the fact that he asserts he is "never out of anything," there are times when he is "out" and out badly. This was proven last week in a store uptown. A customer called for a certain proprietary article and was told "we're just out. We'll have some here to-morrow." The clerk, however, sold the customer another article.

An uptown druggist distributed as many as 10,000 of these price lists in his immediate neighborhood recently. This is the line of argument followed to secure converts to the belief in existence of the drug trust:

TO FIGHT THE DRUG TRUST.

Three national organizations have combined to force the retail druggists to raise the prices on all Patent Medicines—the National Association of Wholesale Druggists, The National Proprietary Association, and the National Association of Retail Druggists.

We consider this attempt to raise prices back to the old figure entirely wrong in principle and practice, and we do not propose to yield to the demands of the Drug Trust. We believe their demands are unjust to those retail druggists who under modern methods desire to sell drugs and drug store goods at reasonable prices.

Our prices on all Drugs, Medicines and Sick Room Supplies of all kinds are lower than ever, with a few slight exceptions. **OUR PRICES WILL NOT BE RAISED** except in these few cases. We invite you to buy all your drug store goods at our store, especially at this time when we are fighting to keep down prices. All our stocks are complete. We are not "out" of anything, and we have abundant supplies for the future.

The above does not voice the true condition of affairs, nor does it even speak for the business methods of the Drug Merchants' Association. As recent as June 11 this association prepared a new price list which embodied changes of prices to a considerably higher figure than that at which the cutters have been selling. The new price list is now out; the Drug Merchants' Association has acknowledged through several of its members, that its policy is to continue to advance prices; therefore, if a drug trust exists, the Drug Merchants' Association must be a member of it and in good standing.

J. E. Brannigan Died of Natural Causes.

After a careful investigation a coroner's jury decided in the case of druggist James E. Brannigan, Amsterdam avenue and Sixty-second street, who died at Roosevelt Hospital, June 13, that death resulted from natural causes. Mr. Brannigan told the physicians at the hospital that he had been thrown out of a restaurant and had been kicked in the abdomen. The police began an investigation shortly after Brannigan's death and had arrested Patrick McEnery, a carpenter, on suspicion of having been concerned in the fight. McEnery was released immediately when the jury rendered its verdict.

DRUG STORE EXPLOSION KILLS TWO.

The drug store of H. W. Reusswig, at Somerville, N. J., was blown up by an explosion of gasoline Wednesday afternoon, June 26, and two lives were lost.

At the time of the explosion R. L. Day, an aged druggist and John Abbott, a fourteen year old boy, were in the store while Mr. and Mrs. Cornelius Hall occupied living apartments over the place. Mr. Hall was an invalid. Young Abbott was sent to the cellar to draw some gasoline. He had not been absent long when with a deafening roar the building was rent asunder and immediately collapsed. Almost in the same moment flames began shooting from the wreck.

The firemen found young Abbott with his body half through a cellar window and his legs pinioned by heavy timbers. Before being extricated he was badly burned. Druggist Day was thrown upward and came down in the wreckage where he was securely held by the feet. By cutting his shoes away he escaped practically uninjured. Mr. and Mrs. Hall were also blown upward. They both alighted on the fallen roof of the building, Mr. Hall being held down by wreckage. Mrs. Hall was tugging to free her husband when the firemen reached her. Mr. Hall was badly injured and he was immediately taken to the Somerset Hospital, where he died a few days later. Abbott was removed to his home and died the day following the fire.

The remains of the building which was a two story affair were consumed by fire as were also two adjoining buildings.

MORE ABOUT THE LYMAN BROS. & CO., LTD., OFFER.

The New York Tribune in an issue last week devoted over a half column of space to a news article deriding the offer by circular made to the members of the New York State Pharmaceutical Association at Buffalo, by Lyman Bros. & Co., Ltd., 71 Front street, Toronto, Canada, as a bait to induce pharmacists to break the law. The matter was treated editorially in the Era, June 20, page 629.

In the Tribune's story Felix Hirshman, president of the State Association at the Buffalo meeting has this to say:

"I saw the circular at the meeting of the organization just held at Buffalo. Of course, I read it. In my opinion it was purely and simply an effort to tempt the members of the organization to do a dishonest act. Even if they bought the chemicals in Canada and paid the import duty on them, the buyers, on returning here with the goods, would be liable to a civil and a criminal action. The State pharmaceutical organization took no action on the circular. It treated the matter with silent contempt."

Appropriated Another's Money.

Solomon Blumenthal, a young druggist, was held for the Grand Jury last week on a charge of having purloined \$400 belonging to his former sweetheart, Miss Stella Goldsmid, of 367 Myrtle avenue, Brooklyn.

The story told in the Adams Street Police Court, Brooklyn, was that Miss Goldsmid's parents were to give Blumenthal \$2,000 to start in the drug business and the young druggist was to marry the daughter. The \$400 is said to have been the first installment. After receiving it Blumenthal is alleged to have gone to Philadelphia and broke the engagement. He came back when he heard of the charge of larceny against him and stated he had spent the money according to plans laid down by his fiancée. Miss Goldsmid fainted in court and Blumenthal was held.



MAX MARIAMSON,
842 East 165th St., New York.

DRUG STORE ROBBERED.

Thieves broke into the drug store of Charles M. Dugay, Thirty-fourth street and Third avenue, early Saturday morning, June 22. They carried away about 100 feet of black tin soda fountain pipe, cutting it from the carbonator and at the place it went through the store floor to the fountain. The pipe weighed about 200 pounds and is valued at 22 cents a pound. Two electric fans, valued at \$13.50 each, were also taken. A closet holding chemicals of various sorts was broken open, but nothing of value taken. A closet in which whisky, wine and cigars were stored was overlooked. The robbers endeavored to force their way to the store proper, but did not succeed. Mr. Dugay had left \$50 in cash in the cash register. It is thought the robbers entered the cellar by means of duplicate keys.

Apothecaries' Bicycle Club.

The Apothecaries' "Bike" Club will wheel to City Island to-day. The start will be made from Central Bridge at 10 a. m., and dinner will be served at the City Island Hotel. The cyclists expect an especially fine time on this run, as a new bridge will be opened and the exercises attendant to this ceremony promise to be very interesting. The run a week from to-day to Greenwood Lake, N. J., has been postponed, but in its place the club will make a short run to Greenville, N. J., where dinner will be served at Stenzel's Atlantic Garden. The start will be made from the Fort Lee ferry at 9:30 a. m.

Saratoga Druggist Dies.

William H. Walker, a well known druggist of Saratoga Springs, died Monday, June 24. Mr. Walker had been ill for some time and recently, while suffering from temporary aberration of the mind, leaped from a third story window injuring himself severely. He was 60 years of age and had resided in Saratoga a long time.

Another Judgment Against Crosher.

After an absence of several weeks, the records of judgments were smirched again last week by the appearance of the name of Henry P. Crosher, the noted drug swindler. The records state that L. R. McCurdy and others have a debt against Crosher of \$60; which, of course, he will not pay.

German Apothecaries' Society.

The regular meeting of the German Apothecaries Society scheduled for this evening, has been postponed to July 11 owing to Independence Day. The meeting July 11 will be the last until September.

NOTES.

—A meeting of the South Brooklyn Pharmaceutical Association will be held at the corner of Sackett and Court streets to-morrow evening. The association has had a number of its members acting as individual detectives, as it had been reported recently that certain members of the association were not holding to the N. A. R. D. schedule. These amateur detectives will report at the meeting and interesting developments are anticipated.

—James I. Truslow, one of the best known cork manufacturers in the country, died at his home in Brooklyn last week, aged 50 years. Mr. Truslow had been in the cork business for the last fifty years, during which time he was the head of the well known firms of Truslow, Nostrand & Co., and Truslow & Co. Two years ago, on the death of his eldest son, he retired from business and his firm was merged with the Armstrong Cork Company. Mr. Truslow was of a very charitable turn of mind.

Mrs. Herbert Turrell, wife of Herbert Turrell of the local offices of Parke, Davis & Co., has written a beautiful song, or rather hymn, entitled "Victory," which has had the honor of being chosen as the New York State hymn of the Daughters of the American Revolution. The anthem bids fair to become the national air of the D. A. R. It is tastefully arranged and has a thrilling patriotic rhythm.

—T. H. Sherwood, manager of the sundries department of McKesson & Robbins, whose return from a two months' European trip was noted in last week's Era, secured an excellent line of novelties, which will be offered to the trade later. Mr. Sherwood visited Italy and Switzerland with Mr. and Mrs. John McKesson, and then covered his regular business circuit.

—C. A. Loring, Lehn & Fink's representative in New Hampshire, Massachusetts and Rhode Island, was in the city last week. Other of the firm's salesmen will visit here as follows and inspect the new building: Edwin Magill, Maine, July 10; S. H. Cohen, Kentucky, July 17; William Creswell, Texas, July 25. Each of the salesmen will remain a week.

—O. L. Shirey, formerly clerk for William Wilson at No. 86 Broadway, has resigned to accept a position as manager in the retail department of the wholesale firm of Ringgold, Rheinhardt & Co., which is to be opened July 10. Mr. Shirey will spend a few days in his home at Chambersburg, Pa.

—A meeting of the Williamsburg Pharmaceutical Association was held Monday evening, June 17. A number of violators of the N. A. R. D. plan were reported, and it was decided to have the names placed on the cut-off list. Plans for a summer outing were also discussed.

—Druggists who read the papers took advantage of an opportunity offered by a large department store as advertised in the daily papers Wednesday, June 26. The offer was Cuticura Soap at 5 cents a cake. Cuticura Soap costs the druggists who buy it \$2.10 a dozen.

—The Andrew Jergens Company, of New York City, has incorporated to manufacture perfumery and toilet articles. Capital, \$1,250,000. Directors: Andrew Jergens, Charles H. Gelpius, and Robert C. Gastman, of Cincinnati, and Rother Buggeln, Brooklyn.

—William Muir has gone to his usual summering place among the cool hills of the Catskill Mountains. Mr. Muir has finished a hard season's work and is in need of rest and quiet. When the hot weather is done with he will return and resume his labors with renewed activity.

—Amos Maunder of the laboratory of Parke, Davis & Co. at Detroit, Mich., called at the local office last week. Mr. Maunder has sailed for England where he will spend some time with relatives whom he has not seen for fifteen years.

—C. H. White, Fifty-third street and Madison avenue, is spending a vacation of three weeks at Conasaugh, Pa. G. H. Hitchcock, of Kellogg & Co., Fifty-eighth street and Sixth avenue, and family spent Sunday with Mr. White.

—The wholesale drug business down town closed last Saturday at 1 o'clock owing to the excessive hot weather. The usual custom of closing at 1 o'clock Saturdays will be observed during July and August.

—E. F. Wagner has been elected president of the Bushwick Pharmaceutical Association of Brooklyn in place of Otto Wicke, who recently returned to the ranks of the cut-rate druggists across the river.

—Mr. Francis, of Monerief & Francis, well known druggists of Troy, N. Y., was in the city last week. Mr. Francis said that cutting in Troy had about ceased, all the druggists having adopted a uniform price list.

—John Knight, traveling salesman for the Krato Chemical Company, Nos. 81-83 Fulton street, has returned from a Western trip. Mr. Knight was as far West as Topeka, Kan., and he reports trade unusually brisk.

—Among the druggists who called on the trade last week were A. R. Hoag, of Silver, Thorne & Hooper, Toledo, O.; D. Wiley Baker, Trenton, N. J.; W. G. Munn, Louisville, Ky., and J. M. Narle, Brenham, Texas.

—S. H. Carragan, manager of the local force of travelers for Parke, Davis & Co., has gone on a month's trip to Boston and other points in the Eastern States.

—Dr. Robert C. McCall, Southern salesman for McKesson & Robbins, who had been in the city for the last two weeks, has returned to his home in Savannah, Ga.

—J. H. Corry has purchased a drug store at Dobbs Ferry, N. Y.

—John W. Gray, president of Gray & Worcester, Detroit, Mich., is in the city. He is accompanied by Mrs. Gray.

—Elliott H. Haag, of Silver, Thorne & Hooper, Toledo, Ohio, who had been visiting in the city, has returned.

—D. E. Slater, of Hunter, N. Y., and W. D. Olney, of Middletown, N. Y., were here last week.

—A. Davidson has opened a new store corner of Eighty-ninth street and Lexington avenue.

—C. H. Wettlin, No. 410 Sixth street, is confined to his home by illness.

—Charles Theo has accepted a position with Dr. Schmidt, Fourth street and Bowery.

—Joseph A. Besby, formerly with S. A. McDonnell, San Francisco, Cal., is in the city.

—W. T. R. Bursereau of Schieffelin & Co., has gone on his vacation.

—B. Forbes, of the Magic City Drug Co., Birmingham, Ala., is in the city for a few days.

—H. McK. Kirkland, of McKesson & Robbins, has gone to the Pan-American Exposition.

second sister in the back. As she fell to the sidewalk, Freedman turned the revolver on himself. The first bullet struck his chest and the second one entered his mouth. He dropped to the sidewalk. The police were notified of the tragedy by a small boy.

Isaac Shiparo, a druggist in Salem street, reports that for several months Freedman has acted strangely at times. A year ago he used frequently to drop into the drug store and talk with Shiparo, but several months ago, for no apparent cause, he ceased to call. Freedman did not seem to be a man likely to commit such a desperate act, so the druggist states.

State of Trade.

Boston, June 29.—With the passing of this month, it is found that the druggists as a class are satisfied that it has been a pretty good one, all things considered. At every place visited this week the statement was made that they were having a big soda trade, the weather having been extremely hot. This department in each store seems to have distanced the other more legitimate parts of the drug trade in volume of sales. Certain it is that at all hours one finds crowds surrounding every soda fountain. There does not appear to be much illness, just now, to call for activity in prescription departments. In sales of requisites for summer tourists, business still continues good and increasing, if anything. In the general market no great life is shown, consequently changes are insignificant as regards drugs and chemicals, the demand being only commensurate with the season. Dye stuffs are in fair request, with no activity. Alcohols are steady and the call for them is reported to be fair.

Warned Against Worthless Checks.

Boston, June 29.—Such is the reputation of the Potter Drug and Chemical Corporation of this city, that some as yet untaught swindler has had apparently little difficulty in passing worthless checks, purporting to be drawn by that house. The only checks of the Potter Drug and Chemical Corporation which are genuine are signed by "George H. White," the treasurer of the corporation. The corporation warns the public that all checks not thus signed are of no value. The swindler has made out the worthless checks to which different names are signed and he has succeeded in passing them in different parts of the country. These fraudulent checks have been signed with the name of "P. L. Turner, treasurer," in some instances, and again, "P. L. Trusses, treasurer," and "P. L. Tillman, treasurer."

NOTES.

—By the Massachusetts Board of Registration in Pharmacy, examinations have been held during six days this month, and now there will be no further examinations until some time in September. In all, sixty candidates appeared for examination, and of these only seventeen (and two were young women) were successful and received certificates of registration, as follows: Clarence W. Towse, George P. Batchelder, and Eugene Y. Lord, Boston; William F. Plummer, Chelsea; Earl G. Combs, Cambridge; Francis J. Smith, Lynn; Riberot Dutton, Wakefield; Edgar S. Vinal, Holyoke; Leon A. Luther, Lawrence; Alice W. Smith, Chicopee; Charlotte A. O'Donnell, Sonerville; Clayton H. Stevens, Leominster; William H. Morrison, Holyoke; Clarence B. H. Harding, Boston; Peter E. Doliber, and William H. Herlihy, Salem; Chester L. Goldsmith, Charlestown.

—Formal invitations for the opening of their new drug store at 333 Atlantic avenue, opposite the Revere Beach and Lynn Railroad station, on Thursday, June 27, were issued by Gray, Weeks & Co., and on that day a large number of people responded personally to the invitations. Soda water and cigars awaited all visitors and their admiration of the new store was great. The firm is made up of Hugh R. Gray, Allan T. Weeks and W. R. Willey.

—It has just leaked out among the customers and friends of a prominent Cambridge druggist that he paid dearly for the privilege of being among the first to ride on the newly-opened elevated railway system in Boston. After his return to his store he found that his diamond stud was missing. Just where or how it disappeared he does

IN AND ABOUT BOSTON.

An Unhappy Surprise.

Boston, June 29.—Druggists have some startling experiences. At Jenkin's pharmacy in Leverett street, one afternoon this week, after a tragedy which had taken place at the corner of Chambers and Ashland streets, nearby, the bodies of Richard Freedman, a suicide, and his sister, Rosa Freedman, whom he had just murdered before taking his own life, were unexpectedly brought into the pharmacy from the street, where the bodies fell at the time of death. Another sister was shot, but escaped serious injury. She also was carried into Mr. Jenkin's care and cared for until she could be sent to the hospital. The other bodies were sent from the pharmacy to the morgue. Freedman, who was 24 years of age, had been insane for some time. He was a dentist by occupation. Rosa, who was shot, was employed as a bookkeeper in a clothing store on Washington street. The other sister was at one time a night teacher in a public school. Freedman met them on Ashland street, near Chambers and when they turned the corner he drew a 44-calibre Colt's revolver from his pocket and shot at both sisters. The bullet missed one sister and another bullet struck the

not know. Sympathizing friends have not yet shown any inclination to replace the druggist's loss.

—B. F. Bradbury, the Washington street druggist, has received word of the sudden death on a train at St. Joseph, Mo., of William B. Bradbury, his eldest son, who was selling agent for several New England mills. He was formerly a prominent salesman in the wholesale dry-goods trade in Boston, but for fifteen years or more has been in the same calling in New York.

—The recent Cambridge liquor case against Charles Combs, the druggist who was charged with selling illegally at his pharmacy, corner of Cambridge and Elm streets, has been put over from this term of the Middlesex County Superior Court to the October session. In the lower court Mr. Combs was fined \$50 and appealed.

—Henry K. Mansfield, the Salem druggist who has several stores in the "Old Witch City," has been honored by election as treasurer of a new social organization called the South Salem Neighborhood Club, just formed, the membership of which is made up of prominent business men.

—Clerks in Richard's pharmacy in the Flint District at Fall River were recently called upon to care for a small boy and dress his injuries, which were rather severe, when he was thrown from his bicycle, through collision with a carriage.

—Boys who became more than mischievous in the Globe Village of Fall River, one day this week, broke a large plate glass window in Corrigan's pharmacy in that place. The expense of replacing the glass was no inconsiderable sum.



C. H. CAMPBELL,
Eighteenth and Market Streets, Philadelphia.

P. A. R. D. Work.

Philadelphia, June 29.—In spite of the warm weather there is quite a bit of steady work going on throughout the city, the effort to adopt the Association price list for drug sundries meeting with good success in some wards. Much satisfaction is expressed by members at the stand taken by the State Association at its meeting last week in regard to the State Pharmaceutical Board, the resolutions passed there finding favor with both radical and conservative druggists here.

This action of the State Pharmaceutical Association will, it is hoped, close this unfortunate incident for good, druggists being fairly tired out with the battle of words that has been waged. The paper read by President Emanuel at the meeting (published in this week's Era, 15th) has created rather a favorable impression, and there is a decidedly better feeling towards the board in this city because of its explanations of the position of the board and why it was so sweeping in its work of ferreting out violators.

The P. A. R. D. will send out this month, to members and non-members, a bulletin showing the work it has accomplished during the year and what it proposes to do in the near future. A brief summary of the recent legislation affecting pharmacy will also be incorporated in the bulletin. A new by-law is to be voted on at the meeting of July 5th, changing the constitution and by-laws so as to make registered pharmacists engaged in the retail drug business, either as owners, managers or clerks, eligible to membership. On this account, members are urged to attend to take part in the discussion of this step. It is not commonly known to druggists that Philadelphia is the only large city in the country in which there are no drug stores run by "department stores," yet so it be, and it is a large peacock feather in the P. A. R. D.'s cap that such a pleasant fact can be told to the unfortunate druggists of other cities.

Business Conditions.

Philadelphia, June 29.—Business—well, there has not been much but soda business all week, although the fizz of the fountain has made up for much of the lack of dollars from patent medicines (at cost), for the hot weather has kept the soda clerks on the jump up to nearly midnight in some localities. A popular Philadelphia custom seems to be "rushing the growler" for soda water, a "step party" sending a pitcher over for a "quarter's worth of strawberry and cream, please." It's a good one for the druggist, for he thus sells lots of soda water with the least amount of trouble in serving it, and one or two who cater to this trade say that they make lots of money out of it.

There is not much doing among the jobbers except in keeping up with orders and carrying on the usual city

PHILADELPHIA.

Quarterly Meeting of the Philadelphia College of Pharmacy.

Philadelphia, Pa., June 29.—The meeting for the second quarter of 1901 of the members of the Philadelphia College of Pharmacy was held in the Library Monday, June 24th, at 4 p. m., the attendance being quite full. President Howard B. French was in the chair, Dr. Weidemann acting as secretary. W. Nelson Stem, secretary for the Board of Trustees, read the report of this board for the college year just closed. A very favorable financial showing was made, the affairs of the college being in a prosperous condition and its obligations now greatly lessened. There being no objections, the report was ordered approved.

G. M. Beringer, for the Committee on Necrology, presented memorials on Hans M. Wilder, by Prof. Remington; (by title) and an excellent memoir on the life and work of Dr. E. R. Squibb. Resolutions deploring the death of Dr. Chas. Rice were passed and the committee was directed to draw up suitable resolutions for formal adoption.

Under the head of "new business," several committees were appointed. Messrs. Beringer, Kraemer and Pyle—Memorial Committee; Messrs. England, Stiles, Baer, Blair, H. C. and Theo. Campbell—Nominating Committee. The report of the delegates to the recent meeting of the Pennsylvania Pharmaceutical Association was deferred until next meeting. A few remarks were made concerning the action taken at the meeting in the case of the State Pharmaceutical Board. It was reported, on the word of the president of the State Board, that P. C. P. graduates seldom fail to pass the board examinations. W. R. Graham was proposed for membership, and elected. L. S. Kent and M. W. Bamford were nominated for membership, this being referred to the proper committee. Mr. McIntyre called attention to a formula for a "cataplasm" from the Western Pennsylvania Association, which was meeting with much favor in Pittsburgh. It was recommended to members for trial. There being no further business, the meeting adjourned.

trade. Owing perhaps to the general prosperity of the country many people are leaving for summer resorts much earlier this year and this is causing the summer dullness to begin earlier than usual. There are some busy people, though, Mulford's representative saying that they are working night and day to keep up with their orders for biological products. Vaccine and diphtheria antitoxine are in heavy demand, all parts of the country sending in orders.

Drug Clerk Drowned.

Philadelphia, June 29.—A sad incident marred the picnic of St. Michael's T. A. B. Society last Monday, Thomas A. Duffy, a promising young man, clerk at the "South Dispensary," No. 138 Bainbridge street, being taken with cramps while in bathing and drowning before aid could reach him. The young man was well liked by those who knew him, was ambitious and gave bright promise for the future. He had matriculated at Jefferson College the week before.

NOTES.

—Among the graduates of this year's class of the P. C. P., quite a number have accepted positions in Philadelphia drug stores. A few of these, in addition to others reported earlier are as follows: Elmer F. W. Garber is with Chas. Leedom, 1403 Filbert street; Benj. H. McClurg is with Chas. Rehfuess, Camac and Norris streets; Walter Brooks is with P. M. Kelly, Twentieth and Federal streets; Alex J. Strathie is at Twenty-first street and Columbia avenue; Guy M. Musser is with R. W. Cuthbert, 4100 Chestnut street; P. A. Brenner is with L. C. Funk, Forty-first and Lancaster avenue. William B. Davis has bought the store of John W. Hayes at Edwardsdale, Luzerne county, and is making a number of alterations and improvements.

—President-elect W. L. Cliffe of the Pennsylvania Pharmaceutical Association is being kept busy answering the congratulations of his many friends. The election of Mr. Cliffe is very popular here, and everybody seems highly pleased, as it is taken to be the guarantee of lots of active work during the coming year against trade abuses.

—The \$100,000 appropriation for the Philadelphia College of Pharmacy failed of passage by the Legislature in the political game of "something for something" played by the Appropriations Committee, the P. C. P. having no political "pull" to trade for the dollars.

—J. W. Keenan, the popular down-town druggist, has made a few changes in the inside arrangement of his Seventeenth and Ritner streets store, incidental to stock taking and need of more room.

—Miss Mabelle Haydock, a graduate of this year's class, P. C. P., has returned to the College to take a special course in chemistry, preparatory to taking a position with Johnson & Johnson.

—W. W. Chaifant, of Fifteenth and Tasker streets, is now dividing his time between Philadelphia and Ocean City, N. J., the busy season for his store at the latter resort having begun.

BALTIMORE.

JAMAICA GINGER CASES.

Baltimore, June 27.—Four suits for an aggregate of \$100,000 damages were instituted yesterday against John Jay Gilbert and William E. Gilbert, wholesale druggists at 7 and 9 North Howard street, for alleged death and injuries caused by drinking Jamaica ginger and essence of lemon said to have been prepared by them with wood alcohol as one of the ingredients. The defendants trade as Gilbert Bros. & Co., but are sued as individuals.

In one of the suits filed in the Court of Common Pleas, it is alleged that the death of James Henry Duncan was caused by drinking Jamaica ginger prepared by the defendants. Duncan lived in Cecil county, Md., near the Pennsylvania line. It is averred that he bought the Jamaica ginger on August 1, 1890, and that the preparation first caused blindness and then death. The suit is brought by Duncan's widow, Ariel Jane Duncan, and her six children. They claim \$25,000 damages.

Dr. George A. Brehm, also of Cecil county, sued the same defendants in the Superior court for \$50,000 for total blindness, alleged to have been caused by drinking Jamaica ginger prepared by them. The declaration states that Dr. Brehm bought the preparation at a store on Elliott's Island, June 27, 1898.

Two other suits were brought in the City court. One is by Henry W. Jackson, a country merchant in West Virginia, who claims \$25,000 damages for injury to his eyesight, alleged to have been caused by drinking Jamaica ginger prepared by the defendants on July 15, 1890. It is averred in the bill of complaints that Mr. Jackson bought the preparation from an agent of the defendants, who assured him that it was pure.

Nimrod P. Dove, also of West Virginia, is the plaintiff in the other suit. He claims \$20,000 damages for permanent partial blindness, alleged to have been caused by drinking, on May 1, 1890, essence of lemon prepared by the defendants.

It is contended that the deleterious effects of the preparations were caused by the use of methyl, or wood, alcohol, known to the defendants to be a dangerous poison, instead of the usual and more proper, but more expensive, ethyl, or grain, alcohol.

The above cases are the outcome of an agitation started some time ago and mentioned in these columns. The matter had been brought to the attention of the medical societies and gave rise to much discussion. Data were submitted to prove that a number of deaths had occurred in Maryland and neighboring States from the use of preparations regarded as harmless but mixed with wood alcohol. Various instances of total or partial blindness were attributed to the same cause. The outcome of the suits will be awaited with the keenest interest.

Business Very Quiet.

Baltimore, July 1.—The out-of-town drug trade seems to have been quiet during the past week, a condition which can be attributed in part to the expiration of another month. Retailers hold off with their orders when a month is about to end, so as to keep the next bill as small as possible. But the curtailment should apply particularly to the city trade, and yet this branch of the business is said to have been quite active. The trade, however, was in a more or less unsettled state in consequence of the close of the fiscal year for the Government and the approach of the time when the repeal of the war revenue stamp tax goes into effect. This circumstance had a retarding influence upon the movement and reacted especially upon the market for botanicals. All the domestic goods were quiet, considerable activity being noted only in imported articles. The weather, too, has been to some extent responsible, low temperatures and heavy rains having checked the growth of plants and herbs and prevented the gathering of supplies. The uncertainty as to the effect of the revenue tax repeal upon crude drugs and botanicals has induced the manufacturers to hold back with their purchases and the deficiency will have to be made up later on. The movement of heavy chemicals is about normal. Retail druggists have had a heavy run on soft drinks and their receipts from this source have been large.

NOTES.

—Druggist Musselman, proprietor of the People's Drug Store at Gettysburg, Pa., came to Baltimore last Store at Gettysburg, Pa., came to Baltimore last Thursday as one of a party of rooters for Mr. Plank, the pitcher of the Philadelphia American League baseball club. Mr. Musselman was at one time the captain of the Gettysburg nine, with Mr. Plank as one of its star members, and he was anxious to applaud his fellow townsman, now that the latter has won fame. The shouting, waving of colors and other demonstrations, however, proved to be of no avail. Not even the presentation to Mr. Plank of a gold watch could stem the tide of defeat. The man from Gettysburg was hampered all over the field, and the visitors went home sadder, if not wiser mortals.

—Peter Lance, of Wm. R. Warner & Co., was in Baltimore last week, as was also Druggist J. K. Seltz, of Glen Rock, Pa.

LOUISVILLE.

OLD-TIME DRUGGIST DEAD.

Louisville, Ky., June 28.—Ferdinand J. Pfingst, who owned a drug store in Louisville when the city was a hamlet, is dead. He died suddenly at Cassel, Germany, and his body is now on its way to his home in Louisville. Mr. Pfingst was a druggist in Louisville when cut-rate shops were unknown and he died a very rich man. He was a native of Germany and came to visit a Louisville uncle when a boy, together with his brother. After arriving in Louisville they became enamored of the little village and the country surrounding it and petitioned their father to allow them to remain here. He was a man of means and asked them what business they desired to engage in. The Louisville uncle, who was a physician, advised them to open a drug store and theirs was the first store worthy of the name opened in the Falls City. The Pfingst brothers prospered from the beginning. Soon they branched out and opened other stores and their business grew with the city. In 1890 Mr. Pfingst retired. He was then a wealthy man. Although it is not known just how much he was worth his fortune has never been estimated at less than three-quarters of a million. He easily made more money than any druggist since his time. He was on a visit to relatives in his native country when he died. The body is now on its way to Louisville and the burial will be in Cave Hill cemetery. Mr. Pfingst was a prominent lodge man. He was a member of Kiliwinning lodge of Masons, No. 506; DeMolay Commandery, Knights Templars; Ancient Order United Workmen; and a Thirty-second degree Mason.

DRUGGIST AND WIFE FLOGGED.

Louisville, June 29.—Joseph M. Britton, one of the most prominent druggists of Southern Indiana, was subjected to one of the most horrible outrages ever perpetrated in that State. Both he and his wife were called from their home, stripped of their clothing and whipped with switches and raw hides. They were fayed until the blood ran and the white-caps did both of their victims sank to the ground in an unconscious condition. And the reason for this outrage was an accusation that the druggist sold liquor without a license. And this after the druggist had been tried in court and dismissed because there was insufficient evidence to convict. The case has attracted a great deal of attention throughout Indiana and Kentucky and the druggist has already filed a suit for damages. The assault took place in Greene county, which is just a few miles from Bloomington, the college center of the State. Mr. Britton arrived in Newark several years ago. He had a small sum of money and he invested it in a drug store. He prospered and his fellow townsmen became envious. As he became richer they claimed that he was making his money by retailing liquor to their sons. The druggist laughed, told them to prove their charges, and went about his business. The envious continued their threats and finally the druggist became entangled in several small suits. In 1890 he was indicted by the grand jury and placed in jail. Several of the most prominent citizens of the county agreed to become his bondsmen, but when the time came for signing the bonds they were prevailed upon by the druggist's enemies to refuse and he remained in jail two days. At his trial he was acquitted and the charges were dismissed. He returned to Newark and conducted his business as before. That was two years ago yet his enemies never forgave him. A few nights ago he was called from his bed by loud knocking at his door. Four masked men greeted him. He was led to a clump of trees not far from his home and his face was turned to the trunk. After stripping him he was whipped. When he sank to the ground unconscious the men left him. They returned to the house and called for his wife. When she came to the door one of the men grabbed her and she was bound to a tree not far from her husband's side. Then the switches were again applied.

When the druggist recovered consciousness he went to Bloomington. After a consultation with two of the most prominent criminal lawyers in Indiana he swore out warrants against the following: Jacob B. Young, George Marshall, Bent Gooden, C. J. Resler, James Fuller, William Resler, John Nash, Ira Brown, M. G. McIntosh, Harlan Resler, William D. Wright, William A. Booher and Ira Arthur. The suit is for \$10,000 and it is said that Mrs. Britton will file a similar suit against the same parties.

NOTES.

—Joseph Millheiser, of Louisville, and Crvald Arnold and Edward Irvine, of Bardstown, will open a new drug store at the latter place. Mr. Millheiser has had eighteen years' experience in the various Louisville drug stores and is well prepared to engage in business for himself.

—The Morse Drug Company plant at Valley View, which has been closed for several months, has again been opened. The new firm is the Eastern Kentucky Drug Company and it is said that the stock in the new company is controlled by Cincinnati residents.

—Dr. H. B. Davis, formerly of the well known firm of Davis and Robertson, Lexington, has leased the McClelland building in Lexington and will open a modern drug store.

—The Yongue stock of drugs, at Murray, was sold at public auction last week by William Linn, assignee. Edwin Bourland bought it at 40 cents on the dollar.

—Allie Solbrig, who recently graduated from the Louisville School of Pharmacy, has purchased an interest in Moorman & Owens' drug store at Cloverport.

—O. M. Crenshaw, of Louisville, has accepted a position with the Poage, Elliott & Poage pharmacy at Ashland, Ky.

CHICAGO.

DRUGGISTS TO FIGHT NARCOTIC EVIL.

(Chicago, June 28.—The following news "story" appeared in a local paper this morning:

The organization in this city of the First Auxiliary District of Pharmacists to enforce the law regulating the sale of morphine, cocaine, and other narcotics, followed a report that the sale of these drugs has increased enormously in Chicago during the last year. The druggists allege that this increase is due to the non-enforcement of the statute prohibiting the sale of these narcotics except on the written prescription of licensed physicians or dentists, the violation of which is overlooked by the officers.

Not only do the drug stores on the levee sell cocaine to their regular customers but to any one who is willing to buy. A stranger to the habit yesterday walked into a drug store in "Whisky Row," and, rolling his eyes wildly and twitching his fingers nervously, whispered to the clerk a request for "flake No. 1." The clerk immediately brought the customer a three-grain package of cocaine. A drug store on Clark street was next tried, and flake No. 2 (morphine) was demanded. Here the formalities were a little greater, but after making the buyer sign a name in a book full of trembling signatures, the little package was produced.

W. H. Gale, President of the First Auxiliary District of the Chicago Retail Druggists' association, the only organization active in fighting illegitimate drug sales, said:

"The increase of narcotic sales is appalling, especially in the levee district. Some stores there buy as high as fifty ounces of cocaine a month. Nobody but a druggist can realize what an enormous figure that is. Cocaine is sold more largely than morphine, and opium comparatively little. The law is comprehensive on the question, but the heavy penalties of fine or imprisonment are never enforced. The responsibility lies with the State's Attorney. The Board of Pharmacy has no power to act. Its control is over the sale of poisons."

The impression conveyed in the opening sentence of the above clipping that the First Auxiliary District was organized for the sole purpose of combating the narcotic evil is, of course, erroneous. It will include, not only this, but will also make a fight on price cutting by the down town stores. Indeed the latter fight has already begun and promises some interesting developments. To stop the illegal sale of morphine and cocaine is in itself a work

worthy of the attention of the organization. In the article above quoted the reporter is in error in another particular when he says that cocaine and morphine may be procured without the necessary legal requirements in all the stores in the levee district. Your correspondent personally knows of one store in that district where these drugs can not be procured except upon a physician's prescription. There may be other stores which will refuse to sell these drugs, but of this one your correspondent has personal knowledge, from having heard would-be customers refused and from a positive knowledge of the character and principles of the proprietor.

Chicago Summer Trade Good.

Chicago, June 29.—There is rather more than the usual activity just now in the summer trade. The staples are moving quite freely, and the demand for hot weather goods is something enormous since the advent of the present hot wave. The manufacturers are experiencing a summer lull, for the vacation season is on and travelers are resting from their labors. The jobbing houses are fairly busy, but there is not so much active hustling for new business as there will be when the weather gets cooler.

NOTES.

—Successions.—Chicago: Jessie F. Buckley has been succeeded by Max C. Dobbratz, Armstrong, Ia.; C. W. Stockwell has succeeded Stockwell Brothers, Crystal Lake, Ia.; W. H. Mulligan succeeds Mulligan & Flo, Toledo, Ia.; Chas. Benesch & Company succeed Chas. D. Rakor, Cuba, Ill.; D. W. Harrison succeeds D. S. Ray Jr., Hornick, Ia.; J. S. Young succeeds J. S. Young & Co., McFerris, Wis.; C. W. Lockhart succeeds G. W. Tyler, Abington, Ill.; E. W. Cuthers succeeds J. J. Rowe, Alfordville, Ind.; Jesse Godwin succeeds Dr. H. M. Arthur.

—Ed. F. Mallory, Chicago representative of Lazell, Dalley & Company, of New York, left recently to be present at the meeting of the United Commercial Travelers in Columbus, O. Mr. Mallory holds next to the highest official position in that order, that of Supreme Junior Councillor, and is a candidate for the position of Supreme Councillor, the highest office in the order, which now has 17,000 names on its membership roll. Mr. Mallory's many friends wish him success in the attainment of the honor.

—Walter H. Gale, the president of the Illinois Pharmaceutical Association, is the youngest member of the Chicago Veteran Druggists' Association. He is delighted with his election as a member of that body. A brief sketch of Mr. Gale's life and the positions he holds was published in a local paper this morning, together with an excellent portrait—the same as that published in these columns recently.

—'Twas a fast and furious game of base ball that was played last Tuesday afternoon between picked nines of south-side doctors and druggists at Washington Park. After a fierce contest the M. D. team won by a score of 11 to 7. The druggists' team was composed of Messrs. Valentine, Mazzola, Marson, Wickert, Oscar Schmidt, Walgren, Richardson, McCoy, and Sisson. The feature of the game, was McCoy's fine fielding and batting. He was at one time a crack player on a celebrated college team.

—The La Salle Drug Company, O. H. Elliel, proprietor, has purchased the business formerly conducted by W. L. Becker in La Salle, Ill. The store was formerly known as the Harrison House Pharmacy. It will be moved to 154-156 Marquette street, a better location.

—The Feldkamp Drug Company has succeeded the firm of N. L. Frank & Company at 3263 Cottage Grove avenue.

—J. Grossburg has bought the store formerly owned by C. J. Kasbaum at 361 Blue Island avenue.

—Charles S. Terrill has sold his drug store in Chicago for a consideration of \$2,262.

—I. H. Hunt & Company, of Lowell, Mich., have assigned.

—W. A. Turner & Son, Sheldon, Ill., have sold out.

THE NORTHWEST.

INDIFFERENT VICTIMS.

St. Paul, Minn., June 28.—W. A. Jones, who claims to represent Fredk. Stearns & Co. of Detroit, Mich., is wanted in this city; that is, he should be wanted by some people. He is likewise wanted by Dr. W. H. Darby of the Murray Institute, Minneapolis, who was mulcted \$75 the other day because he was so obliging as to endorse a draft in Jones' favor. Noyes Bros. & Cutler, the St. Paul wholesale druggists, are reported to have honored a bad check for \$50. The strange part of the business is that Mr. Jones is said to be passing the time pleasantly at White Bear Lake, one of the popular summer resorts of this section, yet nobody seems inclined to "go for him."

NOTES.

—A. W. Davenport, formerly in the drug business at Olivia, Minn., and lately in the laundry supply business, is thinking of returning to the fold and again owning a drug stock.

—R. F. Dehossion, Wauwatosa, Wis., will remove to Milwaukee—probably so he won't have so hard a time spelling the name of his town.

—A. E. Grout is now pharmacist at the City and County Hospital, St. Paul.

—C. R. Christenson, of Baldwin, Wis., was in the city Tuesday.

—W. T. Gilmore has recovered from his recent illness and returned to St. Paul.

—J. Nichols, Atlantic, Ia., and C. W. Tyler, Mellen, Wis., have sold.

—New: J. J. Holzschuh, Minneapolis, Minn.; Eastman Drug Co., Ashland, Ore.

—William F. Holden, Sauk Rapids, Minn., has removed to Winona.

—Successions: P. T. Lee, Eau Claire, Wis., by J. M. Ballard; J. S. Young & Co., Hornick, Ia., by J. S. Young.

MONTREAL.

Montreal, June 29, 1901.

—The fifth annual dinner of the Pharmaceutical Association, which was held at the Windsor Hotel, proved a grand success. About eighty-five representatives of the drug trade were present. S. Lachance, president of the association, occupied the chair while seated at the table of honor were: H. Miles, president Board of Trade; D. Masson, T. Brosseau, K. C. attorney for the association; C. J. Coventon, Prof. Morrison, Alex. B. J. Moore, David Watson, R. W. Williams, E. Muir, Henry Willis and W. H. Chapman. The wholesale trade and manufacturers were well represented, in fact, were the annual banquet of the association to depend on the retail trade of this province to prove a success it would be leaning on a broken reed, as out of the number present about 25 per cent. would represent the retail trade. This is deplorable, as the association has always to look to the wholesale trade for the lion's share of help, as it also does in a great many other transactions connected with the drug trade.

—The annual meeting of the Pharmaceutical Association was held in the Montreal College of Pharmacy last week. The regular routine of business was carried out satisfactorily. The president, S. Lachance, occupied the chair, and after addressing the meeting appointed Messrs. Bernard and Moore as scrutineers for the counting of the ballots. There were fourteen nominees for council, six of whom were eligible for election, and the choice resulted as follows: R. H. Williams, Henry Willis, J. E. Tremble, W. H. Chapman, A. J. Lawrence and C. J. Coventon. These gentlemen with the following who remained in office, namely: S. Lachance, A. B. J. Moore, J. Contant, R. McNichol, J. A. Picotte and J. C. Sutherland, will compose the council of the association for the session of 1901-1902.

—The annual meeting of the Druggists' ¹⁵th League proved the best attended of any yet held. The number of members now exceeds that laid down by the Government, the oath of allegiance to the King was administered to those present by Messrs. Gray and Chapman, J. Ps. and great prospects are in evidence as to the club's future. Shooting will commence on the Government ranges next month and regular matches will be held during the summer. The officers for the ensuing year are as follows: President, J. E. Morrison; vice-president, Alex. B. J. Moore; secretary-treasurer, W. P. Wilson.

—The annual meeting of the Retail Druggists' Association of Province of Quebec, was poorly attended. The principal interest was centered in the election of officers and council for the ensuing year which resulted as follows: President, H. H. Chapman, J. P.; first vice-president, A. J. Lawrence; second vice-president, H. Willis; secretary, E. Muir; executive council, H. R. Gray, J. E. Tremble, Dr. E. St. Jacques, R. H. Williams, J. C. Sutherland, S. Lachance, J. E. W. Lecour and J. E. Dube.

—Dr. Laviolette has opened his new store at the corner of Drummond and St. Catherine streets. He has spared no expense in making it up to date and while not so showy as the majority of modern pharmacies, it is certainly elegant in its solidity. The fixtures are of quartered oak, the flooring consists of variegated tiles, while the soda fountain is in every respect up to date. The doctor has certainly the courage of his convictions as all or nearly all the druggists in this city have given up this accessory to the pharmacy.

—H. A. Jones, manager export department Evans Sons & Co., Liverpool, spent last week in this city. He is on an extended tour, and visited Jamaica after leaving England. He intends, within the next few weeks, visiting New York, Philadelphia, Washington, Pittsburg, Chicago, Detroit and other American cities.

—A criminal action has been taken by the Vapo-Cresoline Co. against Jones & Co., Toronto, for alleged infringement of the former's patent lamp and Vapo-Cresoline. The plaintiffs also assert that the defendants have published verbatim one of the former's testimonials.

—F. J. Lemaistre, M. C. P., 189, whose father, Capt. Lemaistre, was drowned last winter when the latter's steamer foundered on the north coast, has become one of the pursers on the R. & O. line.

—A. R. Evans, managing director Evans & Sons, Ltd., will sail for England from New York by the Campania on July 13. He expects to return to Montreal about the end of August.

—O. Mowatt, customs clerk for Lyman Sons & Co., has just undergone an operation for appendicitis at the Royal Victoria Hospital. Latest reports say he is progressing very favorably toward recovery.

—A. E. Brethorn, of Ottawa, spent a few days this week in the city. He is at present pushing an invention of his which he has just placed on the market in the shape of a gelatine capsule filler made of solid aluminum.

—A. P. Ramsay, druggist of Trinidad, is at present in the city. The wholesalers are always particularly glad to see him.

—The pharmacy formerly owned by I. Chive, who recently died in Paris, is now being carried on by S. Gilbert, M. C. P., '97.

—Ronald Devlin, clerk with R. H. Bryson, has obtained a position as purser on the S. S. Spartan for the summer.

—J. E. Roy, of Magog, spent last week in town interviewing the wholesale trade.

—A. W. Moffat has gone on an extended trip to the west and will combine pleasure with business.

THE SOUTH.

One Young Man's Troubles.

Memphis, June 28.—A young man traveling for a prominent pharmaceutical house tells the following story on himself: Knowing that he would be in Memphis during the reunion, and being filled with a desire to share his share of the joys (or sorrows) of the great occasion with somebody else, he induced a young lady friend to promise to inquire for him at his hotel on his arrival in the city. She was true to her promise, and with her chaperon (her mamma, by the way) called in the morning at this young man's hotel and asked the clerk if the young man was in. No, Mr. ——— was not in, but would be shortly. Would the lady leave her card? She would; gave him the pasteboard, and he wrote with his pencil in one corner No. 7. "Why, what is that for?" asked the fair one. "Is that the number of his room?" "Oh, no, indeed," replied the polite but tired looking clerk. "You are the seventh that has called this morning." She gave him a look that would have stopped the tide from coming in and swept out of the place. The clerk did not tell her that the previous callers were all men, and she woman-like, just knew positively that they were all "horrid women." The traveling man hasn't recovered from the blow yet. Did I say blow? Oh, yes, the man was at one time much to the girl, and she was very much to him. He would like to take a fall out of that hotel clerk, but hasn't the heart (wouldn't take much muscle) to do it. The girl, the clerk and the traveling man are all strangers, now. The traveling man's mail contained a missive that ran somewhat in this fashion: "Mr. and Mrs. ——— request your presence," etc., etc., etc.

A Bad Cigarette Law.

Memphis, June 28.—After passing a good cigarette law, which had it not been declared unconstitutional by the Supreme Court, would have made traffic in the things a crime, the Legislature went to work at the recent session of that body and framed the following:

SENATE BILL NO. 2.

AN ACT to prohibit the sale or offering for sale, or bringing into the State for the purpose of sale, or giving away of any cigarettes, cigarette paper or substitute thereof.

Section 1. Be it enacted by the General Assembly of the State of Tennessee, That it shall be a misdemeanor for any person, firm or corporation to sell, offer to sell or to bring into the State for the purpose of selling, giving away or otherwise disposing of any cigarettes, cigarette paper or substitute for the same; and a violation of any of the provisions of this act shall be a misdemeanor punishable by a fine of not less than fifty dollars.

Sec. 2. Be it further enacted, That the grand juries shall have inquisitorial power over offenses committed under this act.

Sec. 3. Be it further enacted, That this act take effect from and after its passage, the public welfare requiring it. Passed January 25, 1901.

So little attention is paid to the law that it really borders on the farcical. Cigarettes can be purchased in any quantity, at any time, and by anybody, and any brand can be had simply for the asking.

Business Good.

Memphis, Tenn., June 28.—Business in both branches of the drug trade is very gratifying and has been for the past two weeks. Lack of rain for awhile threatened to ruin the cotton crop, but now the prospect for a good crop is splendid. The weather has been very warm and the soda fountains are doing capacity business. Insect powder, mosquito lotions and other seasonable commodities are in active demand.

The New Cocaine Law.

Memphis, June 28.—The new cocaine law passed by the last legislature has just been published and seems to give general satisfaction. The law seems to be sweeping enough and it is to be hoped that it will in a great measure put a stop to the indiscriminate sale of the stuff. So widespread has become the cocaine habit among the negroes and ignorant whites of this country that it has gotten to be a very serious matter. Below is the law:

SULPHUR WATER.—Armand Gautier, the French chemist, is reported to have announced to the Paris Academy of Sciences (American Medicine) his discovery that pulverized volcanic stones treated by water at a temperature of from 250° to 300° C., yield a liquid identical in composition with the ordinary sulphur water of mineral springs, except that it is stronger.

An act to regulate the sale or giving away of cocaine or any compound thereof in this State and to provide punishment for the violation of this act.

Section 1. Be it enacted by the General Assembly of the State of Tennessee, That it shall be unlawful for any one to sell, barter or give away cocaine or any compound thereof in this State; provided, however, that this shall not apply to the sale of cocaine or any compound thereof by a druggist upon prescription of physician, provided that no prescription calling for cocaine or compound thereof shall be filled more than one time, provided that the provisions of this act shall not apply to wholesale druggists in supplying the trade of retail druggists, supplying dentists or physicians.

Sec. 2. Be it further enacted, the violation of this act shall upon conviction be punished by fine of not less than \$100 and not more than \$500 or punishment by imprisonment in the County jail or work house for a period of time not less than thirty days or more than six months, at the discretion of the court.

Sec. 3. Be it further enacted, the grand jury shall have inquisitorial power to investigate violation of this act.

Sec. 4. Be it further enacted, that this act shall take effect from and after its passage, the public welfare requiring it.

The Substitution Question.

Memphis, June 28.—The legislature seems to have had pharmacy in mind to quite an extent. Following is the law governing the substitution of one article for another:

An act to prevent the substitution of any drug in filling physicians' prescriptions by druggists in the State.

Section 1. Be it enacted by the General Assembly of the State of Tennessee, that it shall be unlawful for any corporation, firm, or person or any combination or association of corporations, firms or persons engaged in the business of buying, compounding and selling drugs or medicines to substitute any drug or medicine in lieu or stead of that given to the patient by the physician on the face of his prescription.

Sec. 2. Be it further enacted that it shall be unlawful for any agent or employee of such person, firm or corporation or association or combination of persons, firms or corporations engaged in the business of buying and selling drugs in this State to substitute any medicine for the specific medicine mentioned in the physician's prescription.

Sec. 3. Be it further enacted that any person, firm or corporation violating the provisions of this act, or aiding or abetting the violation of the same, shall be guilty of a misdemeanor and upon conviction shall be fined not less than \$25.00 nor more than \$100.00 for each and every offense.

Sec. 4. Be it further enacted that this act shall take effect from and after its passage, the public welfare requiring it.

Passed April 1, 1901.

NOTES.

—Dr. D. C. Dunlap, one of the oldest and best known physicians in Mississippi, expired suddenly on the evening of June 28, at his home in Sardis. His death was entirely unexpected as he seemed to be in perfect health just before he died.

—The death from consumption of Jesse Hodgson, on May 31, removes a well known young druggist of Clarksville, Tenn. He was an Odd Fellow and was buried by that order. He was 33 years old, and leaves a wife and one child.

—G. E. Chalquist has resigned his position with Hammer & Ballard and will return to his home, Morristown, N. J. His health has been bad for some time, and he feels that a change will benefit him.

—C. O. Pelley, who was for many years connected with the best drug interests of Pine Bluff, Ark., has bought the Berbig drug store, No. 906 Main street, Little Rock.

—J. C. Treherne has gone to New York on a combined business and pleasure trip. While away he will accompany his uncle on a hunting trip in the Adirondacks.

—Frank K. Roseman, a prominent young pharmacist of Jasper, Ala., was married to Miss Maude Shields, of that place, on June 11.

—E. V. Sheely, the Vance street pharmacist, is away on a visit to his old home, Philadelphia. He will be away several weeks.

—W. G. Pool, representative for Nelson, Baker & Co., in Mississippi, is spending his vacation at his home in Oxford, Mich.

—The drug store of B. C. Gaston, of New Decatur, Ala., was recently destroyed by fire. The stock was insured for \$1,000.

—A. Schneider, a pharmacist of Washington, D. C., is, with his wife, visiting friends and relatives in this city.

—R. W. Cobb, representing Parke, Davis & Co., has been laid up with a bad foot for several weeks.

—W. S. McGhee has bought out J. T. Scott & Son at Austin, Tex.

CALIFORNIA.

Board of Pharmacy Meeting.

California, June 25.—The California State Board of Pharmacy has finished its business and adjourned to meet next month for examinations. The most important business transacted was the decision of the board not to recognize diplomas of any college of pharmacy or certificates from other State boards. All applicants for registration must pass an examination, and with the exception of those graduates who had applied for registration before the repeal of the old law, the board turned down all graduates who desired registration on credentials.

Then again, the certificates of having passed the junior examination of colleges of pharmacy will no longer be recognized as sufficient credentials for the issuance of assistants' certificates. The following were registered as licentiate, having applied previous to the repeal of the old law: H. R. Friedgen, G. Steinman, H. Gonzales, E. M. Cherry, G. Watt, C. W. Lund, J. P. Michiel, H. H. Siebe, W. H. Reed, E. L. Freck, Jr., S. W. Cartwright, C. A. Morris, L. A. Schmitz, F. W. Raiston, J. C. Bearcroft, Elsie B. Higgins. The board meets next month for examination in Los Angeles July 9 and in San Francisco July 16.

Retail Drug Clerks' Meeting.

San Francisco, June 25.—The meeting of the Retail Drug Clerks of San Francisco was called for the purpose of settling the question of hours. After thoroughly discussing the matter they decided upon a proposition to submit to the employers for approbation. Realizing that the stores in San Francisco could not all be closed at any fixed hour they decided to ask for 138 working hours in two weeks. This time to be put in as best suited the interests of the individual proprietor. The association has a committee appointed who will submit the proposition to the retail druggists and at the same time get any suggestions as to what would be the most feasible course to pursue as regards Sunday closing. A number of the largest stores have signified their willingness to comply with the suggestion and no doubt there will soon be shorter hours for the San Francisco drug clerks.

San Francisco Druggists Meet.

San Francisco, June 26.—The Association of Retail Druggists of San Francisco held a called meeting Tuesday evening, June 25. Frank E. Holliday, Chairman of the Executive Committee of the N. A. R. D. being in the city, the officers of the local Association thought a conference with him might wake up their organization to such an extent that they could deal more forcefully with the cut-rate problem.

Mr. Holliday met a small but appreciative gathering of some of the best druggists in the city, who listened with interest to reports of the N. A. R. D. work in the East. He spoke of the good work done in Chicago, St. Louis, Boston and many other places where the drug conditions were much worse than the local association has confronting them. The organization of the retail druggists into an association backed by the N. A. R. D., Mr. Holliday told them, would prevent the jobbers sell-

ing to cutters and would undoubtedly bring about an agreement concerning a schedule of prices.

Mr. Holliday considers that his missionary work, as he calls it, will be of considerable benefit to the druggists of California and feels very hopeful of an early agreement between the cutters and the Los Angeles Association. The next regular meeting of the San Francisco Association will be held in the near future, at which time the proposition to employ someone to visit the druggists and work up the association movement will receive careful attention.

NOTES.

—H. M. Sale & Son, of Los Angeles, have purchased the wholesale drug business of Haas, Baruch & Co., and will take immediate possession. They intend to carry a much larger stock than the old firm and will undoubtedly make a strong wholesale house.

—The new announcement of the California College of Pharmacy has just been issued and outlines the work for a third year course which will be in operation at the next session.

—Burt Mellen, of Palo Alto, was in San Francisco last week and reported a satisfactory business condition in Palo Alto.

—T. D. Trueworthy has taken charge of the prescription work for the Dispensary in the Press Club Building on Ellis street.

—Douglass Swanee, formerly with Bristol & Rowley, Santa Ana, has resigned and is now located with E. R. White, San Francisco.

—The retail store of Sales & Son, Los Angeles, has changed hands and will be known as the Tanner Drug Co.

—S. Spencer and Eugene Horner are back at their old positions with the Owl Drug Co., San Francisco.

—F. D. Curtis has accepted a position with the Potts Drug Co., San Francisco.

—T. D. Trueworthy is now at Bogle's Pharmacy, San Francisco.

—Miss Fayette Harris has accepted a position in the laboratory of Langley & Michaels.

—N. Trubehenck is now with Simpson's Pharmacy, 74 Jackson street, San Francisco.

—J. J. McDonald, formerly of Haywards, is now prescription clerk for R. W. Coffin, San Francisco.

NO TRAITORS IN ST. LOUIS.

St. Louis, June 27, 1901.

To the Editor: In reply to your editorial, "Are there traitors in the ranks?" appearing in your journal of June 20, and alluding to the situation in St. Louis, I desire to say a few words of explanation. Our situation here is exceedingly satisfactory, and I am positively convinced that to call any one of our druggists a traitor is doing him an injustice. It is true that a few receipted bills were obtained, after our schedule had been mailed, which seemed a violation, yet not one was willing to be branded an aggressive cutter and all gave satisfactory explanation as to how the sale was made.

I believe to-day the schedule is thoroughly understood by every one in our city, and the great majority are getting more than the minimum rate of same calls for. We should always be willing to forgive, and as for those who had erred, I am very glad to say for them that it was not intentional. If you will kindly offer this in your valuable journal, you will greatly oblige.

RUDOLPH S. VITT, Ph. G.,

Pres. Retail Druggists' Assn. of St. Louis

—The North Carolina Pharmaceutical Association held its 23d annual meeting at Winston, June 19 and 20. The president reported a membership of 147, an increase of 17½ members annually since the organization of the association in 1880. This increase, he thought, was inexcusably small, as compared with the enrollment of registered pharmacists which, in 1880, was 282, and today is 550, nearly double. J. R. Williams of Raleigh was elected an honorary member of the association for life. After the discussion of several questions of local importance, including advantages of membership in the N. A. R. D., the following officers were elected: President, E. W. O'Hanlon, Winston; vice-presidents, Henry T. Hicks, Raleigh; W. A. Leslie, Morganton; G. K. Grantham, Dunn; secretary, A. J. Cook, Fayetteville; Executive committee, B. B. Owens, Winston; G. R. Wooten, Hickory; J. M. Scott, Charlotte; W. H. McNair, Tarboro; local secretary, C. G. Branham, Newbern; member Board of Pharmacy elected by Association and appointed by the Governor for a term of five years, E. V. Zoeller. Thirty-two students were in attendance at the Department of Pharmacy of the State University during the past year, and the work of Prof. Howell, the head of the school, was commended. Morehead City was selected as the place of next meeting, which will be held on the third Thursday in June, 1902.

At the afternoon session the North Carolina Board of Pharmacy announced that the following applicants passed the examination: J. Elbridge, Benson; B. L. Cole, W. F. Wilson, Jr., W. W. Kidd, T. N. Edwards, Charlotte; J. E. F. Hicks, Goldsboro; H. H. Eubank, Hendersonville; W. F. Moody, Asheville; W. D. Patterson, Chapel Hill; W. O. Singletary, Iona; J. E. Saintings, Washington; C. W. Simpson, Monroe; L. D. Allison, Brevard; F. L. Carpenter, Stanley; J. B. Watson, Olive; E. L. Tarkinton, Raleigh; M. M. Pendleton, Warrenton; W. F. Philfer, Morganton; A. J. Ashford, Winston; J. N. Philpin, C. R. Thomas, Thomasville; R. M. Brame, Winston; J. M. Whewless, Spring Hope; L. L. Shoop, Salisbury; W. E. Martin, Hickory; W. E. Bevans, Enfield.

There were 33 applicants, of whom 26 passed and 7 failed. One of the latter was colored.

—The forty-eighth commencement exercises of the University of Wisconsin were held in Armory Hall, Madison, June 20. The degree bachelor of science was conferred upon the following three graduates of the pharmacy course: Irvin W. Brandel, Oshkosh; Frederick G. Ehlert, Milwaukee, and Enos S. Wigdale, Fort Atkinson. The "graduates in pharmacy" were: Fred H. Chamberlain, Charles W. Check, William R. Dawner, Cora E. Castman, Arthur R. Eberle, August E. Jensen, Alexander G. Krembs, Jr., Alfred E. Kundert, Edmund C. Neumann, Emile J. Proulx, Emile A. Ross, John A. Treber, William L. Treber, William H. Walker, John H. Williams and Thomas G. Windes. Honors were won by Irvin W. Brandel, who becomes a university fellow in pharmaceutical chemistry. The August Uehlen Fellowship was awarded to Alfred E. Kundert and Emile A. Ross.

ETIDORHPA. A new edition of Prof. Lloyd's "Etidorhpa, the strange history of a mysterious being and the account of a remarkable journey," has just been issued by Dodd, Mead & Co., of this city. The book has been revised, recast, reset, and carries chapters 57 to 59, excluded from the previous editions. The illustrations, there are many of them, are by J. Augustus Knapp, and those who have read with so much interest Prof. Lloyd's "Stringtown on the Pike" will certainly want "Etidorhpa." As has been announced, the returns from the sales of these two books are being applied to the Lloyd Library. The present building used as a library is now filled and plans are being drawn to erect a new four-story building to be completed in the fall. This library is free to the public and is to be donated intact to education. The price of "Etidorhpa" is \$1.50 and it may be obtained from any book dealer or direct from the publishers, Dodd, Mead & Co.

LATE NEW YORK ITEMS.

—Col. George, Col. Clark and Messrs. Hansen and Fendler, of Schieffelin & Co., enjoyed a fishing trip at Sea Cliff, N. Y., recently. It is said the party made a large haul. Col. George is enthusiastic in describing to his friends a fine striped bass he hooked and which he avers is the first of the season. The Colonel and his fish are said to have somewhat astounded the natives of Sea Cliff.

—C. S. Bondurant, of C. S. Bondurant & Co., wholesale and retail druggists of Valdosta, Ga., has been renewing old acquaintances in the trade here during the last few weeks. W. H. Mashburn, junior member of the same firm, has returned after a visit here. Mr. Mashburn also spent some time at Montreal, Toronto, and the Pan-American Exposition.

—T. G. Bodine, druggist of Danbury, Ct., who has recently experienced financial difficulties, has notified his creditors in this city that he will make settlement at 25c on the dollar.

—William S. Mersereau, of Schieffelin & Co., will leave Wednesday, July 10, for Keene, N. Y., in the Adirondack mountains, where he will spend the month of July.

—William Zinser, dealer in salicylic acid, brewers supplies, etc., at 197 William street, and who was very well known in the down-town drug trade, died Sunday, June 30.

—Charles Fuerst, of London, and William Alfred Jones, of Liverpool, England, were guests at the Drug Trade Club last week.

—The meeting of the Board of Governors of the Drug Trade Club scheduled for July 4, has been postponed to July 11.

—Joseph Frankfurt has opened a new store at One Hundred and Seventeenth street and First avenue.

FREDERICK STEARNS, M. A.

In paying a well-deserved tribute to a man who has done so much for science and the arts, by conferring upon Frederick Stearns, of Detroit, the degree of Master of Arts, the University of Michigan did itself no small honor. In whatever channel his activities were directed, Mr. Stearns has made a record at once honorable and creditable. During his active business career he was not only a far-seeing man of affairs, but was also a tireless investigator in his chosen science, and the literature of pharmacy of his day was so frequently and so greatly enriched by his contributions that he speedily took rank among the foremost pharmacists of the country, and was chosen president of the American Pharmaceutical Association. Later, when his success in the commercial world was such that his business that bears his name could be placed in other competent hands, and thus ceased to require his own immediate attention, he devoted his leisure to science and the fine arts, collecting objects of rare interest from all parts of the world during his extensive travels. Our own Museum of Art bears splendid testimony to this effect in the collection donated by him, embracing many thousands of specimens and representing an enormous outlay of time and money. As a conchologist, Mr. Stearns ranks among the few recognized authorities, and his book, in which Pilsbury, of Philadelphia, was his collaborator, is a standard work of reference.

But the persevering investigator and the man of cultivated tastes and fine discrimination is further shown in Mr. Stearns' collection of musical instruments now in the museum of the university at Ann Arbor, which is probably the finest collection in the country, and certainly the most complete, in his elaborate collections of precious stones and objects of Japanese art, both in the Detroit museum, and in his collection of rare drugs, to be found in the museum of the Stearns laboratory in his city.

The University of Michigan has conferred the degree as stated; but to those whose privilege it has been to know him well, he has for many years been Frederick Stearns, Master of Arts.—(Detroit Free Press.)

A FRENCH PHARMACEUTICAL TRAGEDY.

The terrible drama which thrilled the prosperous city of Nancy, on the France-German frontier, on June 8th, is happily without precedent in the annals of French pharmacy; and is a grim commentary on the oft-disputed question as to whether the official inspection of French drug stores by the Professors of the Schools of Pharmacy is not merely a useless formality.

The Cause of the Crime.

A few weeks ago, the local Committee of Inspection visited the drug store of M. Raymond Four in the rue Raugraff, where Prof. Godpen, who is a member of the committee, took certain samples of cinchona bark.

These were, as usual, analyzed at the School of Pharmacy, and were found to be under the proper strength. M. Four received official notice of the fact, with an intimation that legal action might be taken against him in the matter.

Naturally concerned as to the prejudicial effect that such a prosecution would have on his business, M. Four appears to have resolved to endeavor to avoid proceedings at all costs. On Friday afternoon, June 7th, he called at the School of Pharmacy and asked to see the President of the Inspecting Committee, M. Bleicher, who is at the same time director of the school.

The secretary, M. Lanber de Cilleuls, explained that M. Bleicher was not visible at that hour, but M. Four appears to have learned that he would be received the following day. He also appears to have gathered, during his visit to the school, that the president of the committee was likely to show himself inflexible in the application of the law, and was not a man to show fear or favor. He returned to his pharmacy in an agitated state of mind. His wife did not fail to remark this, and when, on Saturday, he took a cab to drive to the school, she thought it more prudent to accompany him. She had doubtless guessed from his untouched midday meal and general manner that he was not himself, but she was evidently unaware that, just before he called the cab, M. Four had

Bought a Revolver

and a box of cartridges at a gunsmith's in the rue des Dominicains, and had in his pocket this army weapon (No. 12 calibre). On arriving at the school, shortly after 2.30 P. M., M. Four, apparently calmer, was shown into M. Bleicher's study.

The Murder.

The two men were alone, but it is not difficult to "re-constitute" the scene, to use the French expression. M. Four evidently asked M. Bleicher if the proceedings were to be pressed, and on receiving an affirmative reply, drew the revolver from his pocket and fired, across the table, on M. Bleicher. The director received the bullet in his chest and fell stone dead on the spot.

The Suicide.

Before the assistant in the adjoining laboratory (attracted by the sound of the detonation) could reach the study, M. Four turned his weapon on himself and was found inert on the floor in front of his victim, and with a bullet in his left temple; he expired some fifteen minutes afterward. Dr. Zigien and others followed the laboratory assistant, but the tragedy was as irrevocable as it was instantaneous and nothing remained but to invoke the police authorities; who promptly arrived to make their official examination.

Breaking the News.

In the cab outside Madame Four still waited. Impatient at her husband's absence she alighted and inquired. The official, hesitating to tell her the sad truth, hinted that the interview might be a long one, and advised her to return home. On her way she met her husband's chief drug clerk, who informed her of what had happened. A messenger had been sent from the school to the pharmacy simply to announce that "M. Four had been taken ill," but the drug clerk had met a friend on the way who had told him the whole story. Meanwhile Dr. Gross, of the Faculty of Medicine, had as-

sumed the painful task of breaking the news to Madame Bleicher. She was given to understand that a grave accident had befallen her husband, but the arrival of a cab (shortly after 4 P. M.), bearing his lifeless form, left her but a short illusion on the subject.

Another heartrending scene took place at M. Four's pharmacy, which was still open when his corpse arrived, about the same hour. A large crowd had gathered and as soon as the cab had been freed of its funeral burden the shop was closed. M. Four's little boy came home from school in happy ignorance of the fatal occurrence, and a kindly drug clerk sent the youngster to buy candy to prevent him coming too suddenly on such a terrible scene.

The Victim.

It was in November last that M. Marie Gustave Bleicher succeeded to the position of Director of the Nancy School of Pharmacy; his predecessor, M. Schlagdenhaufen, having reached the limit of age for retirement. M. Bleicher was an Alsatian, born at Colmar in 1838, and educated at the Military Sanitary School at Strasbourg. He left the establishment in 1862 (eight years before Alsace passed under the German flag) and entered the French army as a military surgeon. After an active life, he retired in 1884 and was named professor of Natural History at the Nancy Superior School of Pharmacy. He held the degrees of first-class pharmacist, M. D., and Doctor of Sciences; was a chavaller of the Legion of Honor; a member of many local learned societies, and a fervent archaeologist. Physically he bore the stamp of his twenty-two years military service, his grey moustache and pointed beard, closely-buttoned frock coat and general manner, all betokened a man who had spent his life in the army. His fervent patriotism, and the unflinching sense of duty which cost him his life, were possibly also developed by his military career. He leaves no children.

M. Raymond Four

was 39 years of age, and had studied at the Paris School of Pharmacy. He had taken over his pharmacy in 1889 from M. Marc; it appeared to be a flourishing business, and he was understood to have recently constructed a special laboratory to assure its still further development.

DETROIT NOTES.

—The Detroit College of Medicine held its commencement exercises for the dental and pharmacy departments June 12. The exercises were in charge of Gen. L. S. Trowbridge, treasurer of the college, and speeches were made by William Livingstone, Drs. T. A. McGraw, H. O. Walker, G. S. Shattuck and J. E. Clark, dean of the department of pharmacy. A list of the graduates in pharmacy follows: O. Arndt, H. A. Burnett, C. C. Chapin, R. J. Colgrove, Ellen Covey, W. H. Frank, D. M. Gleason, O. Lyon, Berthe B. Mann, F. M. McCarrick, R. Rennie, C. G. Spaulding, J. G. Strong, V. J. Tenkonohy, G. H. Treastin, D. L. Watson, A. L. Weekes, H. F. Wolter.

—C. G. Granacher, proprietor of the Merck's Pharmacy, 473 Gratiot avenue, has just left on an extensive tour and incidentally to attend a family reunion which takes place in Germany. He has not been home in fourteen years, during which time his mother and father have both died, leaving six children, no two living in the same country. Mr. Granacher will go by boat direct to India, stopping first at France, then through the Mediterranean, at a place 300 miles inland from Bombay he is to meet his brother and then proceed together to Germany. Among other countries he will tour will be India, Germany, France, Prussia and Italy.

—E. C. Kinsel, 26 Michigan avenue, has spent several thousand dollars in fixing up his store, all new fixtures, increased stock, etc., and is pushing the business harder than ever. He is also in partnership with his brother, William, formerly of Michigan, but now at Seattle.

—Business in the country is good, rather quiet in the city. The weather is warming up and soda fountains doing a rushing business.

MISSOURI PHARMACEUTICAL ASSOCIATION.

St. Louis, June 22.—The twenty-third annual meeting of the Missouri Pharmaceutical Association was held at Pertle Springs June 18 to 21. The first session opened at 10 A. M. Tuesday morning. President Paul L. Hess, of Kansas City, presided. Rev. W. M. Rader, of Pertle Springs, opened the meeting with prayer. Dr. W. C. Coleman, of Warrensburg, made an interesting address of welcome on the part of the citizens of Johnson County, Warrensburg and Pertle Springs. Dr. Otto F. Claus, of St. Louis, and Miss F. de Wyl, of Jefferson City, responded on the part of the association.

President Hess' address pointed out that the cut-rate evil had been greatly relieved in this State during the past year through the efforts of the N. A. R. D. He laid special stress upon the credit due the drug journals of the country for their hearty co-operation. He dwelt upon the present anti-trust law of this State and showed how it handicapped the pharmacists and their organizations. He felt that an entire new pharmacy law should be drawn up and presented to the next Legislature. He felt that the pharmacists should do more sampling the physicians with National Formulary preparations, so as to make them better acquainted with these elegant preparations. He called attention to the good work being done by the local committee in St. Louis for the next meeting of the A. Ph. A., and said that every pharmacist in the State should become a member and attend the meeting in September. The colleges of pharmacy in the State were highly commended for their good work in keeping up and advancing the standard in pharmaceutical education. He urged the pharmacists to exercise even more care in selecting apprentices. He is an advocate of women in pharmacy, and believes that as a rule they are better sellers than the men.

Greetings from various sister State associations were received. The secretary was instructed to wire the greetings of this association to several associations then in session.

Secretary H. M. Whelpley reported what had been done during the past year. Treasurer William Mittelbach announced receipts \$732.58; expenses \$486.68, leaving a balance on hand of \$245.90. There are 330 members of the association in good standing. Twenty-seven members were elected during the meeting.

Prof. Francis Hemm, chairman of the Committee on Papers and Queries, reported the following contributions: "Some Narcotic Plants," by J. F. Llewellyn; "Carbon Molecules," by J. F. Llewellyn; "The Pharmacopoeias of the Three Great Nations and the Lesson They Imply for the Retail Druggist," by Prof. Gustavus Hinrichs; "Pharmaceutical Notes," by Prof. Francis Hemm; "Medicines Prescribed by 108 St. Louis Physicians," by H. M. Whelpley; "Report on the Examination of Four Popular Brands of Powdered Cocoa," by Prof. Francis Hemm; "Compound Extract of Salix," by A. D. Cheneworth and W. K. Ihardt; "Notes on the United States Pharmacopoeia," by Carl G. Hinrichs. These papers were all read and discussed during the meeting.

Dr. H. M. Pettit reported as a delegate to the meeting of the Illinois association. The report of the Committee on Legislation was read by the secretary. This report reviewed the workings of that committee during the past year, and showed that they did the best they could under the circumstances. They succeeded in getting the law amended so that physicians could not register as pharmacists on their diplomas. They also explained that if they could have had more time and money they could have succeeded in securing the passage of an entire new law. They submitted a copy of what they considered a model pharmacy law, which was very similar to the one adopted by the A. Ph. A.

The president appointed Messrs. Hope, Mittelbach and Calus as a committee on time and place of holding the next meeting. The committee subsequently reported recommending Pertle Springs as the place and the second Tuesday in June as the time. This was adopted.

S. C. Wilson, of Lincoln, Kan., and H. H. Barth, a member of the Nebraska Board of Pharmacy, were present at the meeting, and presented the greetings of their

respective State associations. Mr. Barth spoke very highly of the work done by the colleges of pharmacy of Missouri. He said that graduates of these schools always passed a very creditable examination before their board.

William Mittelbach made some extensive remarks upon the approaching meeting of the A. Ph. A. in St. Louis. He pointed out the necessity for this association falling in line or even taking the lead in helping make this meeting a grand success. As the result of his remarks a committee consisting of Messrs. Mittelbach, Hope, Murry and Hess were appointed to co-operate with the St. Louis local committee in securing new members, raising funds, etc.

The report of the Board of Pharmacy, as prepared by the secretary, A. T. Fleischmann, of Sedalia, was read by the secretary of the association. The report showed that 138 applicants for registration had been examined during the past year, and of these 88 had passed. During the few months in which physicians were allowed to register as pharmacists on their medical diplomas 2,242 physicians had been granted certificates upon application. Although the members were aware that a large number of physicians had taken advantage of this defect in the law, they could scarcely realize that the imposition had been so great, and for several minutes after the secretary had finished reading the report everything was as still as death. No one seemed able to express his indignation. Then a very peculiar and also amusing incident occurred. In the beautiful grove around the convention hall roam several stately peacocks, and just when everything was so quiet one of these proud, stately birds, perched on a little knoll looking in the window, gave three shrill shrieks of derision, which can be appreciated only by one who has heard the favorite note of this bird. As soon as the uproar was quieted C. E. Corcoran, the old Irish war horse from Kansas City, arose and said: "That expresses my sentiments exactly." Everyone present agreed.

As A. T. Fleischmann's term as a member of the Board of Pharmacy is about to expire, and he specially requested that he not be recommended for reappointment, the association recommended the following to the Governor from whom to appoint Mr. Fleischmann's successor: Charles Gietner and F. W. Friedewald, of St. Louis, and Paul L. Hess, of Kansas City.

D. W. B. Tevis, of Lexington, and Dr. F. L. James, of St. Louis, were voted to be placed upon the life membership roll in recognition of their long years of faithful work and membership in the association.

A resolution was passed requesting the medical colleges of the State to teach and drill their students more in the use of the metric system.

The following officers were elected for the ensuing year: President, Dr. Otto F. Claus, St. Louis; first vice-president, R. L. Hope, Centralia; second vice-president, R. L. Currans, Duneton; third vice-president, H. C. Weston, Windsor; treasurer, William Mittelbach, Boonville; recording secretary, Dr. H. M. Whelpley, St. Louis; assistant secretary, St. John Umbright, Liberal; local secretary, J. V. Murry, Warrensburg. Council, H. F. Hassebrock, St. Louis; P. L. Hess, Kansas City; H. M. Pettit, Carrollton; R. S. Vitt, St. Louis; J. F. Llewellyn, Mexico.

President Claus appointed the chairmen of the various committees as follows: Entertainment, L. A. Seltz, St. Louis; Papers and Queries, Francis Hemm, St. Louis; National Formulary, Dr. H. M. Pettit, Carrollton; United States Pharmacopoeia, Dr. J. F. Llewellyn, Mexico; Trade Interests, C. E. Corcoran, Kansas City; Transportation, W. E. Hard, Jr., Sedalia; Drug Adulteration, Ambrose Mueller, Webster Grove; Legislation, Paul L. Hess, Kansas City; Exhibits, R. E. Reilly, St. Louis; Deceased Members, W. D. Powell, Excelsior.

The entertainment features of the meeting turned out as successfully as had been anticipated. L. A. Seltz and wife, of St. Louis, carried off the prizes for being the most popular pharmacist and pharmacist's wife, respectively. Mrs. Dr. Claus, of St. Louis, caught the largest fish. A Breunert, of Kansas City, told the biggest fish yarn, and it was certainly a corker, while H. M. Whelpley, of St. Louis, received the second prize. C. W. Busch, of Sedalia, received a prize for being the youngest pharmacist in attendance. H. H. Barth, of Nebraska, carried off the honors for coming the farthest to attend the meeting. Besides these there was a long list of prizes, mostly

in contests requiring physical exertion, while a few were for people called "lucky."

The Missouri Pharmaceutical Travelers' Association held their annual meeting as usual in conjunction with the M. P. A. They are a jolly set of fellows, and come down to spend a week with their friends and customers, but no shop talk goes. They take a very prominent part in the entertainment features, and look after a little business of their own, which consists principally in electing officers. Their line-up for the ensuing year is as follows: President, W. C. Johnson, St. Louis; first vice-president, Dr. J. B. Woods, Kansas City; second vice-president, F. V. Perry, Philadelphia; third vice-president, E. E. Kook, St. Louis; secretary, Ed G. Orear, St. Louis; treasurer, H. J. Stolle, St. Louis.

They decided to hold their meeting with the retailers again next year.

MINNESOTA PHARMACEUTICAL ASSOCIATION.

St. Paul, Minn., June 21.—The Minnesota State Pharmaceutical Association held its seventeenth annual meeting at Hotel St. Louis, Lake Minnetonka, on Tuesday, Wednesday and Thursday of this week, and it proved one of the most enjoyable as well as profitable conventions the association ever held. Nearly 300 druggists and their families attended, every nook and cranny of the State being represented. President B. O. Kyseth, of Sherburn, presided, and on Tuesday, the opening day, gave his annual address, Miss E. Williams, second vice-president, occupying the chair meanwhile.

A discussion arose over the printing of a full report of the proceedings of the meeting of the executive committee. An amendment was proposed to the effect "that the secretary or those in charge of the proceedings be at liberty to cut out such proceedings as they deem unnecessary to be printed." The amendment was voted down and a motion to have the proceedings at the annual meeting, M. A. R. D., "printed in full" was adopted.

The report of the treasurer, H. W. Rietzke, St. Paul, was read, revealing satisfactory conditions. It was referred to the newly appointed auditing committee, Messrs. Rauch, Minneapolis; Trautman, Wabasha, and Shagreen, Duluth.

Charles H. Huhn, one of the delegates to the national association meeting at Detroit, reported on that meeting and F. J. Walling, dean of the College of Pharmacy, State University, a delegate to the South Dakota association, gave an interesting report on it.

C. A. Robinson, president of the Travelers' Auxiliary, which was meeting simultaneously at the same place, reported on that organization.

A committee, consisting of Messrs. Heller, of St. Paul, Lynch, of Monticello, and Walling of St. Paul, was appointed to prepare resolutions on the Procter memorial.

A committee of five was appointed for the purpose of selecting and proposing names to the Governor for vacancies on the State Board of Pharmacy next year. Messrs. Gamble, Minneapolis; Rietzke, St. Paul; Nielson, Ortonville; Sheldrup, Minneapolis, and Lawm, Mankato, composed the committee.

The constitution was so amended as to make the annual dues \$3 instead of \$2.

Dr. Edward Shumpik, in recognition of his work and interest in the order, was made an active life member.

A delightful clench party was given in the evening in the hotel parlors by the Commercial Travelers' auxiliary in honor of the visiting druggists. Twenty-two tables were played. Prizes were won as follows: Ladies' first prize, Mrs. Ed. Shumpik, elegant cut glass dish; second prize, Mrs. J. D. Smeltzer, cut glass dish; consolation prize, Mrs. Charles E. Rice, silk umbrella; the men's first prize was won by L. W. Douglass, dress suit case; second prize, E. Dashley, cane; consolation prize, J. J. Bilsborrow, silk umbrella.

The principal address of Wednesday morning was made by Thomas V. Wooten, of Chicago, secretary of the N. A. R. D. He spoke of the work of that organization and pointed out many of the practical benefits derived. A. W. Eckstein, of New Ulm, had a good paper on "Trade In-

terests," and J. H. Marshall, president of the Minneapolis city association, urged retail pharmacists to manufacture remedies and preparations to a greater extent than they are now doing. Charles T. Heller, of St. Paul, treasurer of the N. A. R. D., presented a report from the committee on national legislation. Winthrop Noyes, of Noyes Bros. & Cutler, St. Paul, extended the greetings of the jobbers to the association and discussed general topics in a pointed and entertaining way and jollied the members very happily.

Thirty-two applications for membership were received.

In the afternoon the visitors were taken for an excursion on the steamer Puritan, stopping at the Lafayette Club, where they were entertained by J. C. Eliel, of the Lyman-Eliel Drug Co., Minneapolis. At night at the hotel a ball was given by the Commercial Travelers' Auxiliary.

Another business session was held Wednesday evening. The names of five druggists were selected for presentation to the governor with the recommendation that the appointment to the vacancy on the State Board of Pharmacy, which occurs the coming summer, be made from the list. The names selected were Dr. J. W. Harrah, Minneapolis; John Wilson, Ortonville; Charles Weschke, Springfield; B. O. Kyseth, Sherburn, and W. G. Alwin, New Ulm.

The doors of the dining room, which had been converted into a ballroom, were opened at 9 o'clock and from that time until midnight the room was thronged with many dancers. Fully 500 were present during the evening.

Thursday morning officers were elected, viz.: President, Stewart Gamble, Minneapolis; first vice-president, Charles Weschke, Springfield; second vice-president, Miss Anna C. Umland, St. Paul; third vice-president, Dr. M. D. Fallman, Mankato; secretary, E. B. Wilson, Minneapolis, re-elected; treasurer, H. W. Reitzke, St. Paul; executive committee, John P. Danck, Minneapolis; A. T. Hall, St. Paul, and J. H. Marshall, Minneapolis.

The Commercial Travelers' Auxiliary elected F. H. Heinert, Minneapolis, president; E. T. Jones, Minneapolis, first vice-president; F. E. Noble, St. Paul, second vice-president; John Bork, St. Paul, third vice-president; R. T. Vincott, Minneapolis, secretary and treasurer; J. D. Smetzer, C. B. McColl, E. V. Clark, A. P. Place and O. O. Souther, all of Minneapolis, executive committee.

It was voted to meet again next year at some point on the lake.

H. G. Webster of Minneapolis, reported for the State Board of Pharmacy and read a paper which urged loyalty to the pharmacy laws and the State Boards. Charles T. Heller, of St. Paul, had an interesting paper on the "Sale of Spunges."

The Minneapolis Pharmaceutical Manufacturing Company, the stock of which is held by members of the State Pharmaceutical Association, had an exhibit during the meeting in charge of C. F. Rohde, of Spring Valley.

The joint meetings and the business of the convention came to an end with the close of the forenoon's business session, and the afternoon was devoted to sports.

An unprecedented feature was given place in the program of sports and contests—an oratorical competition. The baseball game between the retailers and traveling men resulted in favor of the retail men by a score of 9 to 11. A tug of war was pulled off between the city and country dealers, the latter scoring a victory.

The contests were exciting and there was a lively competition for the many handsome prizes.

THE OKLAHOMA PHARMACY REGULATIONS.

In the National Druggist for June, page 185, occurred the following:

"Requisites for Registration in the Wichita Reservation" (A. M. C., Mayville, Ark.) We do not think that anything more is required than to be able to "get there" in time to secure a townsite, or at least a corner lot. In fact, we don't very well see how there can be any registration. The country to be thrown open will have to make its own regulations on this subject."

This article is, of course, unintentionally misleading, and should be generally corrected.

The Wichita and Kiowa and Comanche reservations, as soon as opened, will become a part of Oklahoma and subject to all Oklahoma laws. Hence a druggist in order to get into business in any of these reservations will have to

be registered in Oklahoma.

The pharmacy laws of Oklahoma require four years of practical experience and an examination in pharmacy, materia medica, chemistry and pharmacognosy. The applicant is required to have a good common school education and must pass a general average of 75 per cent. in order to register.

Registration is not granted upon diplomas nor certificates from other States. The next board meeting will be held at Oklahoma City on the 9th of July, and parties expecting to go into the new country should qualify at that meeting. Blank applications will be supplied by the secretary.

In regard to the reservations to be opened there will be probably four counties formed, which will possibly make room for say eighty drug stores at the outside. Judging from the inquiries we have had and the number of druggists from all sections of the country who have expressed a determination to locate in this country, at least three or four times that many will be on the ground from outside of the Territory; besides, Oklahoma has now within her borders enough pushing, energetic, get-there-eli druggists to occupy the field.

However, the "more the merrier," and Oklahoma will greet heartily every man who comes with a determination to make his home in her fertile borders, regardless of what his business may be so long as it is legitimate and honorable. We would say, however, as a word of advice to those who are doing well where they are, that it would be wise to weigh carefully and consider well the advisability of making a change for an uncertainty where there is so much element of chance as there is sure to be in the securing of a good business in the opening of these reservations.

The opening will be, in all probability, in July, one of the hottest months of the year, and every one who goes into the country must go prepared to live, at least for a time, practically an out-door life.

A complete camping outfit is quite essential. Provisions will be plentiful, but it is well to be prepared with a few days' rations suitable for a warm climate. As a recreation for those who want to see a rush for homes it will be a sight well worth going a long distance to see.

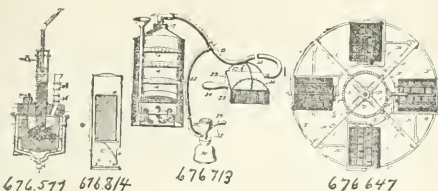
Guthrie has direct railroad connections with the new country, and only a few hours' ride by way of the Rock Island Railroad and those who desire to come a short time before the opening will find pleasant and comfortable places to stop and at much less expense in the capital city than in the towns on the border, which are already overcrowded.

Parties desiring information in regard to the country or the pharmacy laws of the Territory can secure same by addressing the undersigned, enclosing stamp for reply. F. B. Lillie, Secretary Board of Pharmacy, Guthrie, O. T.

PARKE, DAVIS & CO.'S EMPLOYEES' 11TH ANNUAL EXCURSION.

The fifteen hundred or more employees of Parke, Davis & Co., Detroit, will hereafter hold June 14, 1901, as a red letter day in their calendar, for on that day was held their annual outing and excursion which, in attendance and enjoyment, eclipsed all previous holidays in the firm's history. The trip was made to Tashmoo Park, a famous resort on St. Clair river, in the new steel steamer "Tashmoo," having a carrying capacity of 4,000. Nearly three thousand people joined in the day's festivities, the steamer breaking the record of carrying the largest free excursion ever afforded in any one business enterprise in any city of the Great Lakes. At the park a full program of athletic events was carried out under the supervision of Jas. W. Tonge and Robert L. Thompson. Prizes in gold were donated by W. M. Warren, manager of the firm, D. C. Whitney, T. D. Buhl, H. A. Wetzel and various other officers, members and employees of the corporation. The program, among other events, included a tug of war between teams from the Detroit and Walkerville laboratories, the team from Detroit winning the prize. On the return trip the successful contestants in all of the games were presented prizes by Prof. F. G. Ryan, fifty-three in all being awarded.

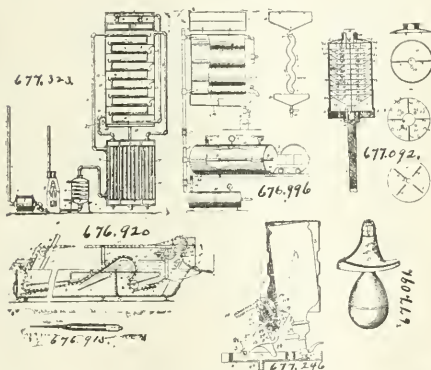
PATENTS, TRADE MARKS, ETC.



PATENTS.

Issued June 18, 1901.

- 676,514.—Walther Rathenau, Berlin, Germany. Making carbide of calcium simultaneously with silicide of iron.
 676,548.—Julius A. Reich, Vienna, Austria-Hungary. Fluorin compound and making same.
 676,577.—Alfred H. Cowles, assignor to Electric Smelting & Aluminum Co., Cleveland, Ohio. Electric smelting process of reducing sodium compounds.
 676,647.—Alexander N. Dubois, Philadelphia, Pa. Apparatus for oxidizing.
 676,713.—Joseph E. Cross, Brattleboro, Vt. Therapeutical vaporizer.
 676,814.—Leon Feval, assignor to E. D. Taylor Company, New Brunswick, N. J. Formaldehyde fumigator.



Issued June 25, 1901.

- 676,850.—Fritz Ach, Mannheim, assignor to C. F. Boehringer & Soehne, Mannheim-Waldhof, Germany. Amido-tartronic acid and making same.
 676,860.—Fritz Ach, Mannheim, assignor to C. F. Boehringer & Soehne, Mannheim-Waldhof, Germany. Paramidophenyl-glyoxylic acid and making same.
 676,861.—Lorenz Ach, Mannheim, assignor to C. F. Boehringer & Soehne, Mannheim-Waldhof, Germany. Preparing alkylized pines.
 676,862.—Lorenz Ach, Mannheim, assignor to C. F. Boehringer & Soehne, Mannheim-Waldhof, Germany. Aromatic amido-aldehyde and making same.
 676,863.—Lorenz Ach, Mannheim, assignor to C. F. Boehringer & Soehne, Mannheim-Waldhof, Germany. Alloxan-phenol and making same.
 676,864.—Lorenz Ach, Mannheim, assignor to C. F. Boehringer & Soehne, Mannheim-Waldhof, Germany. Oxytartronic acid and making same.
 676,915.—Abraham L. Ridge, Catlin, Ill. Toilet article.
 676,920.—Charles C. Schreiber, Cincinnati, Ohio. Bottle-cleaning machine.
 676,966.—Algernon V. Russell, San Francisco, Cal. Preserving milk or cream.
 677,001.—Hartland and H. E. Law, San Francisco, Cal. Vaginal syringe.
 677,092.—Wilbur W. Marsh and C. H. Hackett, Waterloo, Iowa. Centrifugal liquid-separator.
 677,209.—Charles M. Hall, Niagara Falls, N. Y. Purified crystalline alumina.

TRADE MARKS.

Registered June 25, 1901.

- 36,604.—Lanolin or Wool-fat and certain named Lanolin

Preparations, Mixtures and Compounds. Norddeutsche Wollkammerei & Kammgarnspinnerei, Bremen-Deilmehorst, Germany. The representation of a star.

- 36,605.—Acids and Other Liquid Chemicals and Gases. N. P. Pratt Laboratory, Atlanta, Ga. The representation of a band or stripe centrally and transversely located upon the body portion of a receptacle or vessel and of a different shade or color from the body portion.
 36,606.—Remedy for Certain Named Diseases. Joshua L. Smith & Son, Marshall, Tex. The word "Coughnet" and a picture of Joshua L. Smith, one of the registrants.
 36,607.—Medicine for Certain Named Diseases. Harry Oscar Winter, Philadelphia, Pa. The representation of a sheaf of grain located in the letter "G."
 36,608.—Corn Cure. Walter K. Peck, New York, N. Y. The word "Waukeazy."

Registered June 25, 1901.

- 36,634.—Nerve Tonic. The Drexel Drug Co., Chicago, Ill. The word "Mosko."
 36,635.—Tonics. Wintersmith Medicine Co., Louisville, Ky. A band surrounded by a triangular ornamental figure printed in gilt on a brown background.
 36,636.—Tonic. The E. E. Sutherland Medicine Co., Paducah, Ky. A representation of three pedestrians in the act of walking.
 36,637.—Curative Medicated Tablet. Arthur Remedy Co., Chicago, Ill. The terms "Campho" and "Quino."
 36,638.—Medicinal Remedies. B. S. McKean & Co., New York, N. Y. The word "Stramelen" and the representation of the migratory bird known as a "swallow."
 36,639.—Certain Named Medicines. Abram D. Loar, Bloomington, Ill. A portrait of Dr. J. Loar.
 36,640.—Rheumatic Cure. The Muntzel Drug Co., Versailles, Mo. The word "Romo."
 36,641.—Moth-Destroyers. Boyajian Bros., New York, N. Y. The word "Twins."

LABELS.

Registered June 18, 1901.

- 8,467.—Title: "Suomen." (For a Medicine.) August Edwards, Ashabula, Ohio. Filed May 25, 1901.
 8,468.—Title: "Catarrhol." (For a Medicine.) Moritz Lowenthal, Cleveland, Ohio. Filed May 8, 1901.
 8,469.—Title: "The Great Foot Elixir." (For a Medicine.) The Foot Elixir Co., Rock Island, Ill. Filed May 8, 1901.
 8,470.—Title: "The Great Foot Elixir." (For a Medicine.) The Foot Elixir Co., Rock Island, Ill. Filed May 23, 1901.
 8,471.—Title: "Ginseng." (For a Beverage.) Daniel J. Kenedy, St. Louis, Mo. Filed Jan. 14, 1901.
 8,472.—Title: "Maltiferin." (For a Liquid Extract.) The William Gerst Brewing Company, Nashville, Tenn. Filed May 23, 1901.
 8,473.—Title: "Chapman's Brain and Nerve Food." (For a Food.) C. W. H. Chapman, Houston, Tex. Filed April 20, 1901.
 8,479.—Title: "Ashland Louse Killer." (For an Insecticide.) The Ashland Stock Food Co., Ashland, Ohio. Filed May 25, 1901.

TO THE TRADE:

WE TAKE PLEASURE IN ANNOUNCING THAT WE ARE NOW IN POSITION TO SUPPLY



NIPPLES,
CLOVES,
SLEEVES,
FINGER COTS,
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WE RESPECTFULLY SOLICIT YOUR CORRESPONDENCE.

THE GOODYEAR TIRE & RUBBER CO.
AKRON, OHIO

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8,492.—Title: "The Germicide Tooth Wash." (For an antiseptic.) Oscar B. Brann, Washington, D. C. Filed May 29, 1901.	11
8,493.—Title: "Pompeian Massage Cream and Skin Food." (For a Skin Food.) F. W. Stecher, Cleveland, Ohio. Filed June 4, 1901.	9
8,494.—Title: "Dr. Towns' Epilepsy Cure." (For a Medicine.) W. Towns, Fond du Lac, Wis. Filed May 29, 1901.	5
8,495.—Title: "No-Mo-Bach." (For an Insect Powder.) Albrecht Wortmann, New York, N. Y. Filed June 3, 1901.	16
8,496.—Title: "Mack's Sure Death to Ants." (For an Ant Exterminator.) George W. McDuff, New Orleans, La. Filed May 29, 1901.	12
8,497.—Title: "Insect-nd." (For an Insecticide.) August Drescher and Henry Adams, Newark, N. J. Filed June 3, 1901.	30
—The Ohio Board of Pharmacy examined 230 applicants for registration at the meeting held in Columbus May 14 and 15. The following passed satisfactory examinations as pharmacists: DeLacy Clark, Cleveland; Dewey F. Howe, Willoughby; W. H. Tope, Bowerston; George F. Hines, Montpelier; Fred M. Hodson, Pioneer; J. T. Campbell, Dayton; Earl Hostetter, Ansonia; John Eppes Wells, Mashoppen, Pa.; William J. McGarrity, Youngstown; F. H. Whitaker, Camden; Paul J. Roll, Carey; J. S. M. Fitzgerald, Portsmouth; Earl M. Crum, Liberty Center; Michael Salzer, Cleveland; Charles E. Green, Jr., Palmsville; T. H. Callamore, West Union; Herman R. Wild, Parkersburg; W. Va.; Delos Hull, McComb; W. N. Johnson, Springfield; Obed D. Green, Marietta; Edward M. Wimmer, Coshocton; H. A. Mohler, Middlepoint; W. C. Bair, Martins Ferry; Mary R. Koons, McConnelsville; Roy C. Eaton, Ada; F. A. Rostofor, Columbus; Fred A. Priche, Cleveland; Alfred E. Silverman, Cincinnati; Walter H. Ayres, Geneva; Walter E. Hoover, Ashville; Orville S. Baschart, Zanesville; Karl William Smith, Oxford; Andrew E. Walleck, Cleveland; C. H. Lefferson, Middletown; Harry J. Handenschield, Columbus; Sam B. Bachrach, Plymouth; Samuel A. Klein, Cleveland; Earl J. Mansfield, Ada; Clyde R. Cassidy, Alliance; W. B. Collins, Akron; Felix M. Smith, Wakarusa; John C. Mandabach, Columbus; C. B. Inman, Rising Sun; Sister M. Mechldis, Cleveland; Everett Robinson, Cleveland; Roland H. French, Salem; C. W. Arthur, Massillon; C. H. Young, North Lawrence; Herman H. Schulze, Cincinnati; William Merton Jackson, Cincinnati; W. E. Cleave, Akron; Homer H. Thrall, Xenia; J. W. Whitehouse, Newport, Ky.; C. O. Hoffman, Arcanum; Frank H. Moyer, Williamsburg; Arthur D. Tritch, Cleveland; Harvey W. LaChat, Apple Creek; Harry F. Rigby, Cleveland; A. H. Wohlgenuth, Cleveland; Robert Clyde Henderson, Steubenville; Ralph B. Nicholson, Ryesville; William P. Myers, Hamilton; Norman Emerich, Hamilton; Charles C. Schambert, Dennison.	
Assistant pharmacists: Louis F. Frederick, Bridgeport; Charles E. Fiscus, Dalton; Fred E. Wirscheimer, Cleveland; John C. Wolfe, Zanesville; J. Renick Brown, Mansfield; Delmer K. Clippinger, Springfield; Harry H. Evans, Cleveland; A. P. Gegenheimer, Vermillion; J. H. McElroy, Wellsville; Carl Winter, Cleveland; Charles F. Mascher, East Palestine; Frederick W. Boldt, Cleveland; Charles Hasse, Cleveland; Alex. Steiner, Cleveland; Edward N. Webb, Rome P. O.; R. E. Lodge, New Waterford; Jacob Buckstein, Cleveland; Robert C. Freeman, Columbus; S. R. Crosse, Blanchester; Harry B. Pope, East Liverpool; Sister M. Marcelline, Cleveland; Charles H. Beagle, Marietta; S. M. Bachr, Cleveland; J. S. Faulkner, Troy; D. P. Argo, Cincinnati; J. T. Hess, Cincinnati; J. A. Kling, Cincinnati; M. D. Wilson, Bowling Green; Ray Rover, Columbus.	
At this meeting F. H. King, of Delphos, was chosen president of the board and W. R. Ogier, Columbus, secretary and treasurer. Charles Tobey, of Troy, recently appointed to membership, was present. The next examination will be held October 9 and 10. W. R. Ogier, secretary.	
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—At the last meeting of the Maine Board of Pharmacy held in Augusta on June 12, 29 candidates presented themselves for examination, of whom the following were granted certificates as registered apothecaries: E. B. Leighton, Hallowell; G. A. Whitaker, Portland; A. E. Colcord, Portland; George P. Larrabee, Pride's Corner; J. H. Brooks, Lewiston; J. F. Sanford, Lewiston. Certificates as qualified assistants were granted to A. H. Mansir, Richmond; E. E. Doughty, Brunswick; E. J. Warren, Waterville; E. E. Hutchins, Augusta. D. W. Heseltine, secretary.

—The annual meeting of the Oregon State Board of Pharmacy was held in Portland June 5. Twenty-six candidates for registration were examined. The members of the board are: George C. Blakely, The Dalles, president; John M. A. Laue, Portland, treasurer; L. W. Moody, Portland, secretary; A. Yerington, Eugene; C. G. Huntley, Oregon City. The board will hold its next quarterly meeting in Portland Sept. 10. L. W. Moody, secretary, Portland.

The Pharmaceutical Era.

EVERY THURSDAY.

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SEE LAST READING PAGE FOR COMPLETE
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EARLY CLOSING.

If the early closing idea is ever to be put into successful operation it will be accomplished through the force of public sentiment rather than by action of law. Much has been done in the past few years in the way of educating the people, and wherever the experiment of early closing of drug stores is now tried it seems to go very easily, with little or no protest from the public. People have been led to think upon the subject, and they realize that there is no necessity for the drug store, any more than any other place of business, to be kept open an unreasonable number of hours and on the Sabbath.

We cannot begin to enumerate the towns and cities in which the experiment has been tried, or is being tried. Notice thereof comes by almost every mail. The latest section of country where the matter is being most vigorously discussed is California. The drug clerks of that State, especially in the large cities, San Francisco leading, have, through their organizations, been very successful in promoting the movement for early closing, and unless all signs fail they will soon be in a position to congratulate themselves upon complete success. In the city of San Jose, we believe, the proprietors and clerks have recently held a joint meeting, with a view to adopting measures for carrying the early closing plan into effect with the least detriment to the interests of all and any. It is to be an experiment at first, which, if it proves successful, will be made a custom.

In other sections, in Michigan and Massachusetts, similar progress is related, and we are optimistic

enough to entertain the belief that before very many years, or even months, pass, the drug stores will be quite generally closed at a reasonable time in the evening, and opened only on Sundays for purposes of necessity or benevolence.

The only unfortunate feature of the whole agitation, however, seems to us the alliance of the clerks in some sections with the labor unions to effect their aims. The drug business has nothing in common with the principles and methods which govern the trades unions, and it does not seem either dignified or wise on the part of drug clerks to affiliate themselves with the labor organizations. Labor unions govern trades and occupations where a certain definite amount of labor can be crowded into a definite number of hours, and where it is comparatively easy to fix these definite limitations. But the drug business is largely one which must provide for a variety of emergencies, and where no hard and fast rule governing the hours of labor can be formulated. Trades unions' methods applied to the conduct of the retail drug business can effect no good. The desired result can be obtained better, more satisfactorily, through the discussion of the interests of both the clerks and the proprietors in a union meeting, or through the proper compromise methods.

In England, where the laws are very different from ours, and where there exist some peculiar methods of bringing about so-called reforms, this early closing problem is attacked in a different manner. For instance, there is up before Parliament an early-closing bill which, should it pass into law, will enable two-thirds of any class of tradesmen in a district to compel the whole of that class in the same district to close their shops at a given hour, not earlier than 7 p. m. for most nights in the week. This bill is being considered by a select committee of the House of Lords, which has been listening to testimony favoring and against the measure. A spokesman for the chemists and druggists gave evidence before the committee that out of fifty-eight chemists' associations in various localities, fifty-two had passed resolutions in favor of the bill, and only three were against it. Under the provisions of the bill, while the chemists are included, they will be allowed to sell medicines and medicinal appliances after closing time. A great deal of interest is being displayed in this proposition.

TO KEEP TRADE AT HOME.

In every city or town within easy reaching distance of a much larger and more important city, the local tradesmen are at their wits' end to keep their local trade from being diverted to the larger city, of course

to their pecuniary disadvantage. There is an interesting case of this description right here in Jersey City, N. J., which is across the Hudson River from Greater New York. Jersey City is by no means a small place, and were it not for the fact that it is in another State it would long ere this have been incorporated as one of the boroughs of Greater New York. The tradesmen in Jersey City suffer, as indicated above, from a tendency on the part of the residents of that burg to do their shopping in the metropolis. Recently about one hundred of the representative business men of the place formed themselves into an unofficial joint committee for the purpose of devising ways and means for holding Jerseyites, with money to spend, on their own side of the river, thereby securing some, if not all, of the trade which now finds its way to New York City.

The druggists, however, seem to have been totally disregarded in this movement, and some of them are quite indignant thereat. In the circulars sent out by this committee of one hundred, the drug trade was not even mentioned, and the druggists are asking why they were not accorded invitations to the deliberations upon ways and means, and why it is not as desirable for them to hold their trade as it is for the grocer, the dry goods man, the lawyer, and the banker. The committee sent out broadcast a circular describing its project, but at the meeting held to discuss the matter not one druggist was present.

One of the indignant, snubbed druggists says: "The formation of the proposed board of trade is just what we want, for if it meets any success at all it will do a lot of work which we need done on the N. A. R. D. movement. But I cannot understand why we were overlooked; but then Jersey druggists seems to be getting the hot end of the stick lately. We could help that board of trade a lot if given a chance, but now we will not do it unless they ask us."

We relate this little incident simply for the lack of other real hot news in this hot weather.

THE LEGALITY OF AGREEMENT TO MAINTAIN PRICES.

Readers of trade papers are very familiar with the litigation in this country brought by owners of proprietary articles to maintain the selling prices of their products after the goods have left the makers' hands. A notorious cutters' supply house, of Cincinnati, which for years has been trying to collect heavy damages from the National Wholesale Druggists Association for this body's attempt to prevent it from procuring supplies for its illegitimate practices, is in possession of a large lot of information to the effect that agreements to maintain prices can be legally upheld. It has gained this experience through its costly litigations, for the courts have uniformly decided that these agreements are perfectly legal, and can be enforced. The originator of the now widely-discussed Worcester Plan has proven in two or three instances, and is continuing to prove, that such arrangements can be enforced. In fact, there are many decisions in trades other than the drug trade which have been rendered in the courts of law in this country upholding the same principles. This is but common justice and common sense.

In England, also, the same matter has engaged the attention of the law. Recently a well known proprietary firm of that country, who put up one of the best known of British preparations, have been selling on an agreement with each purchaser that he will not sell below a fixed price. A couple of months ago the firm brought action against a dealer who had violated this agreement. It was argued for the defense that the agreement was illegal, as being in restraint of trade, but the Justice upheld the plaintiff's contention, and, while not granting an injunction, he did give damages and costs against the defendant. Other cases of importance in England of the same general nature have been decided in the same way. The decision is of great importance to the drug trade, inasmuch as it proves that anti-cutting contracts can be enforced by law.

SODA FOUNTAINS IN ENGLAND.

It takes time for the Englishman to recognize and appreciate a good thing, especially the good thing of American origin. The English chemist and druggist is only just now directing his massive intellect to the discussion and solution of the fluid extract question. This class of preparations came to the front in America at least a score of years ago, and it was expected that the Englishmen would recognize their points of superiority long before they did. They are slow, but sure. Eventually they will adopt all of the elegant pharmaceuticals which are so familiar to us here. It has been predicted for many years that the time would come when the Englishman would become a convert to cold drinks, ice water, and especially soda water. What he has always called "soda water" is, to be sure, genuine soda water, but it is a villainous concoction, medicinal in its nature, an aperient or laxative, being a solution of real soda in real water and carbonated. The American soda water, as we all know, is misnamed, but it will never get rid of the name which has been bestowed upon it.

There are now signs that English chemists are at length turning their attention to the soda fountain as a source of profit. Two or three fountains were in action in London last summer, and did fairly well, and in several cases their possessors are now replacing the smaller by larger apparatus. This year quite a number of pharmacies are being fitted with fountains. One retail concern, which operates nearly thirty shops in and about London, has placed soda water apparatus in several of its stores, and should the experiment prove successful it will no doubt extend it to all its establishments. A few years yet and we shall hear the sizz of the fountain in all the prominent stores of England, and perhaps we shall be favored with a lot of mongrel poetry with the fountain as a subject; poetry similar in make-up and character to that which heavily burdens the drug trade journals of old Albion on every possible subject. We hope they will make their soda water more refreshing than their soda poetry.

ERAS WANTED.

We will pay twenty-five cents each for copies of *The Pharmaceutical Era* dated August, 1887.

BUSINESS PHARMACY.

The Experience of Druggists with Profit-Bringing Methods. Hints and Suggestions. Original Papers from Practical Business Druggists. The Various Phases of Drug-Store Management and Economy.

TACT.

By J. M. M., Memphis, Tenn.

Talent is something—tact is everything. Should you ask the average pharmacist (successful pharmacist, I mean) to what particular thing he owed his success, you will have propounded a question that will, in nine cases out of ten, "stump" him. He knows intuitively that he has qualities that help him to win; something in his make-up that demands respect and confidence. He knows that he has learned to depend on and believe in himself. To say that any one quality would make a man successful seems going beyond reason. But such I believe is the case, other things taken into consideration, of course. I have seen a man embark in the drug business with apparently every prospect of success. He has made a good start, and, for a year or two, perhaps, he does fairly well. He then begins to go down hill until he finally fails. It seems strange to many that he did not succeed. But, if the truth were known, his failure would be found in one little sentence: "He had no tact."

Tact is the greatest gift that ever fell to the lot of man, the druggist in particular. It comes to some at birth; every one has some. Many recognize this possession, and cultivate it. Some never do either. In no profession has a man to contend with so many disagreeable features as in that of pharmacy. The pharmacist must needs be a man of patience. If he does not inherit this quality, he must cultivate it. If he be a tactician, this advice is unnecessary. Many a high-tempered pharmacist has made concessions to an irate customer, who was in the wrong, when he has had to bite his lip to keep back the angry words that struggled for escape—has smiled when his blood is boiling. And the result is usually this: He has kept his temper, pacified the customer and retained his patronage, whereas, if he had given vent to his feelings, the customer would in all probability have never entered that store again.

It costs so little to smile whether you feel like it or not. It costs nothing to be polite, and by being so you make friends and customers, and hold them, too.

I remember once presenting a bill to a customer in the store. The amount was not large, but the bill had been running for some time. It was an unconventional thing to do, but the man was out of town a great deal, and I could not get at him, so such a course was necessary. To my surprise he flew into a towering rage, and expressed his opinion of me in no uncertain terms. He told me things about myself that I had never dreamed of. I bore the brunt of his displeasure, and calmly waited for him to finish, which he did after his storm was exhausted. I was boiling myself, but took pains not to let him see it. When he had finished giving me a piece of his mind regarding my seeming rudeness, I calmly but firmly told him why I had dunned him in the store. My earnestness must have been of the convincing kind, notwithstanding that my attitude was in no wise apologetic, because he immediately melted and his apologies were profuse, and he wound up by saying: "I felt like using you for a mop a moment ago, but your gentle bearing and good nature conquered me."

Could he have paid me a higher compliment? I think not. The druggist who says, as if he meant it,

"certainly," when asked for the use of the 'phone; who accompanies the sale of stamps with a smile; who says "good morning" and "good night" to his clerks; who does not have a fit when a clerk breaks a bottle; who cheerfully refunds money for patent medicines that the customer has decided not to take; who manages to shield the doctor when he makes a mistake in a prescription; who makes each customer feel that he or she is the one, without letting the policy crop out, and who does dozens of things that are hard to do, is the successful man. Because he has and knows how to use that valuable quality, "tact."

A man of tact is one who sees everything, and lets little that he can use escape him. Tact is the most valuable thing a druggist can possess; except his good name. It sounds extravagant and theoretical, but think about it and practise it, and you will think as I do—that it is powerfully practical.

THE DRUG CLERK.

By JOHN R. KELLY, Concord, N. H.

The popular drug clerk, and how to attain and afterward retain that popularity, are subjects both intricate and inexhaustible. We might treat the drug clerk in an idealistic form, but by that means we would never arrive at conclusions which would be beneficial or practical. We must treat him as he is and as we find him.

The drug clerk occupies a peculiar position indeed in the life of to-day. He stands out clear as a type by himself. He is of the masses, in touch with the masses, and yet they acknowledge his position as particularly distinct from theirs. All classes demand of him equal attention and recognition, and in order that courtesy may be equally extended to all, without apparently infringing upon the supposed rights of others, calls for a great amount of delicacy and cultured diplomacy. This, at first sight, may appear comparatively easy, but "experientia docet," and only an actual test under adverse circumstances will bring one to fully realize the truth of the above maxim. He is truly the servitor of the public, and is supposed to be ever ready to cater to their whims. But while they demand of him this subservience they unreservedly acknowledge him as their superior, and trust implicitly to his supposed ability.

Now, this appears at first sight a little paradoxical, but on close analytical examination it will be found to bear the closest scrutiny and investigation. You all understand how close the drug clerk stands to the people. No other class of men (not even doctors), have the opportunity of the drug clerk to study the characteristics of the people, and his popularity, to a great extent, depends on the use he makes of this available knowledge. The drug clerk being in such close touch with his customers, understands their peculiarities, and is best able to foster and cater to their needs as he finds them. Each customer has his own individual tastes, hobbies and weaknesses. The clerk must indeed cater to the first and enjoy, to all outward appearances, the exploitation of the second, but the third must be handled tactfully and studiously, or rather pharmaceutically furthered. Whether weaknesses are real or imaginary in man, woman or child,

all have their troubles.

It is well understood that nothing else pertaining to humanity are so carefully considered and tended as these little ailments and frailties of the human body. The clerk must understand these and sympathize with the sufferer, and also remember that he may be solicitous and inquire concerning each separate case's progress. This will be appreciated by your customers, as it will show that you are interested in them and their trials. All the troubles of the residents in his vicinity come under the attention of the drug clerk, and he is asked to supply preparations and remedies for them all, and of course on the efficacy and virtue of these preparations hangs, to a great extent, the trade of the family which he is treating.

Then there is another side which does not bear directly on the drug trade, but nevertheless demands great ingenuity on the clerk's part, that is in relation to the tales and gossips which come every day to his ear. The clerk must, indeed, appear to listen attentively and not seem bored, but it is a part of good policy not to divulge anything to others which might in any way be detrimental to them, or lead them to think that they had been the subject of another's vituperation or spleen. This may not seem difficult, but when one is placed in such a position it requires consummate skill and tact to avoid the pitfalls. The drug clerk is often the storehouse of all the news of the neighborhood, which he must guard zealously, and not let out anything that would probably produce contention among his customers, for in the end he would probably lose one or both.

The children who come to the store are usually taken care of by the clerk. They should also be treated with due courtesy and not growled at, as they can often induce their parents to let them go elsewhere, and thereby a great deal of trade is lost.

The clerk should at all times earnestly endeavor to be on the best of terms with his employer. By this I do not mean undue familiarity or a sycophantic subservience, but a manly and wholesome interest, not only in his business, but also in his pleasures, if the clerk is so situated as to meet him on these grounds.

No doubt the employer will at times appear overbearing and too exacting toward his clerks, especially during the rush hours, when everybody is more or less in haste. Then, truly, the clerk must call on his patience and try to preserve as far as possible, both to those before the counter and also those behind it an appearance of serenity, and to receive with as good graces as possible the reprimand or admonitions, whether deserved or not for the time being, that the head of the establishment may deem proper to administer. If the reprimand was really undeserved or given in a moment of excitement, the clerk should seek out the proprietor when he is alone, and in a quiet way explicitly state the case, and if he be a man with the right sense of justice you will receive ample satisfaction.

Thus it is seen that the clerk is, as it were, between two fires: i. e., there are those behind the counter as well as before it whom he must treat with respect and caution.

All this must not be taken in a pessimistic sense, but there can be no doubt that the life of the drug clerk does at times appear to contain more bitter than sweet. Of course this can be modified to a great extent, and depends considerably on the character, tact, diplomacy and ingenuity of the clerk himself.

HOW TO MAKE THE DRUG STORE PAY.

By P. J. DE PREE, Grand Rapids, Mich.

Perhaps a few suggestions on things a clerk may do toward increasing the business and profits of a drug store may be of interest to Era readers. They are on matters which seem essential in looking back upon several years of experience as bottle-washer, errand boy, soda dispenser and general clerk. A word to the boy who is looking forward to the time when he may begin to make a drug store pay. Begin

now. Avoid breaking bottles, by draining them in boxes instead of on a shelf or in the sink, where they are almost certain to be knocked over and some of them broken. Have a box of sawdust handy for cleaning oily graduates and mortars. It is fully as good as alcohol, and it may be well to bear in mind that one ounce of alcohol a day means several dollars a year. When running errands don't loaf. Deliver goods promptly. Customers appreciate quick deliveries, and so will your employer.

The soda season will soon be at its height. The fountain man should remember that the two things which are very essential to success are system and cleanliness. Clean and polish every bit of metal and glass about the fountain every morning without fail. If you neglect part of it some morning when it doesn't make any difference, you'll do it again when it does. Clean your copper with a mixture of oxalic acid and powdered pumice stone, using a stove brush with a handle on the top. Use plenty of water in washing it off, and wipe thoroughly dry with at least three old towels. Then oil it with a sponge dipped in liquid vaseline and wipe with a piece of waste. This oil is tasteless and odorless, and gives the copper an unusually fine polish and delays tarnishing. The counters of many fountains are so arranged that the drain board can be seen from some part of it. Whether yours is or not, take pride in keeping your copper cleaner than any other clerk in your neighborhood. Tell your friends your fountain is as clean below as it is above, and invite a few to "take a peep" at it. They'll do the rest. Keep your towels out of sight, in cupboards provided with spring doors if you can. Never wipe a glass or a spoon with a soiled towel. When they become slightly soiled they may be used for wiping the counter, thus getting the full use of every towel, but never use one that has become unsightly.

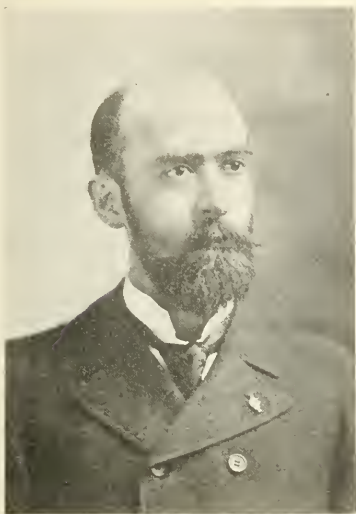
Have regular times for looking over the syrups and stock them. Don't wait for them to run out; that always happens when you are busy and need them most. Customers don't like to be disappointed. Do your best to make all drinks palatable. If you strike a crank who wants it some other way, accommodate him with a smile. He pays for it.

Keep a perforated board in the bottom of your shaved ice box. It saves ice. A cover with a hinge across the middle so it will fold back when you are busy is another valuable ice saver. The amount of ice which may be saved in a season in this way is almost inconceivable.

If you want to sell soda don't forget the signs. Neatly printed cards placed in conspicuous places about the fountain, and attractive signs painted upon the windows, with a paint made of oxide of zinc and mucilage of acacia, colored if desired with carmine or anilines are perhaps the best methods of pushing the sale of profitable beverages. But change your signs often, every day or two, and be sure and make them short. Have drinks of your own, and give them appropriate names. Keep up to date. If there is a school teachers' convention in town don't forget to have some "School Teachers' Punch, etc." It catches the visitors and pleases every one who comes into your store. The names of prominent candidates at political conventions may be used in the same way. There are numerous occasions of this kind in all towns and cities, which offer an opportunity to show people that you are alive and original.

Nothing is so annoying to customers as waiting for purchases. The clerk should do everything in his power to keep drawers and shelf bottles well stocked. A good rule to follow is, always put a bottle or container back in its place as soon as you are through with it, unless it needs filling, then never put it back until it is filled. If you do, the chance of getting busy and forgetting it is good. Better have it in your way so you won't forget to stock it, and a future customer's time will be saved.

Put up such articles as Epsom salts, sulphur, cream of tartar, borax, etc., in packages of convenient size when business is quiet. It will save time when you need it badly, and the patrons of the store will be



STEWART GAMBLE
Minneapolis, Minn.
Pres. Minn. Phar. Assn.

favorably impressed.

The use of the "Want Book" is very important. Do all you can to avoid being out of anything. When it does happen, and it is something you should have, be sure and "be sorry," and offer to get it and send it up.

Open the door for all ladies when you can reach it first. This applies to the old lady who buys sarsaparilla and boneset as well as the pretty girl who invests her money in face powder and perfume. Quite likely the former is not used to it, and will appreciate it the more.

Don't encourage loafing among your friends. Be busy and they won't stay long. They will think no less of you, and your chances for "that raise" will surely be better, because of your attention to business.

Keep on good terms with your employer. Let him have his way and give in gracefully. One man can manage a store better than two, and as he owns the store it is his gain or his loss. Be free to offer suggestions about arranging the store and other matters, but don't be offended if they are not always acted upon. Other people sometimes have ideas somewhat different from yours.

If you have a grievance, frankly tell your employer about it. But whether you do this or not, don't grumble to your fellow clerks about it. They may have "troubles of their own," and it never helps a business to promote ill feeling between the employer and the employees.

When the proprietor goes out, do all you can by exercising such authority as you may have, and by example, to have the store conducted exactly as if he were there. Don't put off work till he gets back, and if you get that hilarious feeling keep it under control till you have a night off.

And avoid telling customers anything about the long hours and woes of a drug clerk. They may be bored, even if they do appear interested and sympathetic. But whether they are or not, you will get no shorter hours or relief from them. When they apologize for buying stamps tell them you are glad to sell them, since you must be there anyway; be glad to have them use the 'phone. Tell them all good drug stores

have directories. Make them think you are happy to be alive, and that there is no job on earth quite so pleasant as a drug clerk's, and you'll live longer, your employer will not lack patrons and you'll get a good salary—some time. If your present employer doesn't see you are worth it some other one will.

GUILTY OR NOT GUILTY?

Titusville, Pa., July 1.

To the Editor: A very important part of the drug business is the keeping up of stock. In fact, we might almost say it is the most important part, as we must surely have goods to offer for sale before transacting any business. Nine-tenths of the druggists are careless in this direction, in either not giving it enough thought or not having a system by which it can be accomplished. In support of the latter argument I will advance a few instances, with suggestions.

We will all admit that it is impossible to keep in stock at all times all goods called for, on account of various influences which we need not discuss.

Many druggists depend too much on a limited stock, quick shipments, and small purchases. The consequence is they do not have articles called for, "but expect an order to-morrow." By the time it arrives all of a certain remedy ordered may be promised to be sent, being already paid for, and the druggist is out again. And this routine is followed week after week.

On the other hand, druggists buying from jobbers at a distance are invariably disappointed in the shipment of goods, either as the fault of the jobber in not being prompt in shipping, or a delay of the transportation lines with due allowance for accidents.

Very often it is the direct or indirect fault of the clerks. Some are habitually negligent in putting things on the want book; and, again, many things are overlooked in the pell-mell rush of business. Especially is this true in a busy store where not only the drug trade is concerned, but where a general and varied business is carried on in the way of sundries, surgical instruments and physicians' supplies in general, the manufacture of tinctures, etc., soda, cigars, paints and oils, and where is put up a line of "your own preparations," to say nothing about the sale of postage stamps.

One of the biggest faults lies in a man employing cheap help, inexperienced men and those who cannot grasp the business. In order to be an all-around man one must be able to fill any capacity. In order to hold the confidence of trade, it is necessary to talk intelligently on all subjects broached. However trifling this may seem, it is often difficult to do on some of the most common articles.

One of the greatest evils of the day is price-cutting. In places where cut rates exist (and where do they not) druggists think they cannot afford to carry a supply of goods to meet the demand in proportion to the amount of profit made. Yet if we would buy by the dozen or three dozen articles sold every day we could often save 5 per cent., the discount usually allowed. At the same time we could accommodate our patrons, and the fact of having what people want is the best advertisement a man can desire.

At any rate, the being out of things continually is most detrimental to any business place. Nearly all of us can bring this home to ourselves, and if not conscious of it each form a committee of one to investigate, with the hope of being "not guilty."

H. C. ZEAMER, R. P.

GASOLINE SUBSTITUTE WANTED.—A German scientific society has offered a prize of \$250 for the best substitute for gasoline. Among the conditions are: First, the substitute and its gases must not ignite, neither freeze nor explode when in common use; second, it must not affect cloth, colors or the tanks and tubes with which it may come in contact; third, the cost must not be higher than for the ordinary article, and not be subject to so many market quotations. The competition is open till July 1.

BUYING GOODS.*

By ADDISON DIMMITT.

The practical side of a druggist's life may be "an old tale, often told," but with each telling some thought may be suggested that will help us on our way. We have discussed many subjects relating to our business, what should be done or left undone to insure our success; but the vital question of how to buy our goods, whether preparatory to engaging in business, or as an important factor in our established trade, has never received sufficient consideration.

The art of buying merchandise is a gift—natural to some, acquired by most of us, and too often acquired by costly experiences. There is possibly no other one thing that has contributed more to the failure of merchants than the lack of this essential qualification. A successful buyer is one who keeps the many threads of his business well in hand, gives careful study and thought to the demands of his trade, considers cautiously the advantages of additional lines of stock, or an increased quantity of a staple, and sees that the quality of his purchase is such as will result in ready sale and profit.

A retail drug store of to-day necessarily carries a large variety of goods, and of a character that requires greater care in its selection than any other class of merchandise.

It may be well to discuss separately the several points which are essential to buying goods.

The first and most important point for a druggist to consider is quality, especially in chemicals, crude drugs and pharmaceuticals, for these are the very foundation of the drug business; on them depend the reputation and honor of the druggist, and possibly the lives of his customers. So buy the best quality that can be obtained, cost what it may. This suggests the question, how are we to determine what is the best? Every manufacturer of chemicals or pharmaceuticals claims his goods to be the very standard of purity, and as it is impracticable for us to manufacture these goods ourselves, we are bound to rely on his representations. Yes, this is true to a certain extent, but this is just where the qualified, conscientious buyer can make observations that will enable him to determine for himself. If it be crude drugs you are buying, the United States Dispensatory fixes the standard for you, and you should be educated to know by appearance whether you are getting the required quality. If it be chemicals, they can be readily tested by the given tests for purity in the Pharmacopœia. This holds good with all pharmaceuticals that are recognized by the U. S. P., but unfortunately there is an immense line of this class of preparations in use which it does not recognize, so we are obliged to rely on practical observations of the articles we buy—their physical appearance, solubilities, compatibilities, etc., in dispensing them, and we may also inquire of our friend, the physician, as to their therapeutic value.

Next, we will consider the extensive line of proprietary and patent preparations we are required to carry in stock. It is sufficient to say buy them only when you are forced to by the demand created by the manufacturers of them. With this class of preparations the only point to consider in buying is the quantity we can use, so as to buy at the best prices offered by their manufacturers. This we will take up under another head. In this connection, permit me to say never buy substitutes for these popular remedies. It is not only bad business policy to practice this deception, but by so doing you assume the responsibility for their effect, besides doing a great injustice to all concerned, the physician, the customer, the manufacturer and yourself.

Druggists' sundries come next, and should be most carefully considered. In my opinion this part of a druggist's stock is where most of our loss occurs. This line of goods varies almost with the seasons, as

the manufacturer is constantly devising novelties to please the fancy of a fickle public, which demands new ideas and fashions in these sundries as in every other line of goods. Many of the articles are of such a nature that light and heat render them unsalable, while others soon become shop-worn from exposure to dust. Therefore, a druggist must be cautious in buying this line, yet not permit his stock to become depleted, as next to the prescription department it permits of a larger profit than any line in his stock. Buy only what you believe your trade will use, but buy judiciously and in a limited way. It is a mistaken idea which some druggists have of buying and trying to push cheap goods. Don't argue "I will buy these because they are cheap and I can make a run on them by underselling my competitor." Gentlemen, this is radically wrong, both in principle and practice. It is injurious in its effect on both manufacturer and druggist, for the manufacturer can only cheapen his goods at a sacrifice of quality, and the druggist suffers by reason of the dissatisfaction of his customers. Buy only the best, and establish a reputation among your neighbors for selling only reliable and honest goods, be they drugs or sundries. Never let your customers doubt your word or your wares.

When to buy is not of so much importance to the retail druggist as to other merchants, since only a limited number of articles have seasons; but such as they are, the buyer should always have his stock ready to meet the demand. I do not think it is good policy to buy too long ahead, as it induces over-buying, and ties up your capital too long. Good jobs can be found within twenty-four or forty-eight hours of our door and stocks can be replenished often. The secret of success to-day in the mercantile world is quick action. Keep your stock and money moving. Buy in a limited way and buy often.

This brings us down to a most important detail in buying, that is, what quantity should we buy? Many and many have been the wrecks in the retail drug business caused by over-stocking. This point in buying requires thought and discrimination. There are many things that influence us to over-buy. A mistaken idea of economy, when a slight reduction is offered as an inducement to buy a large quantity. Then some of us have a false pride about buying small quantities. We dislike to admit that our trade will not warrant our buying as much as our neighbor, and when our friend, the commercial traveler, produces his order book to show what a large order this neighbor has given, and argues in his inimitable manner the advantages we derive, we, moved "by magic numbers and persuasive sound," and in spite of our better judgment, order a dozen of this and that, when really our business does not warrant more than a quarter of a dozen. This kind of buying, if persisted in, means the gradual tying up of all your profits in stock, meantime your money is earning nothing and this accumulated stock is deteriorating all the time.

These are merely hints, as each buyer must be governed by the circumstances surrounding his business, only bearing in mind that he must be guided in his purchases by the amount of capital he has, for pay day always comes, and by the character and volume of his trade, if it will justify a quantity of an article. I mean by this if he can turn the quantity over within a reasonable time, say in two or four months, buy the quantity; if not, pay the slightly higher price and buy in a small way. It is frequently a good plan to join with some of your neighboring druggists and buy the quantity and divide it, both thereby deriving the advantage of the quantity price without overloading either.

Good credit, as we all know, is most essential to the buyer. It induces not only the commercial traveler, but the jobber, to make special efforts and concessions in prices. Guard and preserve your credit as you would your good name, for without it your reputation suffers and you lose opportunities to buy to an advantage. Always discount your bills, if possible, for it not only saves you several hundred dollars a year, but adds much to your standing with your jobber.

*Read at the meeting of the Kentucky Pharmaceutical Association held at Crab Orchard Springs, June 18-21, 1901.



GEORGE M. BERINGER
Camden, N. J.

We should all strive to win the respect and confidence of our jobbers, and to have and to hold that we must be fair and just with them. Remember "how full of briars is this working-day world," and try to smooth the path for a fellow-laborer. Errors and misunderstandings creep into every man's business, and often times things that appear at first to be unfair and irregular, will, on investigation, be explained to your thorough satisfaction. Never make a false claim for breakage, shorts, etc. Never return goods without first advising the jobber. Always try to be exact in placing an order. A very practical method of obviating troubles of this kind is to have a duplicate order book, in which you have all orders entered by the salesman, or use same in sending in mail orders, then if mistakes occurs, the responsibility can be placed where it belongs, and the mistake rectified. This method not only keeps all buying transactions together, but the book will be found very useful if indexed and used for reference as to costs and quantities purchased.

While much has been said of how, when and what to buy; I should feel that little was accomplished if I did not touch upon the important feature in our buying, the commercial traveler, and on this I am sure we all agree, that take them as a class they are the best fellows on earth, progressive, well informed, courteous and attentive, always ready to do a favor, by giving good points to the live buyer. They represent the hub in the wheel of commerce and play no small part in every branch of business to-day. It should therefore be our pleasure to treat them at all times with perfect fairness, and show our appreciation of their ready assistance.

I trust that we may one and all not only learn to buy advantageously, but reap large profits on all we buy ere we meet again.

VIOFORM.—Under this name iodochloroxyquinoline has been added to the list of iodoform substitutes. It is entirely non-toxic, and, even when administered subcutaneously in large doses, is well borne. It has given very satisfactory results in clinical practice (Pharm. Zeit.).

PHARMACY.

GROWTH OF BALATA PRODUCTION.—From statistics gathered by the India Rubber World there are indications that the production and consumption of balata are increasing, though at what rate it is difficult yet to say. So nearly as can be estimated about 100,000 pounds were imported during the calendar year 1900, one leading firm having reported its importations at 75,000 pounds. The high price of balata is accounted for partly by the relative scarcity of labor in Venezuela, and also by the fact that the better supplies of balata are remote from navigable streams, transportation charges to the nearest shipping points being very high. In collecting balata in Venezuela the practice of felling the trees is general, on account of the much greater immediate return and the area over which the trees are distributed is so great that no possibility of exhaustion is admitted by those engaged in the business. By tapping, the tree can be made to yield only up to the highest point reached conveniently with a ladder, while by felling the tree the sap can be obtained sometimes for a length of 100 feet or more. Besides, under a process used by one manufacturer, all of the bark is stripped from the tree after as much balata as possible has been extracted, and whatever remains in the bark is removed by a chemical process. The average yield of balata milk is about 3 gallons per tree, or 27 pounds, which yields 15 to 21 pounds of balata. Sheet balata is obtained by spreading the sap in shallow pans and exposing it to the sun, the process lasting sometimes nearly two weeks. The dried sheets are $\frac{1}{8}$ to $\frac{1}{2}$ inch in thickness, and are sometimes rendered thinner by running them between rollers, the chief purpose of which operation is to render the sheets less liable to curl up. Tin plate is well adapted for balata pans, though the natives use wooden troughs, lined with tree leaves to keep the gum from sticking to the wood. Block balata is formed by boiling the sap in kettles holding from 8 to 12 gallons, until it reaches the consistency of molasses candy at the stage when it can be "pulled." It is then formed into masses in size best suited to the packing cases, and placed in water to cool. The boiling requires about two hours for the first kettleful; the proper heat having then been reached, subsequent lots are boiled sufficiently in about 45 minutes. The cooling and hardening requires 3 or 4 hours. Packing cases of wood are usually 18 or 24 by 12 inches, and 4 inches deep.

ORGANIC AND INORGANIC FERMENTS.—In a paper on the theory of the process of fermentation Oppenheimer (Munchener Med. Wochenschrift; American Medicine) calls attention to the statement that by electrolysis Breding obtained a pure and stable form of metals (so-called Metallsole), which had an extraordinary catalytic action upon peroxide of hydrogen, and were capable of decomposing it, just like organic matter and enzymes. Breding called these colloid metals "inorganic ferments," and considered them identical with organic ferments. Oppenheimer takes issue with Breding, and considers that the term inorganic ferments is a contradiction in terms, as ferments are of necessity organic. Ferment action consists of two phases. The second phase, that of the actual decomposition, may be identical with the catalytic action of metallic substances; but before this catalysis is possible, the ferment probably forms a compound with the body upon which it acts; this is the first phase. The ferment is specific and selective, and acts only upon certain substances. Thus the precipitins, hemolysins, and bacteriolysins are strictly specific, and their action is best explained on Ehrlich's lateral chain theory. It is also possible to produce antiferments, the lab-ferments and egg-albumen, fibrin, and even peptone; but antipepsins and antidiastases have not been obtained. Oppenheimer's conclusions are: First, that the catalytic ac-

tion of organic substances can be separated from their specific ferment action; that fermentive processes do not strictly obey the laws of catalysis. The most important feature differentiating ferments from inorganic catalytic substances is that the former enter into actual combination with the specific substratum upon which they act.

USE OF LATIN IN PRESCRIPTIONS.—Out of date pedantry, it may seem to many, but there appears to be something in the following arguments put forth by a writer in the *Pharmaceutical Journal*: 1. The habit of writing a Latin prescription tends to greater care and deliberation on the part of the prescriber. 2. Badly-written Latin can be more easily read than badly-written English. 3. Latin prescriptions can be interpreted by any competent pharmacist of any nationality. The argument that medical Latin is at its best a mongrel form counts for little. Bearing in mind that the Latin language in the time of the Emperors was as full of Greek as English is now full of Latin; that French, Spanish, and Italian are simply degenerate forms of Latin; that the language itself was during the middle ages the medium of communication between Governments in their diplomatic relations, and between scholars of all countries, there seems still sufficient reason for its continued use in the practice of medicine.

WOOD ALCOHOL AS FUEL.—Dr. A. B. Lyons in *American Journal of Pharmacy* states that unquestionably methyl alcohol is a cheaper fuel than grain spirit. It costs less and generates, weight for weight, more heat. However, its use is attended sometimes with inconveniences that must be taken into consideration. From its greater volatility it is even more dangerously inflammable than ordinary alcohol. On account of this volatility, also, there is much greater waste in its use, the loss from evaporation in storing being more considerable and control of the rate of combustion in ordinary spirit lamps being more difficult. When burned in the safety spirit lamps, in which the fluid is absorbed by asbestos covered with brass wire gauze, the metal of the gauze is rapidly corroded, as shown by the deep green or blue color imparted to the flame, and a brass kettle heated over the flame becomes quickly tarnished. As a fuel, therefore, for use at the tea table, wood spirit cannot be recommended, at least where brass utensils are employed.

ACTIVE CONSTITUENT OF COLLINSONIA CANADENSIS.—H. J. Lohmann, in a paper read before the New Jersey Pharmaceutical Association, claims to have isolated an alkaloid which is the active constituent of *Collinsonia Canadensis*. Thirty grams of the root yielded 0.52 grams of crystals which proved very slightly soluble in ether and chloroform, freely soluble in alcohol and insoluble in water. Treated with dilute sulphuric, hydrochloric and nitric acids the alkaloid combined with them to form salts. The alkaloid fused at 62.5 deg. C. When treated with a solution of a chromate or chromic acid and gently heated the reaction is accompanied by a play of colors ranging between yellow, red and green. As a result of physiological experiment the author concludes that the diuretic effect of *collinsonia* is due to this alkaloid while the irritant effect is due to the resin which is present in the drug.

COLORING SHOE POLISHES.—(1) Yellow wax, 300, is melted and mixed with oil of turpentine 1,000. Resin soap, 120, dissolved in hot water, is then mixed in, and the whole stirred until a frothy paste results. To this Nankin brown, 15, or aniline green, 15, dissolved in methylated spirit, 75, or any other suitable coloring matter, is added. (2) Stearine, 10, is melted with oil of turpentine, 10, and any desired coloring matter, 3, incorporated. (3) Yellow vaseline, 100, olive oil, 70, ceresin, 500, and oil soluble yellow or brown, 1, are melted together and stirred until cold (*Pharm. Post*).

PUMPKIN SEED OIL.—Willard Graham, working experimentally with a quantity of whole pumpkin seeds, obtained by grinding and extraction with acetone (the acetone being recovered by distillation) an oil having the following properties: A clear, reddish, limpid liquid, having an agreeable odor and taste, sp. gr. 0.9208 at 15° C., saponification number 192.5, acid number 18.9, ether number 173.6, soluble in all proportions of carbon disulphide, ether, chloroform, and in twenty parts of absolute alcohol. The seeds yielded 25 per cent. of oil. A commercial oil examined had a sp. gr. of 0.9197, saponification number 195.2, acid number 3.5, ether number 191.7. On account of the porous condition of the seeds it was impossible to obtain an oil by expression (3,000 pounds pressure) for examination (*Amer. Jour. Pharm.*).

ECONOMY IN THE USE OF DRUGS.—An order has been issued to the hospital chiefs by the secretary-general of the Bureau of Public Aid, of Paris, in which he points out that the expense of modern medicinal preparations is enormous (*American Medicine*.) The secretary begs the profession to be as economical as possible in the use of a number of drugs, such as crystallized digitalin, which costs 15,000 francs a pound. Musk, osmic acid, pilocarpin and its salts can henceforth be prescribed by no one but the hospital chief himself.

CLARIFICATION OF ALBUMINOUS URINE.—Shredded filter paper is recommended by Gruener as the most reliable clarifying agent for clearing urine prior to testing for albumin. Many of the substances suggested for the purpose are not satisfactory, from the fact that they carry down considerable albumen. Infusorial earth is one of the least objectionable agents for the purpose, but even it should be used in small amounts only, not exceeding ½ per cent.

NEW MORPHINE PREPARATION.—A patent has been granted in Paris for the manufacture of a new local anaesthetic, containing morphine in a readily soluble form. Morphine hydrochloride or sulphate is mixed with an excess of borax, or other alkaline salt and iodoform. Phenol is added to this mixture to form an easily soluble phenate (*Oesterr. Zeits. fur Pharm.*).

NECTRIANIN is an extract obtained from cultures of *Nectria ditissima*, an organism which gives rise to cancerous excrescences on forest and fruit trees. The preparation is said to possess analgetic properties far exceeding those of morphine, and it has been injected in cases of cancer, 3.0 C.c. being administered daily.

FERSAN, a ferruginous para-nucleo-proteid, has been recommended as a nutrient in anæmia, chlorosis, etc. It is soluble in water, does not coagulate when boiled, and is not completely absorbed until it reaches the intestine. A small teaspoonful is taken thrice daily, before meals, together with tea, milk, cocoa, etc.

ESSENCE OF RENNET.—Rennet, chopped fine, 6 ounces; salt, 4 ounces; alcohol, 10 ounces; water to 40 ounces. Macerate four days, and add sherry wine 5 ounces; after two days strain and add glycerite of tannic acid, 10 drops; fullers' earth, 1 ounce. Shake occasionally for seven days, and filter (*Spatula*).

ZINOL.—A mixture of zinc acetate, 1, and aluminium naphthol-sulphonate, 4, has recently been introduced under this name as a remedy for gonorrhoea. It is injected in the form of 1.5 to 3.0 in 1,000 aqueous solution (*Union Pharm.*).

EXTRACT BIRCH BEER.—Oil of wintergreen, true, 1 ounce; oil of sassafras, 1 dram; oil of lemon, 2 drams; oil of cinnamon, 10 drops; magnesium carbonate, q. s.; alcohol, 2 pints; water, 2 pints, caramel, q. s.

ANTI-HERPIN.—This is a remedy for herpes, consisting of pix liquida, colza oil, of each 100; Peruvian balsam, 10 (*Oesterr. Zeits. fur Pharm.*).

✿ ✿ SHOP TALK. ✿ ✿

Tell us, architect of pills,
Fashioner of monthly bills,
Powder sharp and dope compounder,
Don't you envy now the rounder,
Who escapes the scorching street
And finds refuge from the heat
Where your soda water flashes
More of solace innocent
Than cocktails and brandy smashes,
Likewise comfort and content?
For he has, the whole day through,
This advantage over you:
Ever you must slave and mull,
Tackling your back-breaking toil,
Fill the glasses all the summer,
Wash them up for the next comer,
While the jingle in your till
Is but compensation ill;
Whereas, all he has to do
Is to tip a hint at you,
Open up his bearded muzzle
To a satisfying guzzle,
And for said cool palate-tickle
Plunk the easily-spared nickel.
Oh, thou meek, long-suffering druggist,
How thou patiently on pluggist!
Fate her most engaging smiles
Always should to you apportion;
May your business-place between whiles
Every non-disbursing bore stum!
Why should Fortune be so very
Hard on the apothecary?

—John Talman.

* * *
Quite a number of people now-a-days lay in a stock of medicines to take away with them to the sea-side and other summer resorts, and the supplying of this demand means good money for the druggist. A Philadelphia druggist exhibited a little case the other day that he says is very popular among his patrons, remarking that it was the outcome of a suggestion to him by one of his best lady customers. It is a neat little wooden box with eight little compartments for bottles and a long one in front for plasters and ointments, in which he puts two ounce cork-stoppered bottles containing such domestic medicines as paracetic, quinine pills, essence of ginger and so on, an ounce jar of carbolized vaseline and of zinc ointment, a foot of rubber plaster, two or three gauze bandages, lint, pins and some absorbent cotton. All the bottles, etc., are labelled with the dose and use of the medicine therein, and such a case will often prove a boon in a sudden emergency when far away from doctor or drug store. He sells the boxes for \$1.00 to \$1.50, according to contents, and they cost him about sixty cents to get up. He gets his boxes from a local firm for twenty cents each in quantities of fifty or more. The idea seems worthy of copying.

* * *
Now is the time of the year when the man behind the soda counter puts forth his best efforts to devise new and seductive concoctions to please the public palate. These drinks are usually common property, and if one becomes popular it is sure to be copied. A Philadelphia has invented a new "flavor," with the seductive title of "crushed violets," which he has patented, that is, he has patented the process of manufacture of the syrup and its flavor. "Crushed violets" is served in thin glasses with plenty of shaved ice and tastes, as a young lady said, like "a big bunch of violets smells!" It is having a big run and bids fair to be very popular among the "matinee girls." Of course, violets do not really enter into the manufacture of this flavor, it being compounded from the new synthetics such as "ionone" and from orris root, and is colored a pale violet with appropriate colors. Other druggists might take the hint and work up a "violet syrup" for feminine trade.

* * *
Seven druggists in an exclusive section of Brooklyn, where soda water is sold in large quantities the year round, have combined and adopted the uniform price of eight cents for all ice cream drinks. This is rather a bargain day price, thus making it an attraction for thirsty female customers. One of the seven said recently: "We've all decided to keep just the old line syrups and will have none of the fancy side

drinks found in other stores. It may be all very well to go into a drug store and have a menu the size of the ones presented in the ordinary hotel, to select your drink from, but it don't pay. I get the finest fruit juices and make good ice cream and there's lots of money in for me at eight cents a glass. It brings a lot more customers too."

* * *

A "Carnation Flip" is one of the new and enticing things to be found at soda fountains this season. It sounds a bit wicked, yet it is mild and harmless. Sunday school young men may invite young ladies to "have something" and with perfect propriety order this flip. The girl may seem staggered a bit by the name, but if she watches she will see it compounded of clipped ice, pineapple and strawberry (or raspberry) syrups, plain cream, an egg well shaken, ice cream and a bit of nutmeg sprinkled on the top. This last ingredient is the nearest approach to anything not strictly in the temperance line, unless he who orders a flip knows his clerk and has a convincing wink which calls for the addition of a mere suspicion of brandy.

* * *

The little army of perambulating "rubes" that have been so conspicuous of late in Philadelphia streets has received a new addition in a couple who proclaim the virtues of a wonderful tonic that has kept them alive, the man for eighty years and the woman seventy-five, and they give free samples of it to those whom they manage to engage in conversation. The pair put up a pretty good imitation of country folks and many unwary pedestrians have been fooled into conversation, with consequent advertising, by their guileless ways. Whether it pays or not is a question that the advertiser alone can answer, but it seems to the observer to be a rather poor way of advertising a medicine in these modern days.

* * *

A novel method of advertising was noticed on the streets of New York last week. It was employed by a chemical company to advertise its brand of headache powders. The exhibit was composed of six young girls, clad in fantastic gingham gowns and wearing huge poke bonnets for head covering. On the bonnet and on a rubber cape the girls wore about their shoulders were exploited the merits of the headache cure, and samples of the stuff were also given away. The young women must have had trials enough during their hot perambulation of the town, to cause them to demonstrate in a practical manner the alleged virtues of the cure they so thoroughly advertised.

* * *

A hint for the soda counter comes from downtown in Philadelphia, in the way of envelopes on which is typewritten a daily list of the good things to be had at the soda fountain. These envelopes, plain ones, are used for holding small packages, etc., and are so written that almost every one getting them will be sure to read what is on the front. This same gentleman also sends out cards with purchases asking customers to be sure and tell the soda clerk what they like in the way of flavor, amount of syrup, etc., the point being made that the soda fountain is run for them, and therefore their wishes are paramount. The touch of vanity in everybody makes this appeal to one's personal likes very effective.

* * *

Mr. Churchill, who owns the drug store at the Nicollet Hotel, Minneapolis, is searching Shop Talk and all other possible sources of information to find out the best way to advertise. He says he has spent a good deal of money in printing and distributing pamphlets describing his special preparations and has also patronized the newspaper advertising columns liberally. All this has cost Mr. Churchill a good deal

of money, he says, and the rewards have not been sufficient. Meanwhile he makes good window displays and exhibits his goods in attractive manner, which, of course, he finds profitable.

An attractive way of displaying articles needed about house-cleaning time, and incidentally a way that causes the goods to sell rapidly, is shown by a Brooklyn druggist. He has reserved one window for the show. In little groups he has arranged moth balls, camphor, sulphur candles, bug poison, roach powder and the implements to apply each. A neat card is placed over each display telling its use and its price. For example, above moth balls this sign is displayed: "Will keep the moths away. Fifteen cents worth enough for all your winter clothes." The display is inexpensive and is a money maker.

A New York chemical house thinks it has a novelty, and a number of New York retail druggists have arrived at the same conclusion. It's a brand new line of drinks at the soda fountain made from concentrated extracts of flowers. Just imagine the fluffy summer girl sweeping across the burning threshold of the city drug store and up to the perspiring druggist and asking in tones that would melt the heart—if heart it has—of a street piano to melody, for a "Lily of the Valley ice cream soda, please." This is the novelty and it comes in seven flavors, each having all the fragrance, flavor and elegance of the particular flower from which it is named. Here's the list: Violet, Peach Blossom, Lilly of the Valley, Carnation Pink, Lilac, Crab Apple Blossom and Rose.

The designers of novelties for the toilet keep a sharp weather eye on the masculine sex, and every now and then something new crops out for men's convenience. The newest is a shaving brush for the man who does his own scraping. It is like the ordinary brush in every respect except that it has one important addition. This is a cup enclosing that part of the brush where the bristles unite with the handle, an arrangement which prevents the water from dripping from the brush when in use on to the user's hands, face and clothes, which is so disagreeable.

One of the most conspicuous sights on Washington avenue, Minneapolis, is the large bronze figure of a lion extending over the sidewalk. The reason for this is that the place to which it attracts attention is known as the Lion drug store. The proprietor, however, is named Clarke. There have been other leonine features of the Twin City drug trade. For example, a druggist named Lion for some time had a store at East Fourth and Cedar streets, St. Paul. These people might appropriately display Proverbs XXX.30. as a motto.

Two little girls with snub noses and public school voices stood in front of the window of a drug store the other day looking with wondering awe on the piles of sponges heaped up inside. "My," said one, "look at all them sponges! 'most a million of 'em! What d'yer sponse they use 'em all for, I didn't think there was them many sponges in the world?" The other little girl looked at her companion with scorn. "Don't yer know?" she sniffed contemptuously, "that winders has to be cleaned? Did yer think folks only used 'em for wipin' babies an' slates?"

A new idea in drug store advertising was noted the other day in front of one of Philadelphia's theaters. The place is now closed for the summer season and on the sign boards that once were gaudy with pictures of actresses in tights are now big posters advertising the "Dyspepsia Cure" of a local firm. The posters are rather attractive, the locality is one where many people pass daily and the wording is good, so perhaps the connection between dyspepsia and theatrical art may result in attracting attention and thus serving the purpose of the "ad."



WM. B. KERNS
Bunceton, Mo.
Member Board of Pharmacy

A delivery wagon belonging to a prominent Philadelphia drug firm was seen the other day with large signs on the sides advertising a kidney remedy that this firm makes and sells extensively. It savored almost too much of the soap advertisements we meet staring from every little one horse "to hire" wagon to be in good taste, besides, few people would pay much attention to it. Better have the sides of your delivery wagon colored in neat and proper colors with simply the name and address of the owner thereon.

A Brooklyn druggist has a pleasant feature connected with his cigar stand that should be of value as a trade inducer, and the druggist says it is. It is a bronze image cigar lighter. Concealed in the base of the figure is a music box that plays when the cigar customer cuts off the end of his "smoke." The tune is short and sweet and cannot be heard again until the end of another cigar has been clipped. If free music is enough of an incentive, cigar smokers should purchase all their smokes of this enterprising apothecary.

A downtown New York druggist sells a lot of cheap tooth brushes through the medium of a unique advertisement in one of his show windows. It consists of a bicycle wheel from which the tire has been taken. Tied to each spoke is a tooth brush and around the felloe are a lot more. The wheel is kept revolving slowly. It attracts attention and sells the brushes.

A novel article for window display was seen a short time ago, Acetic Acid, of English make, in pound bottles, priced at \$1. Inquiry from the clerk as to the uses of this article elicited the reply that many now used acetic acid in baths and for a toilet wash, and that when properly diluted with water it was very good for prickly heat and sunburn.

A druggist on a busy West Side, N. Y., thoroughly complained to the Era man last week that business was dull, while an East Side druggist on the same busy thoroughfare commented on the excellent trade he was having. Both men spoke the truth, yet why the difference, all other things being equal?

WHAT IS THE PRIME CAUSE OF FAILURE OF THE LARGE PERCENTAGE OF APPLICANTS AT THE STATE BOARD OF PHARMACY EXAMINATIONS?

BY LOUIS EMANUEL.

The intention of this reply is to lay before this association certain data which may point out that perhaps one of the causes for so large a percentage of failures at the State Board of Pharmacy examinations is due to the fact that many applicants are incompetent, or to the laxity of teaching colleges. It must be remembered that a college is more or less influenced by the prestige it gains in having a large graduating class, and of recording few failures. Examining Boards of Pharmacy are not thus handicapped; their sole purpose is to see that none but proficient persons are permitted to enter the ranks of pharmacy.

The appended statistics are compiled from one year's work of the Pennsylvania Pharmacy Board, namely from July, 1900, to April, 1901, inclusive. A total of 1,264 persons were examined. Of this number only 108 were graduates, 655 were students of colleges of pharmacy; of the former, 125, or 63 per cent., were successful as registered pharmacists; of the latter 363, or 55 per cent., were successful. Of these 351 applied for qualified assistants and 304 for R. P. Of the former, 247 were successful, and of the latter 116 were satisfactory—about 38 per cent. The remaining 411 had no college instruction. Of these 106 applied for registered pharmacist's certificate, and 64, or 32 per cent., were successful. Two hundred and fifteen applied for assistant's certificate, and 110, or 51 per cent., were successful. Out of a total of 853 having college instruction, 487, or 59 per cent., were successful.

GRADUATES GRANTED R. P.—Philadelphia, 70; Pittsburg, 27; Medico-Chirurgical, 7; Era Course, 1; National Institute, 1; New York, 5; Foreign, 3; Ada (O.), 4; Buffalo, 2; Chicago, 1; Scio (O.), 1; National College of Pharmacy, 1; Valparaiso, 1; total, 124.

GRADUATES REFUSED R. P.—Philadelphia, 20; Pittsburg, 20; Medico-Chirurgical, 10; National Institute, 1; New York, 1; Foreign, 1; Ada (O.), 9; Buffalo, 1; Chicago, 1; Scio (O.), 2; Valparaiso, 2; Cincinnati, 1; total, 71. Number of graduates examined for R. P., 195.

STUDENTS GRANTED R. P. (one or more times).—Philadelphia, 76; Pittsburg, 14; Medico-Chirurgical, 10; Era Course, 2; National Institute, 5; New York, 2; Ada (O.), 2; Buffalo, 2; Scio (O.), 1; National College of Pharmacy, 2; total, 116.

STUDENTS REFUSED R. P. (one or more times).—Philadelphia, 32; Pittsburg, 44; Medico-Chirurgical, 17; Era Course, 11; National Institute, 17; New York, 3; Ada (O.), 2; Buffalo, 1; National College of Pharmacy, 1; total, 188. Number of students examined for R. P., 304.

GRADUATES GRANTED Q. A.—Ada (O.) College of Pharmacy, 1.

GRADUATES REFUSED Q. A.—Ada (O.) College of Pharmacy, 2.

STUDENTS GRANTED Q. A. (one or more times).—Philadelphia, 138; Pittsburg, 65; Medico-Chirurgical, 17; Era Course, 4; National Institute, 16; New York, 2; Buffalo, 1; Chicago, 2; Scio (O.), 2; total, 247.

STUDENTS REFUSED Q. A. (one or more times).—Philadelphia, 42; Pittsburg, 36; Medico-Chirurgical, 15; Era Course, 1; National Institute, 8; Ada (O.), 2; total, 104. Number of students examined for Q. A., 351.

NO COLLEGE EDUCATION.—Granted R. P., 64; refused R. P., 132; total, 196. Granted Q. A., 110; refused Q. A., 165; total, 215.

RECAPITULATION.—Number of graduates examined, 195; number of students examined, 655; number examined having no college instruction, 411; total, 1,264. Successful in Examination—Registered Pharmacist: Graduates, 125, or 63 per cent.; students, 116, or 38 per cent.; no college instruction 64, or 32 per cent. Qualified Assistant: Students, 247, or 70 per cent.; no college instruction, 110, or 51 per cent.

* A paper read at the recent annual meeting of the Pennsylvania State Pharmaceutical Association, and contributed by the author to the Era for publication.

Four hundred and eleven had no college instruction, of which 174, or 42 per cent., were successful. It may perhaps be pertinent here to mention that boards of pharmacy stand between the public and colleges of pharmacy; that they benefit the colleges and the public primarily, and benefit the pharmacist secondarily, only by inducing him to apply his energies to fit himself properly for his chosen calling.

It may be of interest to include in this paper the result of one of the examinations of specimens. Three hundred and fifty-four applicants examined 16 sets of specimens, each set containing 10 specimens.

No. 1 was Hydriodic Acid Syrup; 113 correct, 7 syr. calcei, 40 syr. citric acid and 9 aromatic elixir.

No. 2 was Syrup U. S. P.; 309 correct, 1 syr. acacia, 1 mucilage, 1 syr. orange, 1 aromatic elixir.

No. 3 was castor oil; 322 correct, 247 gave full Latin official name, 1 oleum castoreum, 1 oleum tiglium, 10 olive oil, 2 olei Regen (?), 4 oleum amygdala dulc., 1 sweet oil.

No. 4 was Glycerin; 297 correct, 3 syr. iron iodid, 2 glycerin and rose water.

No. 5 was Fennel; 249 correct, 70 anisum, 18 carum, 1 star anise, 1 wormseed, 2 anisidum, 2 coriander, 1 caryophyllus.

No. 6 Matricaria; 287 correct, 54 German chamomile florum, 2 chamomile, 3 anthemis matricaria, 1 kousso, 3 calendula, 3 bedoema.

No. 7 was Galla; 174 correct, 1 ox galls, 4 areca nuts, 7 nux vomica, 6 juglans, 2 cocculus indico, poppy seed, aloë Barb., colocynth, calabar beans.

No. 8 was Calumna; 146 correct, 14 nux vomica, 6 cortex auranti amara, 5 colchicum, 8 lappa, 5 black-snake root, 2 aconite root, gamboge, rhubarb, dulcamara.

No. 9 was Magnesium Sulphate; 184 correct, 30 sulphate zinc, 10 potassium chlorate, 8 chloral hydrate, 4 oxalic acid, 8 potassium nitrate, 2 acetanilid, 4 boric acid, 3 terpin hydrate.

No. 10 was Senna; 332 correct, 3 uva ursi, 5 buchu, 1 manna leaves, 1 belladonna.

Considering the range which applicants cover in recognizing most commonly-used drugs, it would appear that the prime cause for so large a percentage of failures before the State Board of Pharmacy examination is due to incompetency on the part of those that fail. This view is perhaps emphasized by the following letter.

"Dear Sir:—

My brother, ———, will come up for examination next week. He having been with me for the past seven years is thoroughly competent, having gone three years to the Pittsburg College of Pharmacy, but was unsuccessful in his examination. Anything you can do for him will be highly appreciated by me."

This applicant's percentage was 43 per cent. on questions and 7 per cent. on specimens, and he has been a registered assistant for some years; he probably has not capacity for a more advanced degree.

I recall another instance of a similar nature. Our secretary had a letter from an active member of this association stating that he wanted to have all his clerks have certificates, and asked that we register his man. The applicant's record showed that he was thirty years old, and had had two years' experience in the drug business in Philadelphia. His percentage on questions was 30, and 5 per cent. on specimens, making a total of 35 per cent. As the Board's rule requires 50 per cent. for an assistant's certificate, of course we could not grant the request.

Now, the question is, why did not this applicant attend the Philadelphia College of Pharmacy, after he had had one year's experience in the drug business. And right here I wish to say that the purpose of the law is not to have the Board simply issue certificates, but the law contemplates the board to examine into the competency of those who are posing as skillful pharmacists, and to bar out all who are incompetent from this important craft.

In conclusion, let me say that the Board's motto has been:

"For this great commonwealth, the most skillful pharmacists."

"For the pharmacists of Pennsylvania, the highest remuneration for skillful services rendered."

THE N. A. R. D. NATIONAL FORMULARY, AND OTHER MATTERS OF VITAL IM- PORT TO PHARMACISTS.

By C. S. DIEHL, Louisville, Ky.

Trade Relations.

Some fifteen years ago, or so, there was born to the Louisville College of Pharmacy a child which, in due time, received the name "Botanical Club." Why Botanical Club, no one now seems to know, for questions of a botanical character never came up during its deliberations, so far as has come to my knowledge. However this may be, the child developed vigorously in another direction, that of "trade interests," so that in a few years after its birth the druggists of Louisville could point with pride to a local association, which, in marked distinction from all other retail druggists' organizations, had effectually prevented aggressive cutting. Then came the "cutter;" and the Botanical Club, in so far as it was a barrier to aggressive cutting, went promptly to pieces. Floundering, then, in the dark for a period, at last a glimmer of the dawn manifested itself in the far horizon, culminating in the birth of the

National Association of Retail Druggists.

And while, with the advent of this association, the Botanical Club ceased to exist, phoenix-like, it arose from its ashes and became the "Louisville Retail Druggists' Association," a title more pertinent to the purposes of its organization than that under which it had been so long and honorably known. What the N. A. R. D. has accomplished is history, with which the members of this association are doubtless as familiar as I can hope to be, and the same is true of its aims and functions. It goes without saying that this young organization has not accomplished all it has undertaken, and our patience will possibly be still further taxed before the reforms sought will manifest themselves very decidedly; but if it had accomplished nothing else than to effect an organization that meets with the support and approval of practically all the retail druggists of our land, its initiation and existence would be amply justified. For our only hope to ameliorate and to obliterate, in some degree, conditions that have become almost unchangeable, lies in active co-operation and aggressive resistance to the abuses that have threatened, and continue to threaten, our existence as independent business men. As Mr. Jones, in his report made to this association last year, very tritely stated, "it is deplorable that in these days of co-operation, combination and business organization, among all trades and vocations that of the retail druggist should stand as the one bright and shining example of one that has lost everything by lack of co-operation. Mechanics of all kinds, even unskilled laborers, have their meetings for the purpose of regulating affairs of common interest. Proprietary medicine men meet twice a year for the same purpose, and wholesale druggists have not only their national organization, but state, tri-state, and even local associations, where they meet, fix terms, prices and conditions, exchange ideas and opinions—all for the general good and profit. Yet we stand like a lot of 'wooden Indians,' and make no effort to co-operate nor get together for the interchange of ideas."

Now, I submit, Mr. Jones goes a little too far when he likens us to a lot of "Wooden Indians," although I must admit that we are altogether too willing to offer our noses to the grindstone, and thus jeopardize the beauty of that facial ornament. As a matter of fact, however, pharmacists have long been organized for the purposes of combating, among other evils, the untoward tendencies that now threaten to overwhelm us, and long before the various organizations mentioned by Mr. Jones were ever thought of; for next year the association of retail druggists, which proudly claims the title

American Pharmaceutical Association.

will celebrate the semi-centennial of its organization. We must, therefore, regard this one as the parent of the state and local associations, and, whatever may have been its failures and shortcomings, we have every reason to feel proud of it and of what it has accomplished. Organized to discourage adulteration; to encourage proper relations among the members of the profession of pharmacy, and of these with physicians and public; to regulate the system of apprenticeship; to suppress empiricism, and restrict the sale of medicines to persons educated for the purpose; to uphold standards of authority in the education, and the theory and practice of pharmacy; and to create and maintain a standard of professional honesty, with a view to the highest good and greatest protection of the public! Is it a wonder that the American Pharmaceutical Association should have failed to be uniformly successful in all its undertakings? Is it to be wondered that, with tendencies largely of a professional and ethical complexion, those of a merely mercantile nature should have languished, if, indeed, they were not neglected; the more particularly when we consider that the tendency of trade interests lies in the direction of condoning empiricism, whereas one of the express objects of the organization is the suppression of empiricism; in fine, is it to be wondered that bright, wide-awake business men in our profession should have devised a plan of organization, which, single in its tendency—the protection of the broad and meat side of our profession—has enlisted the active sympathy and co-operation of practically every retail druggist of our country?

It would lead beyond the scope of this address to review the work that has been done by the N. A. R. D. Suffice it, therefore, to say, that, from the "Bulletins" issued at different periods since its organization, it would appear that a number of plans have been proposed after consultation with the Proprietary and the National Wholesale Druggists' Associations, some of which have been abandoned while others have become inoperative, but that on the whole satisfactory progress has been made and some of the more glaring abuses have been corrected. We are at this meeting confronted with a proposition, which, if it can be carried to a successful issue, seems calculated to tie the hands of the cutters so effectually that aggressive cutting on proprietaries will become a practical impossibility. This proposition, upon which we are requested to vote, is known as

The Worcester Plan.

and is based on certain decisions of the courts, under which it is held the manufacturer can fix a contract price or prices, at which he sells his goods, and under which they are again to be sold. It is not necessary that this contract be signed by the dealer—either wholesaler or retailer—the purchase establishes the liability of the purchaser, and the latter can be prosecuted for damage by the manufacturers in cases of violation—that is, if he sells below the price or prices fixed and established by the manufacturer. I have placed into the hands of the secretary a copy of a resolution requesting the N. A. R. D. to take the initiative in this important matter, with explanatory letters from Mr. Julius Garst, of Worcester, Mass., which I submit for your deliberation and vote.

There are mutterings, more or less pronounced, that the Proprietary Association is not disposed to look upon the "Worcester plan" with favor. If these should prove to be well grounded, so much more the necessity that the retail druggists shall present a solid front, and insist on equitable action. This can only be hoped for by earnest efforts and honest co-operation, and we have for this purpose no more available medium than the N. A. R. D. Let us, therefore, not fail by word and deed to contribute our share towards upholding, fostering and maintaining this organization. Fine words and good intentions do not materially further the work laid out for the N. A. R. D. It requires money, much money, and an equitable share of this must be contributed by every affiliated association if the work is to be done properly

*Portions of the president's annual address at the meeting of the Kentucky Pharmaceutical Association, Crab Orchard Springs, June 18-21, 1901.

and carried to a successful end. In common with the other affiliated bodies, our share is fifty cents annually, for each member in good standing, for whom no like sum has been paid by a local organization of which he may be a member; and, having equitably determined the amount due the N. A. R. D., payment should be made without delay, though it may take the last cent in the treasury.

In common with the pharmaceutical profession of our whole country—I may say of the civilized world—we must deplore the loss by death of two of the brightest lights in the entire domain of pharmacy.

**Edward Robinson Squibb, of Brooklyn, and
Charles Rice, of New York.**

Dr. Squibb reached the venerable age of eighty-one years, preserving his usefulness to within a short period from the illness to which he succumbed, on the 25th of October, 1900. Originally engaged in the study and practice of pharmacy, he graduated in medicine in 1844, and, entering the U. S. Navy, became Assistant Director of the Naval Laboratory, at Brooklyn. For a short period—during the year 1857—he became a resident of our own State, as one of the founders of the Louisville Chemical Works, but returned to Brooklyn at the end of a year, and there built up a business as manufacturer of chemical and pharmaceutical preparations, unique in its management and enviable in its reputation. In all the years since then he maintained his preference for his old love, pharmacy, and lived uncompromisingly up to an ethical code which he held to be due the dignity of the profession. Pharmacists, students, professors, and other respectable persons interested in the manufacture of chemicals, were always welcome visitors to his laboratory, where he saw to it that they had every opportunity to witness and inspect the various operations and apparatus employed. His hundreds of papers communicated to the pharmaceutical and medical press testify that he, at least, in distinction from manufacturers in general, had no secret processes—an example which is only too rarely followed by those who have profited by his teachings.

To Dr. Rice it was not given to reach the age which his mental vigor seemed to forecast, for, although in his sixtieth year on the date of his death, May 16, 1901, his mentality succumbed only during the last few hours of his life. Thrown upon our shores during the first years of the war between the States (1862), he became a surgeon's steward in the U. S. Navy, though fitted by education and natural attainments to far more responsible positions than those held by his superiors. In 1865 we find him ill in Bellevue Hospital, New York, where, while convalescent, he voluntarily assisted the apothecary of the hospital, Mr. Frey, so efficiently that the position of this incumbent was tendered him when Mr. Frey had become invalided by age. It is characteristic of the high sense of honor and unselfishness of Dr. Rice—since manifested on numerous occasions—that he declined the position, and that he insisted on retaining his subordinate position and in taking the brunt of the work off Mr. Frey's shoulders as long as the latter remained among the living. Endowed with a wonderful range of useful and scientific knowledge, master of a number of living languages and conversant with most of the others, both living and dead, and possessed of a consummate talent for organization, as well as forcible and clear methods of imparting his knowledge and ideas, Dr. Rice ranks easily with the foremost intellects of the world. What he has accomplished is so well known to pharmacists everywhere that I need say here only that his calling away creates a void not alone in the Department of Public Charities of New York, and as the leading spirit in the present revision of the U. S. Pharmacopœia, but in the domains of pharmacy and of the sciences in general, which it will be difficult to fill in each single direction, and never effectually in all by any single individual. Yet, with all these accomplishments, he was and remained the same modest and unassuming man; willing and eager to serve those who required his aid, and never presuming upon his

superior knowledge and intellectuality. He possessed the happy faculty of raising those with whom he came in contact to his own level, and to make those mentally far his inferiors feel that their opinion also was of value. I earnestly recommend that this association give expression to the sense of the great loss that pharmacy has sustained by the death of these truly great men, and that suitable memorial pages be inserted in the forthcoming volume of our proceedings.

The example set by these eminent members of our profession should stimulate us to improve our professional and ethical relations. So, for instance, we join in a tirade against the inroads made by patent medicine men and manufacturers of trade-named proprietaries, yet do not hesitate individually to offer similar preparations to the consideration of the medical profession. When the so-called proprietary specialties were in their incipency, the Louisville College of Pharmacy adopted a series of formulas for Elixirs and Wines, which, at the time, drove the proprietaries then in vogue from the local market. This association afterwards adopted the same formulas, with some additions—testimony that Kentucky pharmacists were early alive to the importance of fighting the innovation of the specialty makers. Indeed, although the immediate incentive to the "National Formulary" is properly credited to the efforts of the pharmacists of New York and Brooklyn, who offered their "Formulary" to the American Pharmaceutical Association as a nucleus for a National work, this preliminary work of the Louisville College of Pharmacy doubtless had its influence on the character and contents of the National Formulary. But what I particularly wish to emphasize is, that although an apparent unit in upholding the integrity of the National Formulary individuals in our midst do not hesitate to use these formulas, under coined names and possibly slight modifications, for the exploitation of their private interests; and while it is difficult here to draw a line on purely ethical grounds, it is plain to me that co-operation on the lines of the "Golden Rule"—but not as interpreted by David Harum—would have salutary effect in maintaining the dignity of our profession.

Next to the U. S. Pharmacopœia, the

National Formulary

should appeal most forcibly to our sense of responsibility, but it is plain that in this responsibility practitioners of medicine must share equally. Unfortunately the latter, as a class, have not taken very kindly to either of these authorities in recent years, though there are notable exceptions, and much missionary work seems to be necessary to convince them of their importance. Towards this our association has also contributed its mite, through the excellent exhibit of N. F. preparations at the Paris meeting, and, more particularly, through our very efficient chairman of the Committee on Papers and Queries, Mr. Henry W. Preisler, who by his individual efforts has induced the physicians in his own locality to use many of the N. F. preparations, to the exclusion of corresponding proprietaries, and has thus set a practical example of what may be done. Last year your attention was called to an "Epitome of the National Formulary," compiled for the purpose of familiarizing physicians with the preparations of the N. F. The distribution of this little work is possible only through the aid of the state and local associations, and it is therefore a matter of regret that more definite action was not taken at last year's meeting with this end in view. I urgently advise that some action be taken at this meeting that shall assure its wide distribution among physicians of our state, feeling confident that this will be followed by a demand for many of the excellent preparations of the N. F.

Pharmacy Law Amendment.

It has been suggested that the endeavor should be made to so amend the pharmacy law that the sale of morphine and cocaine shall be prohibited except on the written prescription of physicians. However desirable

such an amendment would be, personally I do not consider it wise that the association should take the initiative in any amendment to the law whatsoever during the coming session of the legislature; but the legislative committee should be prepared to do so if it develops that such amendments are likely to be offered by pressure brought to bear by interested parties. I base my objection on the fact that there are now a number of obscure points in our law that must be clearly defined by the Court of Appeals before we can hope to so amend the law as to make it effective in the direction originally designed. The Report from the Kentucky Board of Pharmacy will give you nearer information concerning the points now in legal controversy, to which I invite your attention, so that the committee on legislation can be intelligently instructed. This report, as you will understand, is made for the fiscal year of the Board of Pharmacy, ending with the annual meeting in October. From this you will learn that the total number of registered persons in October was 1865. Of this number, 38 were registered during the year, but during the same period 68 failed to re-register. This delinquency is primarily due to the fact that among the persons registered when the law went into effect many were simply general merchants, who, incidentally handling drugs and supplying medicines, posed as druggists and were entitled to register under the general provision of the law. It seems quite likely that for several years to come there will be similar delinquencies, but becoming less from year to year until the places of these "pharmacists by accident" will be filled by "pharmacists by examination," and, by reason of their examination, qualified in fact as well as by law. When we take into account the further fact that a large proportion of the registered pharmacists of the State are clerks and subordinates, the disproportion between the number of registered pharmacists and the number that have affiliated with us in membership is not so very great, and we might well be satisfied with a membership of between four and five hundred, now on our books, if these could only be prevailed upon to pay their annual dues regularly and promptly.

THE PREPARATION OF CRYSTALS AS MICROSCOPIC OBJECTS.*

Few microscopic objects are more beautiful and instructive than the crystals of various chemicals, prepared in such a way as to be suitable for viewing under the microscope. Most chemists possess a microscope, often a relic of student days, in which owing to a dearth of fresh slides, they take no further interest. The obvious remedy for this state of affairs is either to purchase more objects or to prepare some on one's own account. Where possible, the latter is much the better course to adopt, as good home-made slides are far cheaper, more typical, and instructive than bought ones. These few notes will, I trust, serve as a rough guide to the modus operandi to be observed in preparing this class of objects. The materials are to hand in every pharmacy, the other items required to ensure success, viz., knowledge of the solubilities of the various chemicals under trial and a certain amount of patience, should also be to hand. The other essential requisites are a few thin 3 by 1 inch clear glass slips, some medium thickness round cover-glasses, a small quantity of Canada balsam dissolved in xylol, test-tubes, spirit lamp, glass stirring rod, and a small pipette.

Before starting work it is necessary to get the slips and cover glasses perfectly clean and free from grease. That can easily be done by washing them with ammonia, rinsing them with distilled water, drying them on a clean cotton rag, and finally polishing them upon a piece of chamois leather. When these are ready, one of the three following methods can be adopted to prepare the slide:

The first consists of evaporating a saturated solution of the salt until enough moisture has been driven off to enable the crystals to rapidly form on cooling. The practical application of the process is as follows: Make a saturated solution of the salt in distilled water and deposit a drop with the pipette in the center of a 3 by 1 inch slip, slope the slide to make the liquid spread in a film,

then absorb the superfluous moisture from the side of the slip with blotting paper. Now hold the slide wet side up over the flame of a Bunsen or spirit lamp, at such a distance that the liquid just steams. Continue this until you see a thin film of salt form at the edges, then withdraw, allow to cool, and examine under the microscope. If satisfactory, the crystals can then be permanently mounted by depositing a drop of the cold xylol balsam over the film and covering with a clean cover glass.

Where the salt is insoluble in water, any suitable solvent such as alcohol, chloroform, etc., may be employed; in this case, of course, evaporation will take place rapidly without the aid of heat. Crystals formed from such solutions will probably require a different mounting medium, such as castor oil, or one in which they are not soluble. A method recommended by Dr. Lankester is to dissolve a little gelatin or gum acacia in distilled water and to add to this a few drops of a saturated aqueous solution of the salt. A drop of the warm mixture is then deposited on a slip, superfluous moisture drained off, and the slide is put on one side to cool. With some salts—copper sulphate, iron sulphate, etc., remarkably beautiful crystalline forms make their appearance, frequently in the forms of flowers and fern-like branches. Epsom salts, chlorate of potash, bichromate of potash, and, in fact, any salt soluble in water will lend itself for preparation by the above process.

The second principal method is by fusion. Its application is necessarily more restricted than the foregoing, but by its means some very effective slides may be prepared. The process is equally simple, but the results attained will not be so uniformly successful. A good substance to experiment with is salicine. Place a small quantity in the center of a thin slip and heat it over the flame until it just fuses, withdraw it from the heat before it chars, and allow it to cool gradually. If successful, small circular plates or rosettes will appear on the film, and these may be mounted in the usual way in cold xylol balsam. A good slide of this description, viewed with dark ground illumination, or by polarized light, will fully repay any trouble involved in preparing it. This method is useful in enabling one to prepare totally different physical forms from the same salt. With salicine, for instance, an aqueous solution deposits needle-shaped crystals, quite distinct from the circular form obtained by fusion. A point to be observed in using this process is to avoid having too much of the salt on the slip, as on cooling, the film, if too thick, will probably star and crack. If the film should be too thick for viewing as a transparent object, it will often make a good opaque one by pasting a circle of black paper on the under side of the slide.

Another class of objects, prepared in a similar way, are crystals of fatty substances, spermaceti, hard paraffin, etc. It is only necessary to place a small piece on a slip and warm it. When melted press down on it a cover-glass, the crystal forming as the mass cools. These slides cannot compare from an artistic point of view with those obtained from salts, but are interesting from the fact that the actual formation of the crystals can be watched under the microscope any number of times by simply warming the slide before viewing it.

The third principal method is still more limited in application, being confined to those substances which are easily volatilized and crystallize on cooling. Preparations of slides by sublimation may be carried out as follows: Take a dry narrow test-tube and place in it any suitable chemical—benzoic acid for instance. Hold the tube over the flame until the acid volatilizes, now invert tube and stand it on a cold 2x1 in. slip. The characteristic crystals will form on the part of the slip covered by the tube, and, if satisfactory, can be mounted in the usual way. Camphor, arsenic, and many others will suggest themselves as suitable for preparing slides in this way.

The three methods described will practically cover the whole ground of preparing crystals for the microscope, and with the expenditure of a little time and patience will enable anyone to materially increase, at a nominal cost, his collection of slides. If mounted in a suitable medium, and preserved from undue heat and light, these slides will be permanent; any change which may take place in the forms of the crystals may be put down to the solvent action on them of an unsuitable medium.

* By S. E. Dowd, M. P. S., in the Pharm. Jour. Nat. Dr.

A PLEA FOR THE CLERK.

By J. P.

How often do we hear the remark from uninterested parties, speaking of certain proprietors of retail stores, "I don't know why it is so, but Mr. Blank can't keep a clerk." Especially is it noticeable in our own drug business. I have often wondered why it is that so many drug clerks are constantly changing their locations. I meet them to-day. In the next few minutes' conversation which ensues I find that they are in the employ of Mr. B. I meet them again in a few weeks to find that they have again changed hands. Now, ask myself, why should this be so? "Oh!" some one remarks, "easily enough explained. The fellows you refer to are rolling stones, wouldn't hold down the finest job in the world if it were tendered them." True, to a certain extent, with a comparatively small number of drug clerks, but do you know that most of the boys to whom I have reference are steady, hard working fellows, who only wish to be given a half-way chance. Who, then, is to blame? I claim it is the men for whom these clerks are working.

In my own short career, I have been in the employ of several druggists. I have found as much difference in the attitude of these men toward the clerks in their employ as there is a difference between day and night. I well remember the firm for whom I first worked. The one partner was a quiet, gentlemanly fellow, at peace with every one, always firm with his clerks, but, above all things, kind to us. For such a man we boys would work ourselves sick. The other partner meant all right, perhaps, but he went at it in the wrong manner altogether. Young fellows went into that store with a determination to win, but were gradually driven out one by one in the course of a year or two by the slave driver, as we called him. From early morning until late at night, it was do this, do that, can't you find anything to do? and remarks along the same line. Note the comparison. Of eight clerks who left that store from the same cause, all had a kind word for Mr. M. and vice versa for Mr. J.

My second attempt was with a young German, not long in business. He had a way of always sneaking up behind you in whatever part of the store you might be or whatever work you might be engaged in, topping it off on every occasion with some sarcastic remark, that cut deep into the clerk so addressed. He seemed to forget that he had ever been a humble clerk himself. He was the great I am and knew it all, while you knew nothing. He kept me two weeks and wanted to give me a substantial raise to keep me longer, but money don't talk where peace of mind is absent. He meant all right, but—

My next experience was with a doctor proprietor. Here it was that I first began to realize that there might be a little pleasure in the drug business after all. The doctor, above all else, was kind to his clerks. He showed us in various little ways that he appreciated what we did for him. If there was anything in particular going on in the city he generally managed to let us see it, in fact, he was one of those good wholesaled fellows that we so often long to come in contact with. And he lost nothing by it, for pretty much the clerk must be who wouldn't put in an extra lick occasionally for an employer like that. But all good things must end. The doctor died; poor fellow, and I was forced to look elsewhere.

My next adventure was with a man too miserable to mention; close, miserly, so much so, in fact, that he would dock you for a half day's sickness, and bent on nothing but securing another dollar in some illegitimate transaction. His trade got away from him and he had to sell out a fine store in a splendid neighborhood on account of the reputation for meanness which he had acquired.

Another young fellow, new in business for himself, but old in a knowledge of it, was my next employer. He is my ideal of what an employer should be. He expected his work well done and appreciates the well

doing of it. He is not afraid to lend a hand himself when the occasion arises. He doesn't keep a fellow every night until the last minute because his agreement calls for it, as some fellows do, rain or shine, business or no business. This boss places his confidence in your keeping; gives you to understand that with you rests a great deal of the success of his enterprise. And don't you know that I would work my hide off for a man like that. Do you think that I'd kill time on him when he is absent? Would I mind working a little overtime to accommodate him or putting myself out to please him? No, indeed, not in the least. But my point is this, why can't all employers at least try to follow out this example? You have clerked yourself, you know how it goes against the grain to be kicked and cuffed. The hours are long and tiresome, the recompense small enough goodness knows. A little kindness now and then goes a long way toward smoothing it all down. You proprietors know that kind fair treatment always got more work out of you when you were clerking. Why can't you get more work from your own help by the same treatment? Try it and note the result.

HOW TO MAKE A DRUG STORE PAY?

By ERNEST C. WRIGHT, River Point, R. I.

While waiting for a car the other day I stepped into a drug store and asked to see some tooth brushes. The clerk, a bright looking young fellow, went to the case and took a tray of brushes from it, intending to put them on top of it so that I might examine them. A glance at the top of the case made me wonder how he was going to do it. A hedge of twelve-ounce bottles, exactly one inch apart, surrounded the top of it, and inside of this palisade were two cases holding headache powders, while in front and on both sides of them were arranged in circles small bottles of tooth powder and liquid. Suspended above was a large card with the words, "Our own Beef, Iron and Wine." This card completely cut off my view of the clerk's face. He took the tray and tried to place it in a small space made by the sale of a bottle of tooth powder. His sleeve caught on the palisade of twelve-ounce bottles and tipped one over, sending beef after iron and wine across the case. Then calling the boy to clean the case he proceeded to move the bottles and form an empty square, into which he placed the tray, and began telling the prices. My car came along, however, and I had to go; thus he lost a sale, though it was no fault of his.

How many druggists have this method of displaying their goods, causing great inconvenience, both to clerks and customers. Has this ever happened to you? If not, it may some time, if you continue this foolish way of displaying your goods. Sales like this may be lost and you will never know it. Instead you will imagine you are showing your goods to great advantage. Some goods, like cough tablets or cachous, will sell in this way, but staple goods like emulsion of cod liver oil or sarsaparilla will not, for people as a rule are not reminded by seeing sarsaparilla that they need a tonic. When they need it they know where to get it, and will call for it. Bulky packages spoil the looks of the store. Why not place something new on the corners of the case where they will attract attention and also be out of the way.

A poor policy some proprietors have is in allowing their oldest clerk to dress their window. Younger clerks may have a great deal more taste, but they do not have a chance to show it. So the oldest one goes on, using the same display at least four times a year. This gets so common that persons across the street seeing what is in the window have no desire for a closer view, as they "have seen it before." This same man after he has decorated for a while begins to think that no one else knows quite as much as he does about arranging windows, but he takes trips to other towns "on business," and stands and takes

mental notes of the druggists' windows, then comes home and fills the windows with his original ideas.

Proprietors, why not give all your clerks a chance at the windows, and note if there is not a difference in the sales as the different clerks have charge of them.

One store that I know of not far from here shows the poorest taste for business window displays of any store I ever heard of. Quite often in summer, spring tonics are shown. In the spring flannel chest and lung protectors are displayed, while just as the law goes on, cartridges and such firearms as they carry are used.

Now if this store, which carries a number of side lines, would fill the window with pens, pencils and cheap paper tablets and note books about the second week in September, it would probably get all the school children's trade. For without doubt all the stationery used last year at school has been lost or used up. While the children will need a new supply, show them that you have it. Introduce some little novelty that will attract. If you wait too long the children will be supplied by the 10-cent store on the corner.

One more thing about windows. Does your clerk put all your stock of an article into the window? In a store where I once worked the clerk who dressed the windows was fond of making a great show. He would not leave one sample of the stock he used for us to sell. Our sales had to be made from the window. I remember particularly his displays of cutlery. The knives, razors, and scissors were always placed in front and a background was formed of shaving-mugs and soaps. When a customer wanted to buy a knife we had to climb into the window and slowly pick our way between rows of scissors stuck through black paper, and return with a handful, and invariably the customer wanted one of the knives we did not bring, thus making a second trip necessary.

Our smokers' displays were arranged on the same principle. All our pipes had to be sacrificed to make a large pile in the center, while packages of tobacco were piled around it. It is expected that a man will want to draw through at least a dozen before he finally finds one to suit him; so a larger number of trips to the window was necessary when these displays were used.

Here is a trade-increasing scheme: have you ever tried it? I have, and find that it works well. Perhaps you have a white pole in front of your store, where the cars will stop. Sometimes you may see a lady and gentleman standing in your doorway waiting for a car. It may be very cold outside, but they do not like to come in because they don't wish to buy anything. Now is your chance to make a customer. Step to the door and ask them in; not in a business way, but as you would at home. Tell them it is warmer inside, and that they can see the car in time to stop it. Talk to them about current events, if you are not too busy. Don't mention your business, for they would probably think you asked them in solely to get them to buy, in exchange for the shelter they are enjoying. Perhaps before the car comes the gentleman will buy the lady a box of chocolates, and himself some cigars. I have tried this, and find that it pays. Often a person waiting for a car will see some cough tablets exhibited on the showcase, and as it costs only a nickel he buys a box. He was not in need of any cough tablets; he just bought them because he saw them.

I hope these little hints will help some druggist. I have learned them from hard, hard experience.

RED CINCHONA BARK.

We notice from time to time that red cinchona bark is reported to contain an unusually high per cent. of total alkaloids, and the relative proportion of ether-soluble alkaloids is also quite high. Recently there was submitted to us for examination a sample

of commercial red cinchona bark, which contained 7.50 per cent. of total alkaloids and 4.2 per cent. of ether-soluble material. The question naturally arose, whether this really was red cinchona bark; and an examination showed that it appeared to be correctly named.

Some time ago, we came across a package of red cinchona having the assays marked on the label namely, containing 11 per cent. of total alkaloids and 8.5 per cent. of quinine. The sample was assayed by a modification of Keller's method, and found to contain only 5.5 per cent. of total alkaloids, which certainly precluded the possible presence of 8.5 per cent. of quinine.

It is well known that cinchona barks are very difficult to extract completely. It seems almost impossible to bring about such a condition as to cause the solvent to so penetrate the cellular tissue as to completely deprive the bark of all its alkaloids. So far as we are aware, the modified Keller method, or Lyons' General Process of assay, are among the best available at present; but if any one has a method which is so much superior to ours that they are enabled to abstract 100 per cent. more of the alkaloids than we are, we would certainly be very glad to learn of such a process. We are constantly looking for the best possible available methods for assaying, and arriving at the potency of the various drugs and their preparations.

LYMAN F. KEBLER.

Laboratory of
SMITH, KLINE & FRENCH CO.,
Philadelphia, Pa.

MICHIGAN BOARD.

The Michigan Board of Pharmacy held its annual meeting at Star Island, June 17 and 18, 1901. There were 92 applicants present for examination, 58 for registered pharmacist certificate and 34 for assistant papers. 34 applicants received registered pharmacist papers and 24 assistant papers. Following is a list of those receiving certificates:

Registered Pharmacists:—P. M. Bennett, Detroit; H. E. Brummer, Bay City; C. C. Chapin, Linden; George N. Cox, Hart; W. J. Cook, Armada; M. F. Conway, Chelsea; Ed. N. Cote, Baraga; E. D. DeLaMater, Ann Arbor; T. H. Dissoway, Ann Arbor; R. C. Eaton, Otsego; H. H. Eatough, Gladstone; T. P. Edmunds, Bangor; William Frank, Detroit; C. J. Gelenius, Detroit; H. T. Hennessey, Yale; E. S. Hauenstein, Ann Arbor; Edw. Harrison, Sault Ste. Marie; F. M. Leslie, Ann Arbor; Anthony Locher, St. Johns; E. J. Mansfield, Otsego; F. V. Masilko, Fon Du Lac, Wis.; Carl F. Mayer, Ann Arbor; C. W. Parker, Napoleon; Wm. A. Rose, Jr., Detroit; M. J. Ryan, Clifford; G. G. Stillwell, Ann Arbor; H. I. Sanford, Chicago, Ill.; F. E. Tompkins, Fostoria; S. M. Wesoloski, Detroit; D. L. Watson, Jr., Detroit; W. D. Whitehead, Imlay City; R. A. Woodard, Lapeer; A. D. Weekes, Detroit; Parke Whitmore, Allegan.

Assistant Pharmacists:—H. L. Becker, Jr., Detroit; W. J. Braidwood, Almont; Mary L. Brown, St. Joseph; R. J. Coigrove, Detroit; Chas. H. Dawson, Hastings; Frank G. Farrall, Big Rapids; W. J. Fowley, West Bay City; F. E. Hutchins, Grand Rapids; Stanley E. Hart, Detroit; L. J. Janacek, Detroit; J. J. Kelly, Big Rapids; Othmar Lyons, Detroit; Letha E. Mann, Pinckney; D. J. McDonald, Detroit; Wm. Michaels, Yale; Archie Peasley, Port Huron; E. W. Follard, Merrill; E. A. Ryan, Newberry; G. H. Trestrain, Detroit; S. R. VonZellen, Skaneateles; A. A. Wheeler, Detroit; C. H. Warner, Marlette; Marie Von Borries, Louisville, Ky.; Alf. G. Walker, Ann Arbor.

All members of the board were present at the meeting, except L. E. Reynolds. The members of the board are as follows: A. C. Schumacher, Ann Arbor, president; Henry Heim, Saginaw, secretary; W. P. Doty, Detroit, treasurer; L. E. Reynolds, St. Joseph; John D. Muir, Grand Rapids. The next meeting of the board will be held at Marquette, Aug. 28 and 29, 1901. The above officers were re-elected for the ensuing year.

HENRY HEIM, Secretary.

THE SOAP CONTROVERSY.

Cincinnati, U. S. A., July 6, 1901.

To the Editor:—Will you kindly publish the enclosed letter in answer to the letter from Mr. I. N. Heims, which appeared in yours of June 20th. As we feel that Mr. Heims dodged the issue in his letter of June 10th, which was published by you on June 20th, we would like you to publish the statement made below.

We are surprised that Mr. Heims should accuse us of any lack of courtesy and consideration, simply because we did not notify him that we had written a letter for publication in your valued publication. We did not think it necessary to notify Mr. Heims, as we thought that all of the up-to-date retail druggists read *The Pharmaceutical Era*, and we thought that either Mr. Heims or some of his associates would certainly see this letter of ours, which appeared in your issue of February 7th.

Mr. Heims devotes most of his time to explaining why the Eureka Soap Company should sell Craddock's Medicated Blue Soap only to the drug trade, but does not give any reason why he declined to give our salesman a card, when this salesman was selling nothing but the Andre Dunois Line of toilet soaps, which line of toilet soaps is sold exclusively to the drug trade. When Mr. Heims refused to give our salesman, selling the Andre Dunois Toilet Soap, a card, he simply forced all of the members of his association to purchase toilet soaps from factories which sell their entire out-put to the general trade and absolutely ignore the drug trade. We would like to know how Mr. Heims expects to benefit the members of his association if he is going to prevent them from purchasing goods which are sold only to the drug trade, when it is impossible for them to buy this same class of goods from any other manufacturers except those selling to all classes of trade.

We do not think it is a question for Mr. Heims or the retail druggists of the United States to decide whether or not the Eureka Soap Company have made a mistake in selling Craddock's Medicated Blue Soap to the general trade, but we do think it is highly important for the druggists to make up their minds whether they wish to buy a line of toilet soaps which are sold only to the drug trade, or whether they wish to buy the same goods which are sold to all classes of trade.

In conclusion, we will say that we are very anxious to sell the Andre Dunois line to every retail druggist of the United States, but if they prefer buying soaps which are sold to all classes of trade, then we will take our chances with the other manufacturers on our general line of soaps, but we are glad to say that the druggists all over the United States are giving us a liberal share of their patronage, and we believe that sooner or later all of the better class of retail druggists will handle the Andre Dunois Line of toilet soaps exclusively, with the exception of some advertised brands which they will always be forced to carry.

Thanking you for giving this article space, we remain,

Yours very truly,

THE EUREKA SOAP COMPANY.

GUARANTEES NOT ALWAYS SAFE.

A British proprietary medicine concern has just had an experience which goes to show that it is not always safe for proprietors of secret remedies to guarantee cure. A woman who submitted to the company's treatment recovered \$250 and costs from the concern, because it failed to cure her, after it had promised to do so. The moral of this little tale is that concerns of this nature should be very careful in the wording, the exact phraseology, of their guarantees, and especially the drawing up of the conditions upon which the guarantee is based.

QUESTION BOX.

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of the *Era*. Copies of these may be obtained at ten cents each.

Lead Arsenate and Paris Green for Spraying.

(J. C. H.)—The Department of Agriculture at Washington has published considerable information concerning lead arsenate and its use as an insecticide. According to the directions supplied by the department, lead arsenate is prepared by combining, approximately, 3 parts arsenate of soda with 7 parts acetate of lead. From 1 to 10 pounds arsenate of lead are used with 150 gallons of water; 2 quarts of glucose being added to cause it to adhere better to the leaves. From 2 to 5 pounds are said to answer for most larvae, though we are not informed as to the exact quantities or the strength of the solution to be employed as an insecticide against the cotton-boll weevil. Commercial arsenate of lead costs about 10 cents per pound, and it can be obtained through almost any jobber upon order. It is practically insoluble in water.

Paris green may be prepared for spraying by first making it into a thin paint with a small quantity of water, and then adding powdered or quick lime equal to the amount of poison used. This mixture is then strained into a "spray-tank," a pound being used with from 100 to 200 gallons of water. The stronger mixtures are for resistant foliage, such as that of the potato, and the weaker for sensitive foliage, as the peach and plum.

The Texas Agricultural Experiment Station has spent some time investigating the cotton boll-weevil, we believe, and it might be well for you to write to the Director of the station for information and we suggest you secure a copy of *Farmers' Bulletin No. 47, "Insects Affecting the Cotton Plant,"* by Dr. L. O. Howard. It is published by the Department of Agriculture at Washington.

Chicken Cholera.

(A. M. C.)—The following remedies and treatment, taken from the *Era* Formulary, have been proposed: Take of crystals of carbolic acid, 2 ounces; hyposulphite of soda, 2 ounces; dissolve in 1 gallon of clean water; add of this solution 1 or 2 ounces to the gallon of water that the fowls drink, or mix it in the same proportion in a mash made of ground grain or other food. This not only relieves when sick, but is an excellent preventive. Chicken cholera can only be introduced by direct importation of the virus, either with fowls or by birds, rabbits or insects carrying it from neighboring farms. The virus is never carried through the air. When more than one fowl dies within a short period cholera should be suspected. Separate the fowls as much as possible, and give restricted quarters where they may be observed, and where disinfectants may be freely used. If the peculiar diarrhoea sets in, kill the sick ones and change the remainder to fresh ground. The infected excrements should be carefully scraped up and burned, and the enclosure thoroughly disinfected with a $\frac{1}{2}$ per cent. solution of sulphuric acid, or a 1 per cent. solution of carbolic acid, which may be applied with a common watering pot. Burn the dead birds. The germs of the disease are taken into the system only by the mouth, and therefore, the watering-troughs and feeding-places must be kept perfectly sweet by frequent disinfection with one of the solutions mentioned. Three weeks after the last case of sickness, the fowls may again be placed together in a disinfected run. Keep them, however, under observa-

tion for two or three months before allowing them to again roam over the old places. See also April 11, 1901, Era, page 394.

Massa Pilulorum Cynoglossu.

(B. & S.).—The above title is synonymous with "pilules de cynoglosses opiacées," or "pilules de cynoglosses" of the French Pharmacopœia, the official formula being as follows:

Extract of opium	10 grams
Hyoscyamus seed	10 grams
Hound's-tongue root	10 grams
Safran	4 grams
Myrrh	15 grams
Frankincense	12 grams
Castor	4 grams
Honey	35 grams

The extract of opium is warmed on a water-bath and thoroughly mixed with the honey; the other substances previously powdered and mixed are then incorporated, the whole made into a homogeneous mass and finally divided into pills of the desired size. In France it is a somewhat general custom to keep pill masses in bulk, in powder form, such masses being termed "masses pilulaires."

A modification of the above formula is given by Hager as follows:

Hound's-tongue root	
Hyoscyamus seed	
Olibanum	10 parts
Opium, of each	10 parts
Myrrh	
Storax	
Cinnamon	
Cloves, of each	5 parts

Reduce each to a fine powder and mix.

Tooth Paste.

(R. S.).—You should read the remarks on the manufacture of tooth pastes in the Era of June 21, last year, page 671. Here are some other formulas from various sources:

(1) Precipitated chalk	16 ounces
Armenian bole	3 ounces
Powdered areca nut	3 ounces
Powdered sugar	3 ounces
Oil of cloves	½ dram
Oil of cinnamon	20 minims
Glycerin	2 ounces
Rose water	q. s.

Mix the powders, sift through a fine sieve, sprinkle, on the perfumes and again sift; then work into a mass with the glycerin and rose water.

(2) Cherry Tooth Paste.—Mix thoroughly in a mortar powdered orris root, 2 ounces; myrrh, 4 drams, and pumice stone, 2 ounces, adding sufficient solution of carmine, N. F., to tint; add 30 drops oil of cloves, 1½ drams oil of lemon, 8 drops oil of rose and 4 ounces of honey and continue the trituration until a homogeneous paste results and the flavor is fully developed.

(3) Arca Tooth Paste.—Precipitated chalk, 8 ounces; powdered areca nut, 4 ounces; white castile soap, 2 ounces; powdered orris root, 4 ounces; armenian bole, finely levigated, 2½ drams; glycerin, 2½ fl. ounces; rose water, 2½ fl. ounces; oil of rose, 4 drops; oil of clove, 5 drops; oil of pimenta, 5 drops.

Iron Pyrophosphate and Phosphoric Acid.

(Z. O. F.).—Can the following be dispensed other than as a cloudy mixture?

Strychnine sulphate	1 grain
Iron pyrophosphate	3 drams
Glycerine	1 ounce
Dilute phosphoric acid	1 ounce
Ellixir of calaisya bark	2 ounces
Port wine, enough to make	8 ounces

When this prescription is compounded precipitation occurs, mainly due to the incompatibility between the iron pyrophosphate and phosphoric acid. If ellixir of calaisya and port wine which have not been detannated be used, there will also occur some precipitation. The first reaction can be avoided by using for the phosphoric acid an equal amount of dilute metaphosphoric acid of the National Formulary. It remains, however, for the prescriber to decide whether such substitution shall be made. The second reaction can, of course, be overcome by using an ellixir and wine which have been detannated.



OTTO CLAUS,
2625 N. 9th Street, St. Louis,
Pres. Missouri Phar. Association.

Mistura Camphoræ.

(B. X S.).—What is the formula for "mixture camphoræ" of the German Pharmacopœia?" The German Pharmacopœia contains no preparation under this title. In some of the older pharmacopœias "mistura camphoræ" is given as a synonym for "aqua camphoræ" or camphor water, and it may be that this is the formula wanted. There are also a large number of formulas for various combinations under this name; two or three of those used in European countries are as follows:

(1) Camphor, powdered	2 grams
Gum arabic, powdered	2 grams
Alcohol	6 grams
Rub the mixture with	
Distilled water	160 grams
(2) Camphor	1 gram
Gum arabic, powdered	2 grams
Detection of linseed	250 grams
Yolk of egg	No. 1

(3) Sprinkle 4 grams powdered camphor with 1 gram of alcohol, then mix with 105 grams of distilled water and strain through lint (As will be noticed this preparation is practically a saturated solution of camphor and similar to the camphor water of the U. S. Pharmacopœia).

Pineapple Snow.

(W. & P.).—One of the largest dispensers of soda water in this city informs us that the fountain drink "pineapple snow," is a mixture of shaved or cracked ice, cream and pineapple syrup with or without carbonated water, the whole being topped off with shaved ice and dispensed in a glass with a spoon. Another dispenser employs the following formula:

Pineapple syrup	1 ounce
Powdered sugar	1 teaspoonful
Shaved ice	½ glassful

Add some carbonated water, stir vigorously in a shaker, strain into an 8-ounce glass, fill the latter with the coarse stream of carbonated water, stir again, and add a piece of pineapple or some crushed pineapple.

Mineral Disinfectants.

(B. & S.).—"What Mineral products are on the market beside cresylic acid or crude carbolic acid that are used as disinfectants, antiseptics, etc., and are not poisonous? They may be prepared for use either alone or by saponification." Can some reader give the information?

NEWS DEPARTMENT.

NEW YORK AND VICINITY.

THE BORDEAUX MEDICAL COMPANY.

DRUG SWINDLER HELD.

Druggists Complain That The Firm Does Not Fulfill Its Contracts With Them—C. B. Frazier and L. S. Wandell of the Holtin Chemical Co., the Officers of the Bordeaux.

On page 453 of the Era of April 25, 1901 was printed a story relating to the Bordeaux Medical Company, which is seeking to establish a market for a preparation styled "Regenero." Of late the officers of the Company, C. B. Frazier and L. S. Wandell, who were lately connected with the now insolvent Holtin Chemical Company, have been working in Harlem. They have succeeded in placing gross lots (\$24 worth) of "Regenero" in several stores uptown. Mr. Wandell is the salesman for the Bordeaux Company. W. F. Rawlins, One Hundred and Thirty-Fifth street and Eighth avenue, J. F. Comerford, 921 Columbus avenue and Harvey Spriggs, One Hundred and Thirty-third street and Amsterdam avenue and 91 Lawrence street, have lots of "Regenero" which they would like to get rid of.

Mr. Wandell told them they could sell it easily by the Bordeaux Company's plan. This was that the Company would circulate 5,000 pamphlets with the druggist's name on in any territory he might choose to select. The person who received the pamphlet was to write his or her name on it and send it to the druggist who would then know that the writer was desirous of trying the remedy.

When Messrs. Frazier and Wandell went to Mr. Spriggs to see how "Regenero was going?" they were apparently surprised to learn that it had not moved a peg since its arrival at Mr. Spriggs' store "and its not likely to" said Mr. Spriggs.

"Have you received any requests for samples?" queried one of the promoters.

"Between 50 and 100" was the reply.

"Well, you're doing nicely," said one of the men, "you just wait. You'll sell all you've got and want a lot more. Regenero's the thing in New York." Frazier then presented his bill for \$24.00 on Mr. Spriggs who promptly refused to pay. Then the two began pleading but to no purpose. Finally Mr. Spriggs ordered them out of his store and they went, but Frazier shortly returned. He tried his persuasive powers once more but failed and then he threatened suit. Mr. Spriggs told him to get out. He got. Wandell appeared in a few minutes later with a proposition. He would discount the bill \$5 if paid at once. No go. He would accept \$5 on account. No go. He would take \$1. Then Mr. Spriggs took him by the collar and led him toward the door. He invited Mr. Spriggs outside, but the invitation was declined.

Last week one of the consulting physicians Dr. Ferd. J. Hartmann, endeavored to collect the bill. Dr. Hartmann belongs to the large (?) staff of consulting specialists in the employ of the Bordeaux Medical Company. Incidentally Dr. Hartmann has a little scheme of his own which he calls the "Medical Relief Club." He furnishes advice to members as low as 25 cents and his medicines are 3 cents a dose.

The Bordeaux Medical Company's offices are located corner One Hundred and Thirtieth street and Park avenue.

Alexander Hildreth Martyr, a Greek, Arrested for Having Stolen Drugs in His Possession, Held for Grand Jury—John A. McGill, of Chicago, the Complainant.

A story of drug swindling that began four years ago, was ended in Centre Street Police Court. Wednesday afternoon, July 3, when Alexander Hildreth Martyr, who says he is a Greek, was held for the action of the Grand Jury on a charge of grand larceny. Martyr was arrested Monday, July 1, at the instance of the Mooney and Boland Detective Agency, whose men had been trailing him at odd intervals for the last four years. About that long ago John A. McGill, of John A. McGill & Co., Chicago, discovered that an imitation of one of his remedies was being sold to wholesale druggists. The Mooney and Boland agency ascertained that Martyr was responsible for the fraud, and were ready to arrest him, when he disappeared and it was afterward learned was in Mexico.

About nine months ago Mr. McGill learned that he was being systematically robbed. He again consulted the Mooney and Boland Agency, who soon discovered that Martyr was again operating. Martyr was shadowed and was found to be offering McGill's goods to wholesalers in the Eastern trade. The detectives believed that Martyr was still dealing in the spurious article until they had a sample, taken from a quantity sold to the Eastern Drug Co., of Boston, Mass., by Martyr, sent to Chicago, for analysis. Mr. McGill sent back word that the stuff was genuine and the detectives started to round up Martyr. Martyr advertised for a woman partner and the Mooney and Boland people furnished him with one. Then Martyr wanted money and his partner put up \$1,000 taking as security \$1,200 worth of McGill & Co.'s preparations. The deal was closed at Martyr's room, 179 West Forty-seventh street, and immediately thereafter Martyr was arrested.

The goods he had were without revenue stamps and some were without labels, while a quantity of McGill's circulars were found about the room.

Martyr told a story to Magistrate Deuel of buying the goods in good faith of one J. H. Brown, but this is known to be false.

Martyr is "a new one" to detectives in the drug trade. He is about 5 feet 7 inches tall, rather stout, and has dark brown hair, slightly curly and worn in pompadour style. He has a light brown mustache, dark circles around his eyes and an extremely long face. Although Martyr says he is a Greek he speaks in clear, full English without trace of an accent. His eyes are black and have a mild expression. They are inclined to be restless.

CHARGED WITH VIOLATING PHARMACY LAW.

Samuel Goodman, who resides on the lower East Side, was arrested Thursday, June 27, charged with violating the pharmacy law. The charge is made by the Eastern Branch of the Board of Pharmacy and is to the effect that Goodman attempted to secure registration as a licensed pharmacist through false representations. In the West Side Police Court, Goodman was held for trial for the Court of Special Sessions. After spending several days in the Tombs he was released in \$200 bail, and his case will probably come up some time in September. In the meantime the inspectors of the Board are looking up several cases similar to that of Goodman's, and it is possible that other arrests may follow. It is also possible that an additional charge of perjury may be made against Goodman.

Price Cutting at Troy, N. Y., Stopped.

The cut rate war which has been raging among the druggists at Troy, N. Y., for the last two months, has stopped and peace has been declared. This happy result was secured by the efforts of the Troy Pharmaceutical Association. When this society was formed in the early part of this year, a regular schedule of prices, much the same as the one adopted by the Joint Conference Committee here, was agreed upon and on a certain day became operative. It worked successfully for a short time, when one of the druggists who had an established reputation advertised a whole list of staple goods at cut-prices. A meeting of the other druggists was called and it was decided to meet the cutter on his own grounds. Subsequently advertisements of other druggists appeared, with prices just a few cents under the cutter. When he cut thereafter all the others cut below him, and so it went until he was compelled to call for quarter. Then for some time prices were kept at cost, but gradually they were raised until the original schedule was reached and advertising has ceased. The situation is in complete control of the local association and the druggists are making money.

PASSED THE BOARD.

Of the 162 persons who tried the June examination by the Eastern branch of the Board of Pharmacy, the following have been passed: Harry N. Blair, William J. Cremin, Chanan A. Deshell, Oscar Ditmar, Fred H. Ehrhardt, Kalman Eisenbud, Adolph Englehardt, Richard Flatow, Richard J. Gannon, Benjamin Gleuck, John B. Keller, Frederick A. King, William Kruskal, David Letaw, Howard N. Lincoln, Mariner H. Manson, Louis Monk, Timothy J. Murray, James R. Oldham, Harry T. Peck, Abraham Progehn, Michael Raehlin, Louis P. Razney, David Robinson, John Rovenger, Charles Rubin, Charles P. Smith, Charles P. Spies, David VanBuren, Henry Weber, Milton Uffelder, Leo N. Blum, Willis G. Babcock, Andrew J. Colton, William E. Cooper, Alois A. Scorb, Alva Ellsworth, Charles P. Hart, Max Ingeman, Otto W. Schafer, Charles W. Taft, Emil Merkhofer, Walter S. Wallace, all as licensed pharmacists. Donald J. Sutherland received a druggists license and Gustav H. Tafel passed the homeopathic examination. There will probably be a few other names to be added to the above list as the board has not completed rating all the papers.

Druggist Charged with Giving Bad Check.

Michael A. Levittan, druggist at 1901 Lexington avenue, was arrested Tuesday, July 2, charged by the Adams Express Company with giving a worthless check. Mr. Levittan has a branch office of the express company in his store, and the company states he gave it a worthless check to settle an account. Mr. Levittan was called up on the telephone by the Era and asked to explain. He replied, "It's a mistake." He was asked to explain the mistake, but replied again, "It's a mistake." Further communication was cut off by Mr. Levittan.

Jersey City Druggists' Association.

The next meeting of the Jersey City, N. J., Druggists' Association will be held Tuesday, July 16, and promises to be very interesting. Reports will be given by members who attended the recent meeting of the New Jersey State Association, and the local situation regarding the N. A. R. D. movement will be discussed.

NOTES.

—Evidences of the intense heat of the last few days have been prevalent in the drug trade. Soda water has been sold as fast as it could be dished out. In one downtown store 6,000 glasses were dispensed during the day. It has been noticed that there are not many cool drug stores in the city. In one of the real hot ones the other night a customer called for a jar of clam bouillon. The store is lighted by large incandescent gas burners and the clam bouillon is kept on the top shelf. The clerk handed out a jar, the customer examined it and handed it back with the remark: "I don't want clam bouillon." This is the hottest story yet reported, but there may be others.

—Druggists, generally, are complaining of a lack of business and attribute it to the warm weather. "I never saw such a run of hard luck," said an uptown West Side druggist last week, "first, we had rain enough to drown out the cream of our spring trade and now before we get in a fair way to recuperate, along comes this hot spell and drives all our customers away from us." One druggist on Madison avenue has threatened to close his doors, business has been so poor.

—The friends of Wm. Townley Case will be very glad to learn that his health has very much improved during his visit to England. He writes home that his doctor advises him he will be well enough to return in a short time, and he expects to sail for this country within a few weeks, on a slow steamer.

—The Palmetto Chemical Co. has been bilked by the notorious drug swindler, Henry P. Crosher, to the tune of \$200. The company has secured judgment against Crosher, but there is small possibility of a collection being made.

—The Hyde Drug Co., of Malone, N. Y., has incorporated. Capital \$25,000. Directors, C. W. Hyde, J. E. Rogers and M. C. Ransom, all of Malone. Mr. Hyde is a well known retail druggist of Malone.

—In the Era of June 27 in a paragraph relating to the incorporation of the Herba-Rheuma Co., an error was made in the spelling of the company's name. It is now correctly given, The Herba-Rheuma Co.

—Eugene Marucco, who, for the last five years has managed F. Franchilli's drug store at 223 Grand street, sailed on the Dutchess of Genoa for Italy yesterday. He will remain away three months.

—Chas. F. Strelecher, with Hegeman & Co., 196 Broadway, left last Saturday for a two weeks' vacation in Michigan. His parents live in Saginaw, a city he has not seen for nine years.

—Charles L. Gleason, manager of the crude drug department of the Chicago office of Parke, Davis & Co., is in the city for a short while on business. Mr. Gleason was married recently.

—R. W. Phair, of R. W. Phair & Co., importers of drugs and chemicals at 14 Platt street, has returned from a European trip during which he visited England, France and Germany.

—Frank N. Pond, of Pond & Bowes, Twenty-fourth street and Ninth avenue, has gone to Buffalo and the Pan-American Exposition. He will be away about a week.

—Frederick E. Bangham, managing clerk for J. C. Gallagher, 466 Grove street, Jersey City, has gone on his vacation. He will stay two weeks at Pompton Lakes, N. J.

—B. Kramor, formerly manager for Meyer Bros., Third avenue and Seventieth street, will open a new store at 394 Amsterdam avenue, Monday, July 15.

—George Gregorius, druggist at Thirty-first street and Eighth avenue, will leave next week for Germany where he will spend some time.

—Peter R. Lance is in town for a few days. He says he has been in hotter places than New York, but he doesn't mind the weather.

—B. F. Warren has moved his store from 394 Amsterdam avenue to Broadway, between Seventy-eighth and Seventy-ninth streets.

—The next meeting of the Eastern branch of the State Board of Pharmacy will occur in this city during the month of October.

—W. E. Jenkins, representative for Schieffelin & Co., in the Virginias and Carolinas, is in town on his semi-annual visit.

—John McKesson, of McKesson & Robbins, returned last week from a three months' European trip.

—Herbert Turrell, of the local offices of Parke, Davis & Co., spent a few days last week in Boston.

—G. DeBlasis has opened a store corner Oak and Oliver streets.

—The Williams Drug Co.'s store, Williams, Arizona, was completely destroyed by fire Tuesday, July 2. The loss will reach \$10,000 and is covered by insurance.

IN AND ABOUT BOSTON.

A Druggist Who Shows His Loyalty to the Trade.

Boston, July 6.—Fitchburg druggists are feeling "hot," not on account of the weather, but because they have not been granted sixth-class liquor licenses. Following down the recommendation made by the board of license commissioners, the Board of Aldermen have turned down the applicants for this class of licenses. Their consideration of the matter resulted in a tie vote, and since the question was put in the affirmative, that licenses be granted to druggists, the latter, of course, lost. The board approved the decree of the License Commissioners to grant only one license. Before the license Commission went out of office, a license was granted F. S. Stone, and now the Board of Aldermen sanctions this, thereby creating a feeling that, among the unsuccessful druggists, is bitter and intense. Mr. Stone, who was so "honored" in being singled out of the large number of druggists who had certificates from the State Board of Pharmacy by the license commissioners, before they went out of authority, returned the license with thanks, thus showing his allegiance to the trade. Few men, it will be owned, would do this. For the first time in years Fitchburg now has no licensed place of any sort. There have been great efforts to get the aldermen to grant licenses to the other druggists, but they have failed by a tie vote every time, and there is no prospect of a change in the present situation.

A Busy Week in Boston.

Boston, July 6.—This has seemed to druggists a busy week, largely because of the holiday coming in to break the usual routine of business. With the retailers, it meant added trade, especially in the soda fountain department and on the Fourth they experienced a large volume of trade from this source alone. With the jobbers and wholesalers it meant some extra effort on other days, in order to accomplish in five days what usually requires six to do. It thus made them at least seem to be busy and they report being fairly so. Retailers profited somewhat from the extreme hot weather conditions, which created quite a demand for the toilet requisites which ladies find to be a relief from heat, perspiration and other temporary discomforts. Cologne and toilet waters, talcum powder and like things had the call, in the early part of the week, which was a scorcher as to weather conditions. In the more general market the demand for drugs and chemicals has been rather satisfactory, on the whole, dealers receiving numerous small orders which have aggregated well. Dyestuffs are quiet and without feature and the same may be said with truth regarding tanning materials. Grain alcohol keeps in fair request only, with wood inactive.

NOTES.

—In the theatre district of this city there are several drug stores which receive liberal patronage each evening after the plays, when theatre-goers buy soda and like drinks, candles and cigars. An effort is being made to put a stop to wholesale begging on the street by children, whose favorite stands seem to be Tremont street and Washington street in front of these drug stores. Persons who have occasion to pass are approached with a view to assisting some one with a penny or more. So profitable, apparently, has the pursuit proved to the solicitors that they have increased both in numbers and in age. It is no uncommon thing to meet with youths anywhere from 12 to 17 years old who urge their hunger. Kind-hearted ladies who have patronized the theatres and later the drug stores, with escorts, are beset by youths in rags who demand money for soda water and chocolate drops. It is suspected that many of the juvenile beggars are not in business for themselves, but are sent out and systematically managed by professionals.

—Owing to the explosion of a five-pound bottle of ether, which so heated the room in the back part of the drug store of Dr. J. A. Tupper, Cambridge, that other cans of the same material exploded in rapid succession, a fire occurred in that place on the night of July 3. Dr. Tupper was at work with the ether, emptying it from one bottle to another, when something caused the explosion. He was considerably burned about the face, eyes and hands. The fumes were so strong that he was unable to help himself, but a customer, who was in the front of the store, by creeping along the floor was able to reach the druggist and assist him to a place of safety. The loss to the building was small, but the loss in medicines was of greater consequence, for the bottles containing the liquids exploded as soon as water was thrown on them.

—The cases of the Reyerofts, druggists in Cambridge, have been in court for settlement. That of William Reyeroft of North Cambridge was presented to the jury by District Attorney Weir, for the government, and the court instructed the jury to bring in a verdict for the defendant, for lack of evidence. Arthur Reyeroft, who has charge of the store near Brookline street transfer station, was convicted, the evidence on both sides being practically the same as in the lower court, which fined the latter \$100. The higher court, however, reduced this fine to \$75, which was paid. In the case of L. W. Reyeroft, Cambridge street, the verdict resulted in the acquittal of the prisoner. Singularly, while this case was pending in the courts, a druggist's license, on recommendation of the committee on licenses in Cambridge, was granted L. W. Reyeroft.

—Waltham druggists are feeling blue as well as disgusted because of the spasm of virtuous purity which has made the Board of Aldermen decide not to grant any licenses to them this year. Even the physicians of the "Watch City" were against the "knights of the mortar and pestle," and a number of them presented a petition urging the board not to grant any licenses of this kind. The Committee on Licenses and the Board of Aldermen had already decided not to grant such permits, however. Naturally, the druggists do not feel exactly kindly disposed toward the physicians.

—The local druggist at Lee is proudly telling the townspeople that he has added the Grover Cleavelands to his list of patrons. The former president and his wife have recently gone to their summer home at Tyringham, and Mrs. Cleaveland went shopping, as women are wont to do, and, finding that she had forgotten her purse, made known her identity to the druggist of whom she was making purchases, and asked to have an account opened. The druggist, therefore, is about the proudest man in Lee, just now.

—William B. Lincoln, of Woonsocket, R. I., who has been chosen secretary and treasurer of the Franklin Howes Medicine Company, just organized in that city, is well known to the trade in Boston. The president of the new company is Joseph Lawrence Howes, of New York, and he and Mr. Lincoln, with Charles W. Flagg of Woonsocket and George L. Combs of Brooklyn, N. Y., form the board of directors.

—General improvements in and about A. R. Vincent's drug store and also his entire block on Main street, corner of Cabot street, in Haverhill, have much benefited the appearance of that place, making it now one of the most inviting drug stores in that city. A large plate glass front and mosaic work about the entrance are among the changes noted.

—Cyrus Davies, who for some time has conducted a pharmacy at 189 Centre street, in the Roxbury district, has bought the drug store at the junction of Huntington avenue and Heath street near the Brookline line, formerly John W. Palmer's, possession of which he already has taken. He still retains his Centre street store.

—Z. W. Sturtevant, as president, and Frederick Conant, as treasurer, both of Lowell, are interested in the success of a new enterprise, the Zopher Company, which has been organized to manufacture supplies for use by druggists and chemists. The company is capitalized at \$10,000, of which thus far nothing has been paid in.

—Charles S. Viall, a prominent business man of Baldwinville, is about to build a three-story block for business purposes, in that town. Three stores will form the first floor and one of these he plans to fit up as a pharmacy, in the hope of inducing some druggist, when he sees how well equipped it is for that purpose, to establish himself there.

—Isaac F. Paul, Boston, and W. A. Swain, of Lynn, are the president and secretary, respectively, of the Fruit Orange Cordial Co., for the purpose of making and selling cordials, compounds and other medical and commercial products, with \$100,000 capital stock, of which nothing is paid in.

—Frank P. Baker, long a prominent druggist at Webster, has sold out his business to C. S. Campbell, who for many years was the chief clerk of the store, of which for the past year or more he has been the manager. He formerly was in the business at Worcester.

—As the result of a small fire in the Robertson block, corner of Park and Salem streets, Medford, J. E. McKeon, a druggist occupying one of the stores on the ground floor, suffered some damage from both smoke and water. He carried insurance, fortunately.

—A carrier pigeon flew into Charles C. Hearn's drug store in City Square, Quincy, one evening this week. A ring on the pigeon's leg bore the inscription, "N. H., 1628."

PHILADELPHIA.

PHILADELPHIA ASSOCIATION OF RETAIL DRUGGISTS.

Philadelphia, July 6.—In spite of the hot weather of Friday, there was a good attendance at the July meeting of the P. A. R. D. and considerable business of importance received attention. The "Bulletin" which had been sent out by the Recording Secretary with the usual monthly notices attracted very favorable comment on its recapitulation of the work done by the association since January 1, the amount of the actual work done surprising even many active members. The meeting took a firm stand in the question of commissions from the Keystone Telephone Company and voted to take immediate action, looking to the securing of unanimous support from the druggists of Philadelphia for the position of the P. A. R. D.

In the report of the Executive Committee, it was recommended that the resignations of L. Genois, E. C. Warg, J. A. Wamsley, C. K. Keeney, E. Jungmann and G. T. Lambert be accepted. Notice was given that the one "aggressive cutter" here had practically "gone back" on his agreement to present a list of patents on which he was willing to advance prices, the list he submitted embracing only a few of this class that were "dead" as sellers, and that repeated interviews had failed to get any satisfactory declaration from him. This position was contrasted with that taken by the two largest drug firms here, who both had expressed willingness to cooperate on a price schedule and members now knew just how matters stood. The outlook is decidedly hopeful, in spite of the efforts of one "cutter" to break down the work of the association. A check for \$23.00 was turned in to the treasurer from the "Foodigest Company," this being the 3 per cent on their sales through Philadelphia jobbers for the quarter ending June 30, 1901. A vote of thanks was passed for the Foodigest Company and the check accepted.

The Committee on Telephones presented a report, through S. W. Strunk, stating that in obedience to their instructions they had waited on the manager of the Keystone Telephone Company and had presented the demand of the P. A. R. D. for 25 per cent commissions on pay stations in drug stores, but that the manager had replied that the company could not grant this demand. Nothing had been heard from the Bell Company in regard to free call daily and extra commissions. In presenting this report, Mr. Strunk said that the committee had been badly handicapped in its work by the fact that over 300 druggists

had already signed contracts with the Keystone Company for telephones in their stores either at 10 per cent commission or, in many cases, none at all, and that unless these could be induced to cancel their contracts, there was little use for the P. A. R. D. to try to get 25 per cent commission, as the company would point to these contracts as evidence that 10 per cent was satisfactory to many druggists. A spirited discussion followed this report; Messrs. Perry, Rehfuß, Strunk, Stiles and others participating. An admission of the Keystone Company that its success depended upon the placing of their telephones in retail drug stores was made the basis for the argument that the druggists of Philadelphia were in a position to dictate terms if they worked together and that the Keystone Company needed them more than they needed their phones. It was decided to send out notices at once asking all druggists to cancel all former contracts and to stand firm for 25 per cent commission; if this was done, then the P. A. R. D. could act with prospect of success.

The report of the P. A. R. D. delegates to the recent meeting of the Pennsylvania Pharmaceutical Association was presented by the chairman, J. C. Perry. In it, mention was made of the prominent part taken by Philadelphia members and the good work done in the adoption of the Worcester Plan and the continuation of the work of "County Organization." Mr. Stiles being continued at the head of the committee on this work. Reference was made to the report read by the President of the State Pharmaceutical Examining Board, particularly that portion on prosecutions for adulterations. Tincture of Iodine, an article made by the retail druggist, was found almost invariably of U. S. P. strength, while Oil of Santalwood, an article bought from jobbers, was in most cases not up to U. S. P. requirements, this indicating, according to the speaker, that while the retail druggists of the state were almost all honest in their own preparations, they should be more careful in examining goods they purchase from wholesale firms, and he recommended frequent examination of purchases. The pecuniary and professional gains to be made by manufacturing and pushing the National Formulary preparations among physicians were also referred to, with an appeal to members to devote more time to such work and less to patent medicines. Strict compliance with the laws relating to pharmacy was urged upon members, as it was likely that a close watch would be kept by the State Board for violations, and attention was called to the summary of these laws sent out in the July "Bulletin." Mr. Stiles also spoke of the efficient work done at the State Meeting and the pleasant features of the entertainments offered members.

The amendment offered by the By-law Committee changing Art. III of the Constitution to permit registered pharmacists in the retail drug business as "owners, managers or clerks" to become members was then brought up for vote. After an earnest discussion, in which the sentiment of the meeting was shown to be in favor of doing all possible for drug clerks, the proposed amendment was voted down, as it was thought best to confine membership to actual owners as giving the P. A. R. D. stronger claims for recognition as representing the actual drug business of Philadelphia.

Mr. White, of the Pheno-Caffein Company, was introduced and spoke for a few minutes on the "Worcester Plan" and the encouragement given to it by the active work of the P. A. R. D. in its favor. He was warm in praise of this association for its leadership in this work, and predicted general adoption of the "Worcester Plan" before many years.

Beyond the assurance of the attorney of the Hunyadi Janos firm that no further costs would be imposed on druggists defending cases of selling Hunyadi Matyas water, \$88.50 being the amount of costs to date, nothing definite as to the withdrawal of these suits could be learn-

ed. The matter would receive further attention from the Executive Committee. In regard to the acceptance of revenue stamps for dues by the Financial Secretary, the decision of the Collector that date of purchase and source must accompany all claims for redemption would prevent their acceptance for dues, and members must themselves present their stamps according to the instructions sent out by the Treasury Department. A report of the Financial Secretary showed the receipt of \$139.86 in dues more than for the same period last year, the receipts for the first six months of 1901 being \$372.86.

The question of the legality of the demand of the State Board for a fee of \$12 for certificates of candidates passing at the last examination then came up for discussion. After much discussion, it was decided that the matter should rest over to next meeting, it being the feeling of the members present that this fee was exorbitant and unjust.

There being no further business, the meeting adjourned.

Fair Trade.

Philadelphia, July 8.—In spite of the roasting heat of the past week, a record-breaker in many ways, Philadelphia druggists report, with a smile, that business was pretty good and that as far as the cash register is concerned, they could stand a few weeks more of the same sort. Soda water business has been rushing from early morning to late, very late, at night, many stores being compelled to increase their force on this account alone. Never has there been such a demand for ice cream soda, and in many localities it was impossible to get ice cream soda in drug stores after 9 P. M. "Sold out" meeting the eye of the thirsty patron, and it was one continuous hustle to keep enough fresh founts on to meet the demands. The advantages of the "continuous carbonator" style over the old single fount was conclusively shown this week; without their "continuous carbonator" many druggists would have been out of soda water early in the day. A west Philadelphia druggist who ordinarily does a good soda trade said that his soda sales for the week had exceeded any for the past ten years. Prescription business was fairly good too, in the latter part of the week, the hot weather causing an alarming increase of summer complaints and nervous prostration, while sales of diarrhoea and cramp remedies took a boom along with seditives and prepared foods. Yet druggists had their troubles along with other folks, the difficulty of getting ice enough for the soda founts making many even hotter than did the thermometer, some even being forced to shut down early as 8.00 P. M. Altogether it was an exceptional week and if the hot weather continues longer it will cause many radical changes in the usual way of doing things.

Trade has been rather quiet in wholesale circles, little being done outside of regular orders and the supplying of soda water accessories, fruit juices, etc. The wholesale district has adopted its summer closing hours, 5 P. M. week days and 1.00 P. M. Saturdays. Quite a number of local retailers were "caught napping" this week and sent in orders too late to be filled. To insure early receipt of goods and to make work lighter all around, a prominent firm has requested its patrons to send in their orders by 10.00 A. M., if possible.

An Old Land Mark to Go.

Philadelphia, July 8.—After a career of over ninety years, one of the oldest drug stores in the city is to be torn down to make room for a modern building—the fate of many an old landmark. In 1811, Dr. George Glentworth bought the lot of ground on which this store stands, at the corner of Race and Darien streets, then an open lot on Sassafraus and Chester streets, and erected what was then the finest drug store in the city, and the building has stood with hardly an alteration (a type of the old time drug store) since then, the old fashioned store fixtures, shelf bottles, pill jugs and ointment pots being in their accustomed places. On the walls hang various certificates, one of them, the only one in existence, is a certificate issued to George Glentworth, by the Philadel-

phia College of Apothecaries, in 1821, signed by the president, Charles Marshall, vice-presidents, William Lehman and Stephen North, and secretary Daniel B. Smith, a certificate antedating the Philadelphia College of Pharmacy by several years. In 1892, Dr. Glentworth gave permission to the P. C. F. to build a fac-simile two section model of the old store, which was placed in Professor Remington's lecture room. It is reported that the old fixtures, antique bottles and jars, mortars, scales, etc., will be donated to the Philadelphia College of Pharmacy by their present owner, to be added to the collection in the Museum there.

NOTES.

—Philadelphians, who attended the meeting of the Pennsylvania Pharmaceutical Association at Harvey's Lake, are loud in their praises of two of their fellow citizens, who did much to further the enjoyment and business of that meeting, Dr. C. B. Lowe, who acted as chairman in several of the sessions, and D. E. Bransome, to whom fell most of the work of the Entertainment Committee. Dr. Lowe's manner of presiding is spoken of as having been very effective and happy in furthering the business of the sessions, while the entertainments arranged under Mr. Bransome's care, were unanimously declared to have been the most charming and pleasant of many years. Philadelphia may be slow, but her citizens always come to the front in every matter of importance!

—C. H. Horn, a downtown drug clerk, was censured by the Coroner this week for the careless sale of poison to a young woman who committed suicide with it. Carbolic acid was sold to a domestic who signed the name of her mistress to the register, the clerk allowing this, although he knew both mistress and employe, and for this breach of the law, he was brought before the Coroner at the inquest, held over the suicide. It should be a warning to others to exercise reasonable judgment and care in making sales of poisons to parties who claim to be acting for others.

—Among the benedicts of the month past are two well known to Philadelphia druggists, Robert T. Young, of Seventeenth and Chestnut streets, and A. C. Swisher, city representative of Johnson & Johnson. Both expect to do business "at the old stand" when they get through receiving congratulations from their many friends.

—Miss Dora Kline, daughter of Mahlon N. Kline, of Smith, Kline & French Co., was married on the 20th of June, to H. C. Valentine, the head of S. K. F.'s credit department, and the happy couple left for a honeymoon trip to Pittsburg and Buffalo, the latter part via "automobile."

—Messrs. F. W. E. Stedem and L. S. A. Stedman have bought a drug store at Narbeth, a suburb of Philadelphia, and have opened a branch of the Broad and Fairmount avenue store there. There is a very good suburban trade here and Mr. Stedem's new venture will probably do well.

—Messrs. Edler & Brother have opened a new drug store at 7th and Chestnut streets, mention of which was made a few weeks ago. Mr. Laubach has not yet been able to take possession and open his new store on South Thirtieth street, but expects to do so in the near future.

—C. F. Shoemaker, of the firm of Shoemaker & Busch, has taken his family to Atlantic City to spend the summer. Quite a number of local drug men will locate their families at this seaside suburb of Philadelphia and spend Sundays there during the hot months.

—C. A. Werkshagen, an old druggist, well known to many prominent druggists who have clerked for him, departed this life last Tuesday, at the advanced age of eighty years. He had been living at Fifth and Jefferson streets for some time.

—S. C. Henry has been making some very handsome alterations in his new store at 39th and Cambridge streets, including tiled floor, new soda fountain, etc., and now has one of the prettiest stores in that neighborhood.

—G. C. Taggart, of Ninth and Race streets, has bought the Franklin Pharmacy at Sixth and Race streets and will conduct it as a branch of his main store.

—Business is reported as being very good this season at Atlantic City, quite a number of new stores have been opened and many of the old ones have been fitted up with alterations and enlargements to meet the growing trade. There is a steady trade now to be counted on that is in addition to the transient demand, and the "Boardwalk" stores are all doing very well at this. The recent enforcing of local option laws making Atlantic City "dry" on Sundays has had a marked effect on the soda water business, that on last Sunday being the first dry one, largest for many years. Among the changes noted down that way are these: H. W. Hughes & Company have opened a drug store at the corner of Pacific and Carolina avenues; "Cuskaden's Pharmacy" is bright and attractive in its new dress, extensive alterations and enlargement having been made; Galbraith's Pharmacy, recently moved bodily from its location at New York and Pacific avenues, to make room for a new building, will open in its new quarters in a handsome ten story modern structure about July 10.

BALTIMORE.

The State Pharmaceutical Association.

Baltimore, July 8.—The preparations for the annual meeting of the Maryland Pharmaceutical Association, at Ocean City next week, are practically complete. An interesting programme has been arranged and a big attendance is expected. It is thought that not less than one hundred persons will be present and that the sessions will prove to be among the most successful in the history of the organization. The executive committee, in its call, lays stress upon the urgent need of a pharmacy law for the state and adverts to the opportunity to accomplish this object which will be afforded by the next gathering of the General Assembly, in January, 1902. "Hence it is hoped," the appeal continues, "that every druggist, whether a member of the association or not, will be present to express his views thereon, so some conclusion satisfactory to all can be arrived at. Besides this, other matters of trade interest, as also numerous excellent papers will be read and discussed; at the same time a number of social features to while away the interim between business sessions will be introduced."

The Hotel Plimlimmon will be headquarters, as usual, and reduced rates have been obtained from railroad and steamboat companies, the business sessions being held in the hotel casino. As stated in former letters, the programme follows in the main the order of exercises observed last year, the consideration of trade matters alternating with pastimes and contests of skill. Clayton T. Purnell, the mayor of Ocean City, will welcome the delegates on the afternoon of July 16 and Dr. A. R. L. Dolme will deliver a response. At this session, too, the president's annual address will be read. The reports of the other officers will be taken up on the following morning, when the legislative committee will also submit an account of its labors. Reports by the committee on pharmacy, by the committee on legislation, by the committee on pure food and drug law, by the committee to confer with medical societies and other papers will be taken up in the course of the proceedings, which will extend over the larger part of four days. The election of officers will take place on Thursday, July 13, and the installation, as well as the report of the committee on the president's address are among the business of the following day.

Included in the social features are a formal reception and a ball, shooting, bowling and swimming matches, the swapping of fish stories, conundrums, pool matches, a tug of war and a hen race. Prizes have been donated by a number of wholesale and manufacturing drug firms, the assortment being larger than ever before. Included in the make-up of the programme is a list of the queries which have been submitted to the committee of pharmacy as topics for papers to be read at the meeting.

State of Trade.

Baltimore, July 8.—Last week was a busy one for retail as well as wholesale druggists. Both classes of the trade had numerous calls from customers and the total of prescriptions, not less than the volume of transactions at the jobbing houses, was large. This activity heat. Some 75 persons died as the direct or indirect effect of the heat, while hundreds were prostrated. The hospital ambulances were kept on the move all the time and the demand for medicaments was in accordance. Crowds stood around the soda water fountains of the retail establishments and there was briskness in other directions. Some clerks in the wholesale houses were incapacitated by the torridity, which rendered the strain on the others all the more severe. The market for botanicals, however, was marked by quiet. Values were depressed and a general feebleness of tone prevailed. The laboratory forces worked under difficulties and little occurred to claim special attention.

NOTES.

—In the suit of John T. Houchens against Mrs. Mary E. Houchens, whose troubled domestic and business affairs have occupied public attention for some time past, Judge Sharp passed an order last week directing that Mrs. Houchens, in manufacturing a certain proprietary medicine, for the ownership of which both contend, must not use her husband's trade-marks, labels, bottles or wrappers, or imitations thereof, nor must she employ the name of Dr. Houchens.

—One of the members of McCormick & Co., sails on the Minneapolis, July 12, for Europe, on a business trip for his house to look into goods imported by them and also to visit some of the European dealers handling their goods. He will be away two or three months.

—Louis Hergenrath, one of this year's graduates at the Maryland College of Pharmacy and a clerk in the employ of Owen C. Smith, Pennsylvania avenue and Hoffman street, has gone to Minneapolis, where he intends to seek a position.

—The Germaie Chemical Company has been incorporated in Baltimore with a capital stock of \$100,000, by Wallace F. Cartwright, Charles P. Brown, Holland and Clifford D. Bird and others. The company will manufacture proprietary articles.

—E. R. Zimmerman, who purchased the retail drug store of Parr Bros., at the corner of Edmondson avenue and Schroeder street, has sold the place after an ownership of only six days to William J. Lauer, formerly a clerk for Parr Bros.

—The Calvert Drug Company, the co-operative concern organized by a number of retail druggists to purchase goods in quantities, has found it necessary to secure additional store facilities adjoining its old quarters, on South Gay street.

—The pharmacy at the corner of George street and Myrtle avenue, conducted since its opening by the Louis C. Horn Drug Company, has passed into the possession of Dr. Stefek, who will manage it.

—Druggist C. C. Cook has sold his store at the corner of Druid Hill avenue and Lanvale street.

The Prestige of a Well Known Label.

A better illustration of this could not be afforded than by the introduction of Morphine by the Mallinckrodt Chemical Works. The "M. C. W." label has always stood for highest purity in medicinal chemicals, and has been the means of carrying the "M. C. W." Morphine into immediate popularity. We hear only the most favorable reports from druggists handling the "M. C. W." Morphine, and it is now considered one of the leading brands.

~ ~ Baur's ~ ~
"Liquid Fruits" All varieties
(Trade Mark)
 The Ideal Soda Water Syrups



Except you have drank

"Liquid Fruits"

You do not know what a really good glass
 of soda water is.

June 25th, 1901.

We are so well pleased with the Bahama Pineapples which we are just now converting into Baur's "Liquid Fruits" and Crushed Fruits for Fine Soda Fountain Trade, that we cannot refrain from apprising you of the fact. The shipment is without doubt the very finest that we have ever seen during our long experience in



catering to the needs of the Soda Water dispenser. ♡
 The "pines" are very even in size, rich in color and most redolent with the delicious pineapple flavor and aroma. ♡ ♡ By our special process of converting, the natural properties of the fruit itself is conserved in the highest possible degree. ♡ We do not see how the product can fail to be the finest ever offered to the trade. ♡ We are now taking orders for these new goods. Our Strawberries, which we have just finished putting up, are equally fine. ♡ ♡ ♡ ♡ ♡ ♡ ♡

"The Liquid" *Carbonic Acid*
Mfg. Company
 CHICAGO NEW YORK PITTSBURGH
 ST. LOUIS KANSAS CINCINNATI BALTIMORE

Chapel Kola
15¢

*Made in Chicago—
Drank 'round the World.*



*the Queen of Fountain Drinks.
Well advertised.*

*"The Liquid" Carbonic Acid
Mfg. Company.*
CHICAGO NEW YORK PITTSBURGH
ST. LOUIS CINCINNATI CLEVELAND
BOSTON PHILADELPHIA

CHICAGO.

DISTRICT OFFICERS MEET.

Chicago, July 6.—Officers of the various auxiliary districts held a meeting a week ago at the Sherman House, John I. Straw presiding. Fifty representatives from the various districts were present. Reports were received from each one of the twenty-two auxiliary districts, in all of which the work of advancing prices and maintaining their uniformity is progressing quite satisfactorily, except in the Thirteenth District, where there are a number of small department stores. Two of the districts that have been hanging back reported that everything is now lovely and that the aggressive cutters have come into the fold. In the first district it was reported that the drug advertising in the daily papers had stopped. It is hoped that all the department stores will line up in this district in the course of time, and, in fact, all but one are said to have done so, and vigorous measures have been instituted against that one. The officers of the First District are as follows: Walter H. Gale, president; W. M. Sempill, vice-president; L. K. Waldron, secretary and James H. Wells, treasurer.

Among the matters discussed at this meeting were ways and means to get money. Each district was called upon for a statement of how much it would give, and over \$400 was immediately pledged in amounts ranging from fifty to one hundred and twenty-five dollars, some of the districts promising to "hustle" and report next Tuesday at the regular meeting of the Chicago Retail Druggists' Association.

Joseph P. Plummer Retires.

Chicago, July 6.—Joseph P. Plummer for ten years connected with the firm of Morrison, Plummer & Company and at present the secretary of that company, will sever his connection with that firm on August 1. He will return to his former business, the manufacture of shoes, and in connection with Frederick Watson of Dixon, Ill., will organize the Watson-Plummer Shoe Company, which will purchase an extensive manufacturing plant already erected at that place and will put it in operation at once. Mr. Plummer is thoroughly familiar with the shoe business, having been the superintendent of the plant of C. M. Henderson & Company, shoe manufacturers of Dixon, prior to his coming to Chicago. He will move his family to Dixon immediately after the first of August and will reside there in the future. While the members of the drug trade regret to lose Mr. Plummer from their immediate domain, they bid him Godspeed, nevertheless, and hope with him that the opportunity that is said to knock once at every man's door has arrived at his.

Hot Spell Affects Trade.

Chicago, July 6.—The terrific heat of the past few days has affected business rather unfavorably in some respects and favorably in others. There has been an immense demand for fountain supplies, a demand which has started in somewhat earlier than it did last summer and promises to keep up to the end of the season. Aside from hot weather goods, trade has languished. The heat and humidity have been so great that all effort seemed to cost more than it was worth, and everyone who could get away from business sought the summer resorts. This fact alone makes a difference in trade. There have been few business disasters, and no failures so far as known in local drug circles. The demand is such as usually comes at this season for drugs and pharmaceuticals. It cannot be said to be better or worse than in former good years.

NOTES.

—The third quarterly meeting of the Chicago Retail Druggists' Association will be held in the Masonic Temple on July 9 at 2:30 P. M. At this meeting the progress of the work will be discussed, especially as regards the

downtown situation, and reports will be received from the officers of the auxiliary districts. Chairman Holliday of the National Executive Committee, who has just returned from the Pacific coast, will be present and will address the meeting.

—Erastus Dean, of Waterman, Ia., a dealer in meat and drugs, has sold out. It seems to be the privilege of Mr. Dean to have combined the drug business in a new way. —The store of A. L. Coppock, at Evanston and Barry avenues, was robbed recently, the burglars securing merchandise and money to a small amount.

—An excellent picture of our genial friend, George W. Mathison, manager of the Western office of the Emerson Drug Company, appeared in the Daily News' gallery of celebrities recently. Accompanying the picture was a brief biographical sketch. He is named as "One of the Young Men who Got There."

—The well known retail drug firm of H. R. Evans & Company have sold their store at Oskaloosa, Ia., to the firm of Z. T. Reel & Company, who will continue the business.

—T. R. Behrens has sold his store at 615 West Twelfth street to the firm of Behrens & Rahls. Emil Behrens is the senior member of the firm.

—Paul Scott, a brother of A. H. Scott, at Noble and Erie streets, has bought the store of C. S. Tyrell, at Lincoln avenue and Madison street.

—George W. Foote has sold his store at 6356 South Kedzie avenue, to Charles Hollnagel.

—R. S. Alexander & Company succeed W. D. Platt at What Cheer, Ia.

—M. W. Pascoe succeeds Arenschild & Pascoe at Ottumwa, Ia.

—W. F. Moldenbauer, a druggist of Juda, Wis., is dead.

KENTUCKY ASSOCIATION.

The twenty-fourth annual meeting of the Kentucky Pharmaceutical Association was held at Crab Orchard Springs, June 18th to 21st, and was in every way eminently successful. About 75 members, with an equal number of their relatives and friends were in attendance.

The following papers were presented: "Should Purity be the Prime Consideration," by J. W. Gayle, and Vernon Driskell; "Buying Goods," by Addison Dimmitt and J. W. Gayle; "How to Keep Good Clerks," by R. M. McFarland; "Drug Store Rules," by Addison Dimmitt; "The Pharmacist from a Professional and a Mercantile Standpoint," by Vernon Driskell; "The Dispensing Counter," by Vernon Driskell; "Postage Stamps, Telephones, etc.," by Vernon Driskell.

Resolutions were adopted endorsing the methods recently proposed by the N. A. R. D. looking to the betterment of trade conditions.

An extensive and attractive program of entertainment was enjoyed by everybody.

The following officers were elected for the ensuing year: President, J. L. Clark, Vanceburg; 1st Vice-president, H. K. McAdams, Lexington; 2nd Vice-president, C. E. Townsend, Bowling Green; 3rd Vice-president, J. B. Ross, Madisonville; Secretary, J. W. Gayle, Frankfort; Treasurer, Vernon Driskell, Ghent.

Grayson Springs was selected as the place of the next meeting; the time to be fixed by the executive committee.

LOS ANGELES, CAL.—Dr. J. H. Trout, druggist, corner Sixth and Broadway, is taking a six weeks' vacation at the Pan-American Exposition, and visiting in Pennsylvania and New York. Mrs. Trout accompanied him.

J. J. Freeman, druggist at Tenth and Grand streets, is also in the east at present.

Haas, Baruch & Co., wholesale druggists and grocers, have sold their drug department to N. Sale & Son, who have incorporated with a capital of \$250,000, and expect to do a general wholesale drug business. The transfer is to take place about September 1st.

ST. LOUIS.

JOBBER'S NEW RULES CAUSE DISCONTENT.

St. Louis, July 6.—All the retail druggists of this city received a copy of the following circular on the first of the month. It has created a stir among the trade. Many of the leading druggists say that the new rules are all right and do not affect them at all. A greater number have objections to one or more features of the new rules. The cutting down from $1\frac{1}{2}$ per cent to 1 per cent is objected to by the great majority. The rule in regard to the returning of empty containers, etc., is considered an outrage by a great many. There is strong talk, with a very good probability of calling a mass meeting of the retail druggists to take action upon this ruling of the wholesale houses. The circular is as follows:

St. Louis, June 29, 1901.

To the Retail Druggists of St. Louis and vicinity:

Gentlemen:—Through a desire to do everything possible to please our customers, we have for a long time permitted ourselves to assume burdens that were both expensive and inconvenient, but owing to the unlimited service expected of us in conducting our city business and the great expense attached thereto, with the profits growing smaller, it becomes a matter of necessity on our part to make the following changes, which will take effect on and after July 1, 1901.

Containers.—Containers of every description, excepting carboys, will not be received for credit, but will only be accepted for immediate refilling, nor will they be received for storage.

Deliveries.—We will make no deliveries of goods except for customers direct to their stores.

Merchandise.—No merchandise ordered by a customer can be returned for credit after the same has been properly delivered.

Signed orders for goods given to salesmen of manufacturing and distributing houses, after having been accepted by us, are not subject to countermand, and such goods, when delivered, are not returnable to us under any circumstances whatever.

First of Month Orders.—This practice will be discontinued. We cannot date bills ahead under any circumstances.

Terms.—Beginning with July 1, 1901, our cash discount will be one per cent when bills are paid prior to the 10th of the month following date of purchase. No cash discount will be allowed after the 10th of the month, and all purchases will be due and payable on the 15th of the month following date of purchase, i. e., June purchases will be subject to a discount to July 10 and bill will be due and payable on July 15 interest charged after maturity. Trusting that you will appreciate our position in the premises, we are,

Very truly,

Meyer Brothers Drug Co.
Moffitt-West Drug Co.
J. S. Merrell Drug Co.

NOTES.

—Word has just been received that Paul L. Hess, of Kansas City, has been appointed a member of the Missouri Board of Pharmacy. Although there were two St. Louis candidates in the field, everyone feels that the selection was well made. The local candidates would undoubtedly have filled the office to their credit, still Kansas City has not been represented upon the Board of Pharmacy for many years. All concede that Mr. Hess will fill the position to the satisfaction of all the retail druggists of the state.

—C. P. Walbridge, president of the J. S. Merrell Drug Co., spent this afternoon in Bellville, Ill., where he visited the Street Fair and made a speech for the World's Fair. Mr. Walbridge is third vice-president of the World's Fair organization.

—C. P. G. Meyer and wife left last night for the East. In the course of a week or so they sail for Europe where they expect to make an extended stay. They intend to visit their son in South Africa before their return.

—Wm. F. Kahre, druggist at Thirty-fourth and Olive streets, was recently married to Miss Melle Leonhardt, of the south side. They are at present taking in the sights at the Buffalo Exposition.

—Frank L. E. Gauss is enjoying a fifteen day vacation on a large reservation, or hunting and fishing resort, near Denver, Colorado. He is local manager for The Searle & Hereth Co., of Chicago.

—The Judge & Dolph Pharmaceutical Co. have purchased a store site at 315 Olive street, upon which they will erect a three story building to be used exclusively as a drug store. They promise to have something which will be a

novelty in the line of St. Louis drug stores.

—The St. Louis Saturday Night Club meet only once a month during the hot weather. They claim this gives them ample time to discuss the cut-rate question and discuss of the little banquet which they always have.

—The Alumni of the St. Louis College of Pharmacy gave an evening boat excursion on the night of June 27th which proved to be the most select, best attended and popular excursion in the history of the organization.

—J. H. Scherzinger, druggist at 1625 S. Ninth street, has left for a two weeks' trip to St. Paul, Minn. It is reported that he is not likely to return alone, or in other words, enjoying his usual single blessedness.

—The death of James L. Baker, at Kinmundy, Ill., a short time ago came as a sad surprise to many St. Louis pharmacists. He was at one time very prominent in local pharmaceutical circles.

—G. K. Gibson, formerly a prominent local drug clerk, but for the past few months representing The Searle & Hereth Co., was recently married to a prominent young lady of St. Paul, Minn.

—A. H. Scheu, druggist at 4200 Finney avenue, sustained a severe loss by fire on July 4th, caused by the explosion of fireworks by some of the neighbor boys.

—Theo. F. Runge, treasurer of the St. Louis Drug Clerks' Society, and a prominent local relief drug clerk, has gone to Europe to spend the summer.

—Miss Mary Layton, daughter of the well-known druggist at Grand and St. Louis avenue, was recently married to William M. Martin, of this city.

—The St. Louis Drug Clerks' Society will give another one of their select evening boat excursions on the night of July 18th.

—H. Brenner, druggist at Fifteenth and Monroe streets, was recently married to his former cashier, Miss Dora Dries.

—Wm. Tritschler, a former local drug clerk, has gone on the road for Sharp & Dohme.

—F. H. Fricke has bought out H. C. Hornburg at Fourteenth and Monroe streets.

—J. L. Wright is opening a handsome new store at Jefferson City, Mo.

—J. P. Stevens has just opened a new store at Bunceton, Mo.

—J. T. Fritz is opening a new drug store at Stanton, Ill.

RELATIVE TO BASTIAN'S CASE.

New Orleans, La., July 2.

To The Editor: In answer to Mr. J. A. Bastian's explanation, (Era, June 27, page 716), of his having been charged with violating the pharmacy law, by having in his employ a clerk who had not been registered, and who was only used as a makeshift and was not entrusted with any of the pharmaceutical duties of the business, I would like to say that I made the affidavit against Mr. J. A. Bastian that he is not a registered pharmacist, that he put up a prescription for me and stated to me that he had put it up, and that his name was E. J. Bastian. (E. J. Bastian is a registered pharmacist.) I informed him that I was personally acquainted with E. J. Bastian, that I was secretary of the board of pharmacy, and had registered him. Then he told me that he was J. A. Bastian, the proprietor of the store and that E. J. had left his employ two weeks previous and that he was unable to secure a clerk, was running the business himself and in as much as it was no fault of his, that he could not get a clerk, he proposed standing the consequences, and I could go on with my prosecution. I asked if he would get a registered pharmacist for the next day or close his store. He said that he could not get a registered pharmacist and that he would not close his store. When I informed him that I would make an affidavit against him for each and every day that he continued to violate the law, he seemed very much surprised, and promised to try and get a registered pharmacist. On the following morning I was telephoned (as I had told him that he could phone me) by him that he had a registered pharmacist in charge of his business.

Yours respectfully,
F. C. GODBOLD,
Sec'y.

THE NORTHWEST.

Drugs and Bedbugs.

St. Paul, Minn., July 5.—A drug clerk in Minneapolis got into a difficulty of peculiar nature this week, and this is the way a local paper tells how it came about: "It was in vain that Henry G. Larson, who has been clerking at a drug store at Lyndale and Lake street, tried to explain to Judge Holt, in the municipal court, that the only way he had evaded the state pharmacy law was to mix a concoction for bedbugs. He admitted doing that, and hoped to get off light by the explanation, but the court fined him \$50 or 30 days. The law was looked through very carefully, and there was nothing to show that a man was allowed to administer medicines for bugs without having first obtained a license therefor. The bug, it appears, it protected just the same as the human family, and apparently has the same right to careful treatment at the hands of the compounder of medicine. So the violator of the pharmacy law paid \$50, and the bug was avenged."

NOTES.

—Business men and capitalists of Oshkosh, Wis., have just formed one of the largest patent drug businesses in the West, with a capital stock of \$250,000. The new incorporation is the Penn Drug Company, which has been in existence for the past few months with a small capital stock. The development of the business has resulted in the reorganization of the company. Incorporation was made under the laws of West Virginia, the laws governing corporations in that state being favorable to both the corporation and the individual stockholders. The stock is issued in 250,000 shares with a par value of \$100 each. The company is officered as follows: President, Edward M. Crane; vice-president, J. Howard Jenkins; secretary and treasurer, Charles A. Wakeman. Board of directors: Edward M. Crane, manager Thompson Carriage Company, Oshkosh; J. H. Jenkins, president German National bank, Oshkosh; Charles A. Wakeman, druggist, Oshkosh; Leander Choate, president Commercial National bank, Oshkosh; J. H. Davidson, member of congress, Eighth district, Wisconsin.

—Fred A. Conger, of St. Paul, has taken a cottage for the season at Bald Eagle lake, twelve miles out of the city, one of the most charming summer resorts of the Northwest, and has moved out there with his family.

—W. A. Frost of St. Paul, was recently called to his old home at Willmer, on account of the dangerous illness of his mother, who is 84 years of age. She is still living, but hope has been abandoned.

Lanola.

Lanola is a new skin food, of which Billings Clapp Co., Boston, are sales agents. As its name indicates, its base is a wool fat, which makes it particularly desirable for skin complaints peculiar to summer. This new preparation will be extensively advertised this summer, and druggists will have calls for it. Dealers are supplied with special advertising matter, and a liberal quantity of samples. For these samples, and for further information, write to Billings Clapp Co., Boston, and mention the Era.

New Skin.

One of the newer preparations of merit which the druggist is called upon to sell is New Skin, made by the Douglas Manufacturing Co., 107 Fulton Street, New York. New Skin is a liquid, to be applied with a brush, forming a tough, waterproof covering over the skin; in other words, it is a liquid court plaster. Its base is said to be the same as that of collodion, but the solvents are different, and the manufacturers claim it is superior to collodion for the purposes for which it is intended.

THE HISTORIC DRUG STORE—A CORRECTION.

Madison, Wis., July 6.

To the Editor: In the Pharmaceutical Era for May 30, you kindly make mention of the work of the Historical Committee of the Wisconsin Pharmaceutical Association. Please permit me to make one correction of statement. The historic drug store is not to be equipped in one of the rooms of the State University, but in the new home of the State Historical Society. It is true, the University occupies the new library building jointly with the Historical Society for library purposes. The historical collection other than books, however, is in charge of the Historical Society.

The Committee of the State Pharmaceutical Association thought best to turn the collection over to the Historical Society rather than to the University. The writer began the collection of objects, etc., of historic interest in connection with his university work. In 1898, however, he turned over this work which up to that time was one of individual effort, to the State Pharmaceutical Association and suggested that the druggists of Wisconsin seek the cooperation of the State Historical Society. Several Madison druggists as well as the writer are life members of the Historical Society.

It is true the University is a state institution and ought to receive the same hearty support on the part of the druggists that the State Historical Society is entitled to and receives. It is human, however, that many of the numerous graduates of other pharmaceutical institutions residing in Wisconsin would be more interested in the work if conducted under the auspices of the State Pharmaceutical Association and the State Historical Society. Those of us who began the work ten years ago are most anxious to see the realization of the historic drug store and are perfectly willing to subordinate our love for the University in this particular to the welfare of the cause. Already others than druggists are beginning to take an interest in the collection. The time is not far distant when every druggist in Wisconsin will take pleasure in this undertaking and will want to know every drug store previous to 1898 represented, in some way or other.

Very truly yours,

EDWARD KREMERS.

AN EXPLANATION WHICH DOES NOT EXPLAIN.

Montreal, July 4, 1901.

To The Editor, My attention has been called to the item in your issue of 20th of June, under the heading "Here's Nerve and Audacity," and I may say that while your remarks are doubtless intended to be exceedingly severe, they are rather amusing.

Of course Britons have plenty of nerve, and have demonstrated this on countless occasions for hundreds of years before the United States were born or thought of, but whatever nerve we may have is certainly surpassed by that of those who admittedly charge four or five times as much as goods are worth. The German chemicals referred to are, of course, sold at a profit in Canada, and if prices in the United States are, as you say, four or five times as high as the prices at which they can be sold at a profit in Canada, it is easy to figure out how many hundreds per cent the manufacturers or patentees of these preparations are making. Such profits are certainly legalized robbery, and to a Briton it is extraordinary how Americans who profess to be liberty loving submit to such extortion.

It is illegal to import these goods into the United States, and pay the duty. Uncle Sam must at least be participes criminis in allowing them to pass through his Custom House. I have always maintained that Americans do not know what true liberty is, and my opinion is strengthened by your remarks.

Yours truly,

HENRY H. LYMAN,

President of The Lyman Bros. & Co., Ltd., Toronto.

You will rarely find Four-Fold Liniment in the department store. Department stores and aggressive cutters cannot get it.

A FRENCH PHARMACEUTICAL TRAGEDY.

(Continued from page 26, July 4.)

The Two Funerals.

Mr. Raymond Four's funeral took place on Monday, June 10 at 4 P. M. An enormous crowd, largely composed of venders from the adjoining market-place and the surrounding streets, filled the Rue Raugraff; and many persons followed the simple hearse as far as the cemetery. The church exercised her right of refusing her ministry to the family of a suicide, and the proceedings were consequently purely secular, the massive metal crucifix on the coffin being the only sign of religion visible. The attitude of the crowd at the cemetery, rather curious than respectful, drew forth a protest from M. Lafosse, the chemist, who was one of the mourners. The unfortunate widow evidently felt her position keenly, and smelling salts had to be administered to her more than once during the brief procession and last farewell.

Prof. Bleicher's Funeral.

Professor Bleicher's funeral was a public demonstration of respect and admiration for the martyr of duty, who, (as M. Goderin, of the School of Pharmacy, said in his graveside oration) had "fallen like a soldier, on the field of honor." It was in this spirit that General de Cornulier Lucinere, commanding the Nancy garrison, ordered the band of the 79th regiment to take part in the funeral and expressed a desire that every regiment should send a deputation.

All official Nancy was gathered in front of the director's residence when the funeral procession started.



THE ACADEMY AT NANCY.

hearse were those of the School of Pharmacy, the pharmacy students, the Lorraine Society of Pharmacy, the University, etc., etc.

The religious ceremony took place at St. Epyres church and the interment at the Preville cemetery. Graveside discourses were pronounced by M. Godfrin, already mentioned, M. Guignard, director of the Paris School of Pharmacy, M. Bruntz, on behalf of the pharmacy students, and M. Pister, as president of the Students General Association. M. Guillemin (director of the Sanitary service of the 20th Army Corps) spoke of M. Bleicher's services during the siege of Strasbourg in 1870; the Prefect offered "his personal homage of gratitude and respect;" and M. Gasquet remarked that M. Bleicher was of a kind disposition, but "his indulgence ended where his duty commenced," and begged his widow to accept the deepest sympathy of the university on behalf of which he spoke.

The Fatal Interview.

It is stated that the sample of cinchona seized in M. Four's laboratory was of superb color, but totally devoid of alkaloids, and that he stated it was merely a sample not destined to be used.

M. Bleicher's reply, it appears, ran somewhat as follows: "I am only a sort of a formal president of the visitors committees and do not actually visit the pharmacies. Nor do I meddle with the committees' decisions, I simply ratify them. You say this was a simple sample; come now, you cannot make me believe you are going to open classes on therapeutics or materia medica, there were kilos of the same cinchona at your pharmacy!"

After all, you are not going to be terribly injured. Take what comes, like a man, I'm sorry I can't help you out of the difficulty."

Our Illustrations.

The School of Pharmacy, where the tragedy occurred, occupies the rear portion of the Academy building shown in our engraving.

M. Four's pharmacy, it will be evident from our sketch, is a large and handsome establishment, situated in a busy thoroughfare which connects the rue St. Jean (the main business street of Nancy) with the market place. The laboratory will be noticed on the right of the sketch, separated from the pharmacy by the main entrance to the house. The double cross of Lorraine figures on the shop front, and the arms of Nancy and Paris ornament the four large jars in the frontage. It is altogether an excellent specimen of a French pharmacy, doing a large general business (in medicines, drugs, bandages, sundries and mineral waters) of a more or less "cutting" character.



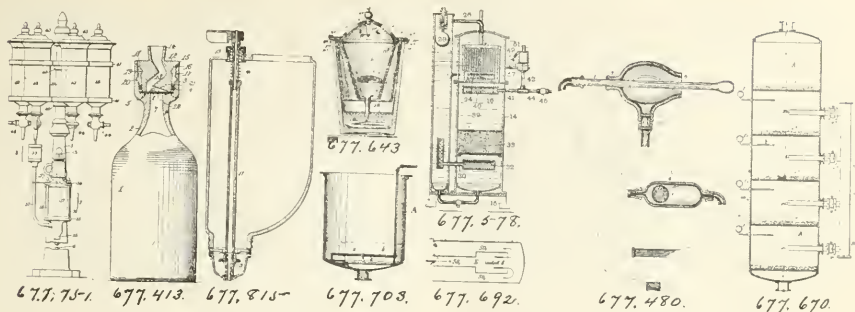
PROF. BLEICHER'S FUNERAL.

Madame Bleicher follo led on foot. The procession of the various faculties of the university, in their robes of office, were preceded by the official mace bearer. The students of the university, in velvet caps, were grouped around the banner of their association. Three generals, many officers, the mayor, the local bench, etc., were all represented. The pall-bearers included Professor Godfrin, of the School of Pharmacy, the head of the faculties of Sciences, Law, Literature, and Medicine, the Prefect of the Department, and the head surgeon of the local army Corps. Among the handsome wreaths borne behind the



Mr. Raymond FOUR's Drugstore (sketch at Nancy for the ENA)

PATENTS, TRADE MARKS, ETC.



PATENTS.

Issued July 2, 1901.

- 677,913.—Edward Hoerichs, assignor to T. A. Bryan, C. H. Boone, and E. Hoerichs, Baltimore, Md. Non-refillable bottle.
- 677,480.—Mary K. Thomas, Akron, Ohio. Syringe.
- 677,514.—Adolf Israel and R. Kothe, Elberfeld, Germany, assignors to Farb-fabrikken of Elberfeld Co., New York, N. Y. Guandin compound and making same.
- 677,515.—Adolf Israel and R. Kothe, Elberfeld, Germany, assignors to Farb-fabrikken of Elberfeld Co., New York, N. Y. Mixed guandin derivatives and making same.
- 677,578.—Frederick W. Lempe and W. Koedding, St. Louis, Mo. Apparatus for purifying liquids by electrolysis.
- 677,643.—Fred G. Dieterich, Washington, D. C. Formaldehyde-generator.
- 677,649.—Constantin Krauss and J. Wach, assignors to Farbwerke vorm. Meister, Lucius & Bruning, Höchst-on-the-Main, Germany. Making sulphur trioxide.
- 677,682.—Philipp Pauli and C. Krauss, assignors to Farbwerke vorm. Meister, Lucius & Bruning, Höchst-on-the-Main, Germany. Making sulphur trioxide.
- 677,703.—Ernst Schlemann, Hamburg, Germany. Producing wax-like bodies by the action of oxidizing agents.
- 677,751.—Bernhard Baron, London, England. Soda-water fountain.
- 677,715.—Joshua W. Sutton, Brooklyn N. Y., assignor to American Soda Fountain Company, Boston, Mass. Syrup-jar.

TRADE-MARKS.

Registered July 2, 1901.

- 36,668.—Certain Named Toilet Preparations and Soaps. George Chaney Stevens, New York, N. Y. The word "Zodiphrent."
- 36,669.—Proprietary Medicine. Ira L. Browning, Rich. W. Va. The letters "C. Q. R."
- 36,670.—Proprietary Medicines. The Liquid Ozon Co., Chicago, Ill. The word "Liquozone."
- 36,671.—Cough Remedies. Jeremiah S. Dorse, Columbia, Mo. The representation of a landscape together with a cannon, an elephant, and broken bottles.
- 36,672.—Liquid Anesthetic. Hector J. Bell, St. Paul, Minn. The hyphenated word "Sup-re-nol."
- 36,673.—Eye-Salves. Howard Bros., Buffalo, N. Y. A plurality of circles, with the representation of an eye enclosed within the inner circle.
- 36,674.—Tonic. Clifford Chemical Co., Milwaukee, Wis. The hyphenated word "De-no-vo."

LABELS.

Registered July 2, 1901.

- 8,502.—Title: "Lithia-Malt." (For Malt Extracts.) Albert Lieber, Indianapolis, Ind. Filed May 31, 1901.
- 8,503.—Title: "Stryx Tonic." (For a Hair-Tonic.) W. D. S. Co., Burton, Ohio. Filed June 11, 1901.
- 8,504.—Title: "Eucalcemo." (For a Toilet Preparation.) Charles W. Ledingswell, Jr., Whittier, Cal. Filed June 16, 1901.
- 8,505.—Title: "Hood's Foot Friend." (For a Powder.) Hood Chemical Co., Sparta, Ill. Filed June 6, 1901.
- 8,506.—Title: "E. B. F. Hayth's Great Egyptian Salve." (For Salves.) E. B. F. Hayth, Milwaukee, Wis. Filed June 7, 1901.
- 8,507.—Title: "Life-Saving Cholera Cure." (For a Medicine.) Louise V. Fischer, Minneapolis, Minn. Filed June 6, 1901.

DESIGNS.

34,712.—Bottle. Howard C. Heinz, Pittsburg, Pa. Filed April 10, 1901. Serial No. 55,256. Term of patent 14 years. The design for a bottle.

Medicura Soap.

The advertising that the manufacturers of this soap are doing is likely to make it one of the greatest soap successes of recent years. Newspapers, magazines, and periodicals are used, as well as posters, painted signs and other mediums, and the whole United States is covered. The manufacturers have said that it is their intention to make Medicura the leading medicated soap in the world, no matter what it may cost. This soap is said to be prepared from one of the formulas of one of the most eminent medical authorities of Europe, and its ingredients are pure vegetable oils, with which are combined certain medicinal properties, which render it a most excellent remedy for skin diseases. It is the desire of the manufacturers to maintain the established retail price, and they make a special offer to druggists of half a dozen cakes free for a window display, on an order for six dozen soap, while an order for twelve dozen carries a 5 per cent. discount and a dozen free cakes. All orders are filled through the jobbing trade, but the free goods are forwarded direct from the manufacturers, provided the soap is not sold below the prices established by the N. A. R. D. The price of Medicura Soap since July 1st has been \$2.00 per dozen, net.

YOU HIT IT RIGHT



WHEN YOU BUY



PURE FINE PARA RUBBER BANDS

AND
OTHER RUBBER GOODSMADE BY
THE GOODYEAR TIRE & RUBBER CO.

AKRON, OHIO

Notice Regarding Fellows' Syrup.

The Fellows Medical Mfg. Co., Ltd., sole proprietors of Fellows' Compound Syrup of Hypophosphites, warn the wholesale and retail drug trade against buying or selling colorable imitations of their well known preparation, even though these bear a different name than "Fellows'." They call attention to the fact that the highest courts have decided that if a preparation is offered for sale which so much resembles another one that an innocent purchaser may be deceived by this resemblance, this is an infringement of the trade-mark law, and makes all persons who sell it, either at wholesale or retail, liable for damages to the proprietor of the article imitated. The proprietors of Fellows' Syrup desire to be absolutely fair in all of their dealings with the trade, but they insist upon, and will protect their rights in this matter. For many years they have expended a great deal of money to acquaint physicians and the public with the superior medicinal qualities of their preparation, and to create a legitimate demand for it. They have made customers for the drug trade, and all fair-minded druggists will see the reasonableness of the stand they take, as announced in their advertisement in the Era.

Saves the Price of a New Hat.

Hat Bleach is a preparation which cleanses and bleaches soiled straw hats and makes them practically new. It reaches into every crack and crevice of a soiled hat, and drags out the dirt. The manufacturers guarantee that it will make an old hat as good as new without injuring the straw or thread, and that it will positively clean any white straw yet produced. It is easily applied, it does the business in five minutes, and costs but a trifle. At the same time, Hat Bleach will clean cane chairs and baskets perfectly. During the summer months it is a money-maker for druggists, to whom it appeals because it sells at sight and gives satisfaction to the customer, besides paying a good profit. It retails at 10c. and 25c., and may be had of jobbers, or directly from the manufacturers, prepaid. Address, Hat Bleach Co., Department E, Xenia, O.

Mrs. Dr. Drew Paid the War Tax.

Mrs. Dr. Drew & Co., Lowell, Mass., the manufacturers of the well known remedies for women, Nerve Strength, Vitrol, Natural Digestal, etc., have paid the war tax since it was imposed, in 1898, and, having made no change in their prices, there was none to be made July 1st, when this tax was taken off. The remedies which Mrs. Dr. Drew & Co. are pushing have been used in Mrs. Dr. Drew's private practice for over twenty-three years, and in that time have had a wide sale. Attractive advertising matter, price lists, banners, etc., are furnished free upon application, and the remedies are handled by nearly all jobbers and up-to-date retailers.

New Prices on Vapo-Cresolene.

The following prices on Vapo-Cresolene went into effect on July 1:

Vaporizers, complete	per doz.	\$12.00
Cresolene, 2 oz.	"	2.00
" 4 oz.	"	4.00
" 16 oz. (family size)	"	12.00
Cresolene Tablets	per doz. box	2.00
Extra Lamps	per doz.	2.75
" Burners	"	1.00
" Globes	"	.75
" Wicks	per gross	.75

McGee's Corn Cure.

The manufacturers of McGee's Corn Cure and Improved Plaster state that it can be sold with an absolute guarantee that it will do all they claim for it, namely, that it is easy to apply, will give immediate relief, and will not leave the feet sore. This article pays the druggist over 100 per cent. profit. Write for prices in quantities and for samples and advertising matter to the Star Chemical Co., manufacturers, Louisville, Ky.

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Druggists' Advertising.

A. J. Embree Helton, Texas, is not only a retail druggist by profession and experience, but has given careful study to the needs of the average retail druggist with reference to his advertising. He feels that his experience enables him to write business-bringing ads. and he guarantees satisfaction. He now announces to the trade that he can serve three or four more weekly clients at 50c. a week. He furnishes four original sample advertisements for \$2.00.

Hearn's Dry Goods Store, West Fourteenth street, New York, will close all day Saturdays during July and August, thus giving their employees a full holiday. This is one of the indications of liberal-mindedness of James A. Hearn & Son; another is that they do not attempt to cut into the business of druggists. They handle no drugs, groceries, or liquors, but they do carry everything in dry goods, they make a bid for the dry goods trade of druggists. They are certainly entitled to this patronage whenever it is possible to give it to them.

The Pharmaceutical Era.

EVERY THURSDAY.

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ERA "BLUE BOOK."

These Price List editions of the Era, issued in January and July, will be sent free to all regular yearly subscribers.

ADVERTISING RATES ON APPLICATION.

Address THE PHARMACEUTICAL ERA,
NEW YORK.

Telephone: 2240 Franklin. Cable Address: "ERA"—New York.

SEE LAST READING PAGE FOR COMPLETE
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AN EDUCATIONAL TRAINING NECESSARY.

About a year or so ago announcement was made in these columns that the California College of Pharmacy had put into operation its scheme of demanding something more than a grammar school education as a preliminary requirement to matriculation. The experiment, according to the college authorities, has been a costly one; the number of matriculates was greatly reduced, but the work of the college was much improved by the superior culture of its student body. Indeed, results have been so satisfactory that the college authorities will go still further, and while applicants who have completed two years high school work will be admitted, they unreservedly recommend that young persons who intend to become pharmacists shall continue their studies wherever it is practicable until each student can present a diploma from a high school or accredited secondary school. These recommendations are in accord with the trend of technical education at the present time, and colleges of pharmacy are fast awakening to the fact that the better general education a student may have, the better he is equipped to master the problems presented in the study of pharmacy. A trustworthy foundation is necessary for the erection of any structure, and this elementary principle of architecture applies with equal force to the education of pharmacists. The man who has the best chance in life is the educated man, the one who best understands his calling, be it a trade, a business or a profession. It is doubtful if any business in this country is suffering so keenly from undue

competition as that of the pharmacist, and as our California friends so well argue, everything else being equal, the one who can best compete in the struggle thus brought about is the man with the best pharmaceutical education. Pharmacy is undergoing so many changes that only those who understand the scientific part of their calling, as well as its trade side, can expect to succeed. In a few years the pharmacist in middle life, who has only acquired such a smattering of the scientific matters pertaining to his business as comes under his notice from day to day in the drug store, will be handicapped by his want of exact knowledge, and will see, to his chagrin, others who have had a better pharmaceutical education than he, reaping the golden harvest, while he stands by and carps and criticizes and blames the times for his want of success. A generation ago it seemed as if it were optional whether one should acquire a scientific pharmaceutical education or not, and hence many drifted along the old way, only the more enterprising entering a college of pharmacy; but now it is different. The signs of the times indicate unmistakably that the pharmacist of the future must be an educated man. The public safety demands it.

DRUG ADULTERATION.

The adulteration of articles of food, drugs and medicines in Massachusetts continues, and a recent report on this subject by the Board of Health is made the basis for liberal comments and numerous conclusions by the popular press of that State. Some strange things are announced under "scare-heads," and many statements made by newspapers should be taken with a grain of salt. But that adulteration exists, and to an extent which makes the matter a very grave one cannot be gainsaid. To be sure, the adulteration is generally of a very mild form, but it is there. A few facts from the report referred to are not out of place.

The board recently collected several hundred samples and analyzed them in its laboratory, finding a very large percentage to be of a fraudulent character. Of twenty-nine samples of borax already examined twelve were adulterated, and it appears that most of these were taken from department stores. Lemon extracts appear to be the worst kind of commercial fraud coming to the attention of the health officers. Thirty-nine samples were analyzed without finding more than one genuine article. Vanilla, also, is badly adulterated, yielding only five genuine out of thirty-five samples. More than thirty per cent. of the mustard is deficient, and not all the maple sugar on the

market is pure. Prosecutions have been made in Springfield, Lawrence and Taunton for the sale of adulterated vanilla, lemon extracts and coffee, and fines were imposed. The percentage of adulteration in milk is comparatively small, one dealer in Concord being reported and fined for selling milk which was below the standard. Ten samples of tincture of iodine were examined, and nine of them were below the standard. One article, which in another State was found to be adulterated, was imported to Massachusetts and sold under another name. Only a few samples of confectionery have been examined, and all were reported good. The Board of Health, however, finds it somewhat difficult to determine what the quality of confectionery should be.

The expense of carrying on the investigation of the Board of Health costs the Commonwealth a nice little sum. But it is a business which pays; it pays in the protection of the people's health and purse against fraud; it pays in the way of educating the merchant, especially the druggist, up to a sense of his heavy responsibilities. It also pays by making possible the detection of willful wrong doing and bringing about its punishment.

A QUEER POISON LAW.

There seems to have been a commotion in the British world of pharmacy lately, which has been unsatisfactorily settled. It has exposed the weakness of the law governing the sale of poisons in Great Britain, where it appears claims have been made that anyone has the right to sell any drug or poison except a "scheduled poison," whether registered or not, because, to quote from the petition of the Glasgow Southern Medical Society to the General Medical Council in London, "the practice," on the part of medical practitioners, "of keeping open shop in which drugs may be sold has been the custom from time immemorial," because in the framing of the law regulating the sale of poisons "no distinction was drawn between the owner of the shop and the seller of the poison," and because "the power to sell any drug or poison except scheduled poisons is the undoubted right of every citizen."

The case in point, which discovered the weakness of the British Poison Law, was that of a Scotch physician found guilty of the charge, "that he, being a medical practitioner, habitually employs assistants for the sale of drugs and poisons, persons who are not qualified to act as chemists' or pharmaceutical assistants." Considerable public noise induced the Glasgow Southern Medical Society, in behalf of their "honor" to petition the General Medical Council to throw out the indictment against the accused practitioner. The petition was refused consideration. So the President of the Glasgow Society, in a subsequent meeting, warned his brethren that to keep within the law they had better exhibit a notice in their shops to inform the public that scheduled poisons would be dispensed only at certain hours, when the doctor would be in attendance. While he did not mention it, the president obviously intended that unscheduled drugs and poisons could be sold by anyone.

It certainly shows up a peculiar state of affairs, but according to later reports, the Glasgow medical men have promised to be good, and they will probably hereafter employ only such persons for assistants as are legally qualified to sell poisons.

THE TARRANT INDICTMENTS.

As related in our news columns this week, the Grand Jury has indicted two of the officers of Tarrant & Co., wholesale druggists of this city, in whose building a disastrous explosion occurred last October, which resulted in the loss of life. Besides the responsibility for the death of the victims, the officers of the company are charged with violating the ordinance of the fire department in storing great quantities of explosives, oils, sulphur, etc., without notice to the authorities, and also with failure to provide the proper partitions to protect the explosives, allowing them to be placed in the open, to the imminent danger of lives.

Manslaughter and criminal negligence are serious charges, and the indicted officers have many friends in the drug trade who wish they could be relieved from this great responsibility. But it has been practically admitted and proven by the evidence that undue amounts of prohibited materials were in storage on the premises. Whatever the results of the trial may be, they will serve to show that ignorance of the law is no excuse, and that it is the duty of any firm of business men to know what is on their premises. The neglect of this knowledge or duty, strikes at the right of self-preservation and the right of the conditions necessary to the maintenance of life and health. But, as we have stated on other occasions, there are others besides the indicted officers who must not be relieved of responsibility. There are the firms who stored excessive quantities of dangerous articles in the building which was destroyed, knowing, as they must have known, that they were thereby violating the law. And what shall be said also of the authorities who allowed such things to go on under their very eyes? What are inspectors for; should they not inspect? And what of the insurance companies also? Are their inspectors not supposed to see that the provisions of their policies are strictly observed?

In looking over the many samples of retail druggists' advertising which come to our attention we note a lack of that particular kind of information the druggist is supposed to best know. There are many interesting things about material, apparatus, processes, etc., used in the drug business which might be told to the public. This information only needs to be put into popular form or translated from "shop" to ordinary language to make good material to work into advertisements.

The drug clerk in hot weather earns his salary, for it is rarely he gets a vacation like other people. In many places he is even forced to forego his customary afternoon and evening off. His job is no insecure, and after a year of faithful work he should be given a chance and his regular salary to get away from the store for a reasonable length of time. Ten to one he will come back a better man and a better clerk.

BUSINESS PHARMACY.

The Experience of Druggists with Profit-Bringing Methods. Hints and Suggestions.
Original Papers from Practical Business Druggists. The Various
Phases of Drug-Store Management and Economy.

ADVERTISING POINTERS.

By STYLUS.

My former article (under a different alias) having met with unexpected favor, I am induced to administer another dose of my Lightning Elixir, for the benefit of pharmaceutical anemics and those in need of a restorative. In this treatment I shall use as the principal ingredient "advertising," to be used as directed. By the way, while on this metaphorical ground, I shall say that many druggists get unsatisfactory results from advertising for the same reason that many of their customers fail of benefit from their medicines—they fail to continue it long enough, or go at it haphazard—a heaping dose to-day, forget it tomorrow—a big "add" mayhap once a year, and the rest of the time without a line to let the public know they are still "on deck." In fact, the simile is very appropriate, for in order to get the good out of printers' ink it must be used judiciously and systematically, until your "little business propellers" or industrial tablets get thoroughly assimilated by the general system. Then, and not till then, you are likely to hear something "drop." It would be a fool doctor or a fool patient who would give or take one or two doses of medicine and expect a radical cure. So it would be equally foolish to expect one little ad.—and maybe that badly concocted—to create a rush of business.

I don't mean to inculcate the idea of reckless expenditure of money in bringing your particular store or certain class of goods before the public, but I do intend to prescribe all the outlay you can consistently spare in good, sensible, honest advertising. Maybe at first you can't let go of much for this purpose, but you will find after a time, as your business grows in consequence, that you can turn loose more and more, and that instead of charging it up to the loss side of the ledger (if you keep such a thing), that you can simply add it in as profit, for although it is not specifically in evidence it is somewhere among the receipts, or in fresh stock on the shelves—and that reminds me: a new drummer started on the road, and found it necessary to purchase a late style hat. He paid five dollars for the hat, and very properly put it down against himself on his personal expense account. Falling in with a jolly old sinner, who had been on the road long enough to love a joke, especially at the expense of the "greeners," the old cock told him he should simply have charged it under the head of general expenses, and let the house pay for it. Agreeably the neophyte transferred it to the column of general expense, thus: To one hat, \$5. When he got back from his trip, and handed in his book for auditing, the general manager called him up and informed him that the house might pay whisky bills, but was not to stand for hats. On his next trip the young traveler again met the wicked Old Timer, and ruefully recited his trouble over the hat incident. The O. T. smiled blandly over the hat incident, and ruefully recited his trouble over the hat incident. The O. T. smiled blandly, and said: "Why, d— it, you should simply have charged it as 'sundries,' and left out the article." When the young man

again handed in his book, the general manager remarked: "Well, Green, I see you haven't got us charged up with a hat this time." "No," replied the smart young man, who thought he had learned a thing or two, "but I've got a \$10 silk vest in there, just the same."

So you may not always know just where your advertising returns have come in, but they are there, nevertheless, or will be, in the long run.

Now, in the first place, have something to advertise; something that is worth advertising, and tell the truth about it in the shortest, plainest, and most direct way possible. One thing at a time is best. Don't try to crowd your whole shop into a five-inch space. Take up something like soap, for instance, and then fairly rub into 'em; lather 'em with it until everybody shall think yours the only place this side of the New Jerusalem where one can get the real, genuine, pure, unadulterated, good-enough-to-eat soap. It will make all other soaps look pale and sickly in comparison, and your competitor across the way will go out behind the store and throw ashes on his bald head.

Make your ads. interesting and spicy, and folks will watch for your next. Then give them a "song" about tooth-brushes or toilet cream, or cutlery, or stationery, or scrub brushes, etc. cetera. Quote a price, and make it low, and then you can get a full profit on other articles when the little flies dance into your parlor. Don't—for Mary Jane's sake—don't put an old, stale, stereotyped ad. in, in a la this:

PILLIPUS PULVERIZER.

Druggist.

Dealer in Fresh Drugs, Chemicals, Oils,

Varnishes, Brushes, etc., etc.

Prescriptions Carefully Compounded.

And then let it run awhile year till you have forgotten about it, and the public has got so tired of looking at it that they even get "sore" on your place, and give you the go-by. That sort of advertising is the kind that really "don't pay." It's the sort that the old mossback complains about, who sits back in his shell and "cusses" business.

Put up some first-class specialty, such as you can get from a standard formulary, and use it as a "leader" and advertising lever. Expatriate on its good qualities, keep hammering on it, and offer it instead of the standard nostrums, on which you don't make a profit, but have the said standards on hand, if the customer wants that particular brand. What with the cut-rate or cut-throat policy now in vogue, department stores, groceries, livery stables, and others that infringe on the druggist's preserves, the latter day apothecary will have to cast about for new avenues, and the specialty is about the best "graft" (as our friend, John L. Sullivan, might remark) of which we wot. Put a good name on it (duly registered) and then the world is your field—all you have to do is to cultivate it.

"Be not like dumb driven cattle."

But take the bull by the horns—

And get there!

The Era pays \$5.00 for each accepted contribution to this department. Proprietors and clerks are especially urged to relate their experiences and offer suggestions on all phases of the practical business side of pharmacy. Make your papers short, about 1,000 words (one Era page) in length.

STORE HINTS.

By FRANK B. STYLES, Hempstead, L. I.

It is very often a delicate matter to offer "hints" about some certain subject which may be under discussion, and equally as often the hint rebounds very much to the discomfiture of the originator of the same. Nevertheless, it rarely occurs that the hint has no value to any one, and with this apology for offering the following suggestions, I shall endeavor to present a few which have been profitable.

Keeping a store clean is very essential, and one question often arises: "What shall I do with the sweepings?" Naturally, they are taken out and stored in various ways, sometimes for indefinite periods until they become such a nuisance by being in the way that one is compelled to act. Then as such acts are often productive of unprofitable results, it causes two items of expense, viz.:—cartage and cost of fuel. When the store is being swept each day let the papers and boxes, which are frequently dropped on the floor behind a counter, or sometimes gathered in boxes at various stations about the store, be taken by themselves and placed in a box or barrel reserved for the purpose in a convenient place near the laboratory stove. The floor can then be swept with damp sawdust, and the dirt carried out to another box and collected to be carted away. You will find your expense account for cartage is thereby lessened and the fuel account for laboratory stove is also diminished, as, instead of burning coal, wood or gas, you can burn the papers, which make a hot, quick fire. In this way also you dispose of trash in a sanitary way that makes a saving in your expense account. Almost every packing box or barrel that comes into the store has packing in it that is very convenient to burn, and if consigned to a place reserved for such purpose, it can be made to do its share to lessen expenses. For instance, a case of empty bottles comes packed in papers—save them. A box of drugs is packed in excelsior—save the excelsior, as either one of three dispositions can be made of it very conveniently, namely, you may use it for packing, or you may sell it to be used as packing, or, if you have too much on hand, it is very handy for fuel in the laboratory stove; in either instance it has some value to you.

The disposition of cases of empty bottles for convenience is oftentimes a serious question. Many times a cellar cannot be reconstructed to accommodate either you or your stock, and it seems to require considerable time and plenty of thought to devise a suitable way to dispose of the cases. Suppose you have a bare cellar at your disposal, it will be very convenient to construct a rack of two timbers for stringers about two feet from the floor and supported by short posts resting on the cellar bottom. Under this rack you can place your bottle cases, and as you have occasion to remove the bottles the paper can be placed in your trash box for your stove. In this way you can keep each case free from paper scraps, and they are not thrown upon the floor to make a bad appearance. To keep a cellar clean requires close attention to details.

The one great idea of having a place for everything and everything in its place applies in the cellar as well as it does to any other part of the store. Upon the rack barrels of all kinds can be placed.

In some places there is an attempt to label boxes and barrels and the methods used are various, both in kinds and permanence. As good a plan as I have seen used is this: Have the required number of 6-inch square by one-half-inch thick smooth blocks of wood painted white. Upon these blocks can be painted in black or red the various titles required, and having cut a hole which will allow a nail to be pushed through the block and driven into a box or barrel, you will thus acquire a set of wooden tags which will be convenient, uniform and lasting.

There is one great convenience which all stores cannot have, and that is a rear entrance which is accessible to the street. Much of the dirt which is brought into the store by packages being carried in at

the front door, would either not get into the store, or would only be taken into the rear of the store out of sight of customers. A rear entrance to a store is a valuable acquisition.

In any store there are always quantities of scrap paper and odds and ends of trimmings to be cared for, and in many instances they are thrown upon the floor. This is a very poor disposition to make of trash. Sometimes it is convenient to have several small traps in the floor behind the center into which scrap paper can be thrown, to be received on the under side by a box put there for the purpose. These boxes can be emptied every day, or as often as they are filled.

Very often bottles are broken in the store, or there are bottles that are brought in to be filled that are worthless, and to run out of the store to throw them away uses valuable time. A box can be conveniently placed for the reception of such goods. This will also keep much stock that is of a disagreeable nature to handle separate from what might be called clean trash which you intend for burning.

NOTE ON VETERINARY PHARMACY.

By ANTHONY ERTEL, Hempstead, L. I.

Considerable has been, and is being, written daily about preparing the various pharmacopoeial preparations and physicians' prescriptions, but very little if anything is written or said in regard to our veterinarians and their prescriptions, or about preparing the various remedies for our domestic animals, and faithful servant, the horse.

Some druggists in certain localities receive quite a revenue from prescription work of this nature, which work is carried on with as much care and preciseness as is the filling of any physician's prescription, for often the life of some valuable horse, or other animal, depends upon the remedy. Some druggists have a false idea that anything will do for veterinary prescriptions; but the veterinarian should be given as good treatment and attention as the family physician. Show him that you are careful with his work, and gain his confidence, and he can help to keep your ledger balance on the right side, by recommending you to his trade, as he will be able to give both owner and attendant confidence in your ability to serve him right.

Liniments, ointments, blisters and drenches are easily prepared, but boluses and electuaries, owing to their consistency and mode of administering, require considerable experience to prepare them properly. To prepare them other than in the proper way would lead the veterinarian to believe you did not understand the preparation of his remedies, and a false impression once gained is hard to overcome.

To prepare a bolus nicely, after all the ingredients are weighed and triturated together, add a small quantity of simple syrup, and beat this into an ordinary pill mass. Roll out and cut into the required number prescribed, then roll each into the shape of a suppository, and finally wrap each one in a piece of tissue paper, twisted at each end and neatly trimmed off. The bolus is given with paper on it previously wetted.

Electuaries require practice to bring them to a proper consistence. After all ingredients are placed in the mortar, add molasses or simple syrup, gradually, while triturating, until the mass will run from the pestle when removed from the mortar. This will harden as the syrup begins to penetrate the different drugs. Owing to the mode of administering this medicine, it should be placed in a wide-mouthed jar, preferably a fruit jar, as it can be easily taken out with the tablespoon.

Druggists having business in locations where many valuable horses, and other animals, are kept, should at all times be prepared with formulas for ailments and troubles which require immediate attention: the most common of these is colic.

The kennel is also a very profitable line to cater

to, for when dogs are kept in numbers, and closely confined, they are very apt to develop mange and other diseases, which can be treated successfully by the owners of such, with a little advice on your part. A few formulas may not be out of place.

For the Kennel.

Mange.

Whale Oil	2 parts.
Oil tar	1 part.
Flowers of sulphur	1 part.

This is to be thoroughly mixed and applied to the affected parts, and allowed to remain for about 24 hours, when the dog should be washed and a fresh supply used, usually 2 or 3 applications will cure. This remedy contains no poison, and cannot injure the dog should he lick it off. Another common ailment is distemper, which can be successfully treated with the following mixture:

Kall Chlor	5ij
Spts. Minderer	5j
Spts. Aeth. Nit.	5j
Tr. Hyocyan.	5j
Aqua q. s. ad.	℥j
M. Ft. Sig. Teaspoonful every 3 hours.	

For the Stable.

Colic Drench.

Tr. Opil.	5ij
Sulph. Ether	5ij
Raw linseed oil	℥j
M. Ft. Sig. One dose.	

Founder.

Tr. Aconit.	5j
------------------	----

Sig. 20 drops in $\frac{1}{2}$ pint cold water. Repeat every 4 hours.

PHOTOGRAPHIC SUPPLIES AS A PROFITABLE SIDE LINE.

By W. ULLEMEYER, Rock Island, Ill.

It has been my experience that one of the best side lines for a druggist to handle is photographic supplies for both amateur and professional photographers. It is a clean, profitable line, and does not require much money invested. It pays to advertise this line in the daily papers, especially if you wish to introduce something new. It has paid us and well. It increases the cash sales decidedly; it being mostly a cash business and a luxury, you are seldom asked to give credit.

The line particularly fits the drug business, and no other business man is so well adapted to push it as a good, live druggist. It brings a class of pleasant, intelligent people to your store that probably would not come otherwise; it keeps your store before the public as a first-class store for photographic materials and chemicals, and helps to make a popular place of your store and increases the sales on other goods.

Two years ago in September we bought our first invoice of goods amounting to \$20.00, consisting of a few cheap cameras, dry plates, print paper, developing and toning solutions, a few ruby lanterns, trays, card mounts, etc. We hardly knew what to buy, as we were green at the business, but we soon found out what was wanted from the people who came in to buy. We found the goods sold readily, although there are five other stores in our three cities selling the same goods. Competition is strong, but that didn't discourage us any. Feeling encouraged we gradually increased our stock as the demand warranted. We put in a few Rochester Poco and Premo Cameras, a few Cyclone cameras ranging in price from \$10 to \$25; tripods from 75 cents to \$2.00; flash guns and lights, a good assortment of card mounts as large as 8x10; photograph albums, etc. Our entire investment now is not over \$250. We buy the goods as we need them, finding it is not necessary to carry a heavy stock. The first year the sales were over \$800; it will double that now. Securing the right to sell American Aristo papers, we have gone after the trade of the professional photographers, furnishing

them with their paper, on which there is 25 per cent profit. This also brings some of their trade on plates, sulphite soda, hypo., pyro., chloride of gold, etc., averaging 20 per cent profit.

For amateurs we arranged a small dark room under a stairway where they can load their cameras, keeping a ruby lamp handy. This also serves as a good place for plates, papers and extra supplies. The profit in this line is as good as, if not better than, in patent medicines. It pays to have some knowledge of the art yourself, as you can be of much service to amateurs in giving information on developing, printing, toning, timing exposures, and by taking pictures of interesting subjects and showing your patrons what can be done, for this helps to keep up their interest in amateur photography and often makes good sales.

This line has paid us and well, and we expect to do more business than we have done in the past. It will pay any druggist profitably who has a little push and energy.

HOW TO SUCCEED IN THE DRUG BUSINESS.

By STEWART GAMBLE, Minneapolis, Minn.

The druggist who would succeed in his business is the man who has the confidence of the people, is upright and honorable in all his dealings, and who attends strictly to his own affairs.

As far as possible he should look after the welfare of his customers himself. Then, he should employ only first-class help; poor clerks are dear at any price. All should be accommodating and courteous, answering questions asked by customers in regard to the different remedies, in such a way that the customer would have confidence in what had been told him. The way to do this is to tell only what is absolutely true. By thus doing, your customer sees at once that you have taken an interest in his individual welfare, and he is sure to come back when in need of anything in your line. There is no better advertisement for a store than a well pleased customer.

Also, all in your store should keep regular hours, have your store open at 7 a. m. (the proprietor should be there himself by 8 a. m.), with regular hours for meals. He should close his place of business at 9 p. m. in winter and 10 p. m. in summer. By following this plan all would be in better physical condition to attend to their duties on the day following. The stock should be looked after carefully every morning, and I believe, if possible, by the proprietor. Nothing gives a customer greater confidence than promptness in always having on hand whatever is called for. That's our business. The store should be kept scrupulously clean and fresh, and made as attractive as possible.

Put up as many of your own remedies as you can; (providing they are first-class). Place them on your showcases neatly arranged with card and price, and stating what the article is for.

Change your window display at least once a week, and arrange for but one article at a time in each window. Have an attractive card with name of article and price placed therein, and "special" in larger print.

If in partnership, the business should be so arranged that each partner would be responsible for looking after the running of a certain portion of the work.

Be careful in buying. Discount all bills if it is possible. Give strict attention to your business, with needful vacations for the care of your health. Always live within your income, and there is no such word as fail.

ALBARGIN is a faintly yellowish powder, readily soluble in water and recommended as an antigonorrhoeic. It is reported to contain 15 per cent. of silver, combined with gelatose.

SILVER MAY BE COLORED PINK by dipping the cleaned article for several seconds into a hot strong solution of cuprous chloride, and then washing with water (Pharm. Cent.).

BUYING.

By WILLIAM MITTELBACH, Boonville, Mo.

A well kept want book is the first step toward safe buying. Arrange this book so that you can prefix the quantity needed. When ready to place the order go over the list carefully, and satisfy yourself that you need everything there. When this is done note the amount of each article you are ordering, first having carefully decided the proper quantity to purchase—not too much, but enough until you order again. Having done this, copy the order carefully and send in to your jobber, or give orally to the representative of the jobber. Mark the order on want list, with name of house from whom ordered, and on what date. You are now ready to receive the goods. Upon arrival, go over the invoice and see that prices are correct. Compare them with your latest quotations. Those given in our drug journals are reliable. If you find any errors in over or undercharge, mark the item on the invoice, and at once report to the jobber. Be sure and report all errors, whether in your favor or not. The jobber is entitled to just compensation for his goods, and will appreciate your calling an error to his attention. Then check off from the invoice and mark those goods the prices of which are correct. Those about which there is some controversy set aside until you hear from the jobber. The goods are now ready for sale, and it depends upon you to secure reasonable and just profits.

Now comes the finale of the transaction—the payment for the goods. You can either take a certain time or a certain per cent. off for cash. Two per cent. off for cash within ten days means just that, and not eleven or twelve days. It is wrong to wait twelve, fifteen or even thirty days and still deduct the cash discount. If the discount amounts to 24 cents, don't take 25 cents. The one cent belongs to the jobber.

The above, if followed, will give you a correct and good commercial rating. Everybody will want your trade, and you will be in a position to buy goods right.

THE ART OF LABELING.—Frank E. Miller, in the Western Druggist, gives the following practical suggestions on the "art of labeling": Print the titles and such notes as are necessary on good white paper. The best ink for this purpose is Higgins' waterproof drawing ink. Paste the label on the container with a good adhesive mucilage or paste. A paste prepared according to the following formula has given good satisfaction:

Wheat flour, 4 ounces; boric acid, 20 grains; water, 1 pint; nitric acid, 1 dram. Heat slowly with constant stirring till it thickens.

A good way to leave a border around the label is first to paste a larger piece of colored paper on the container and then the white label over it. After drying well, apply the following size with a brush: Acacia, 4 parts; glycerin, 0.5 part; boric acid, 0.1 part; water, enough to make 16 parts. When dry, varnish with damar varnish, thinned with oil of turpentine. The glycerin in the sizing prevents the cracking of the coat when dry, and the sizing is necessary to prevent the varnish from soaking through the label. The damar varnish does not turn yellow with age, as does bleached shellac and other varnishes.

CYNOGLOSSEINE is an alkaloid obtained by M. Vournazios from *Cynoglossum officinale*, a plant which grows in the southern provinces of the Peloponnesus (Rep. de Pharm.). The alkaloid occurs in small prismatic crystals, which are colorless, odorless, and of an acid taste. It melts at 115° C., is readily soluble in water, moderately soluble in alcohol, and almost insoluble in ether. A second principle, cynoglossidin, was obtained by the author in the residue of the powder from which cynoglossine had been extracted. Cynoglossidin occurs as a brown crystalline powder, is odorless and very bitter, and soluble in all proportions in ether, alcohol, chloroform, and melts at 138° C. It seems to constitute the chief active principle of the root.

OUR LETTER BOX.

We wish it distinctly understood that this department is open to everybody for the discussion of any subject of interest to the drug trade, but that we accept no responsibility for the views and opinions expressed by contributors. Please be brief and always sign your name.

AVERT THE WORCESTER PLAN.

Cleveland, O., July 10, 1901.

To the Editor:—In the editorial columns of your issue of July 4th, I notice an article on the Worcester Plan, wherein the following statement is made:

"Take two headache remedies of somewhat similar character, both largely advertised, one of which is marketed under the Worcester Plan, the other is not. The protected article would be sold at the protected price, but the proprietor of the other would immediately recognize the opportunity and hustle to place his preparation everywhere and sell it for any old price, and he would get the business too."

I trust you will pardon me in making the assertion that with the present feelings of retailers such a condition would not long exist when price protection becomes common in its use. The situation which you outline in your editorial was called to my attention some time ago, and in order to satisfy myself upon this question, I took occasion to write to some of the leading wholesale and retail firms in Massachusetts, asking for the exact status of affairs in their territory. In reply to my various communications the following answers were received:

Boston, Mass.
We do not think the sales of Pheny-Caffein have been reduced in the least. The plan has the approval of the retail trade.
Yours truly,
Gilman Bros.

Boston, Mass.
In reply to yours of April 12, would say we do not think there is any falling off in the sale of Pheny-Caffein Pills since the Worcester Plan.
Yours truly,
Eastern Drug Co.
Boston, Mass.

Replying to yours of the 18th, would say that as far as my personal knowledge extends, I can perceive no diminution in the sale of Pheny-Caffein Pills to the consumer since the Worcester Plan went into effect, notwithstanding the agitation of the question and increase in retail price.
Yours truly,
Henry Canning.

Malden, Mass.
It has been my duty and pleasure to call on over 150 druggists within the past few weeks in the interest of this plan (Worcester) and if you were to hear them express their gratitude towards Dr. Garst, I do not think you would conclude his efforts had reduced the sale of Pheny-Caffein. I fail to see how the plan can injure the sale, as it is just what the retailer, outside of a pronounced cutter, desires.
Yours truly,
C. A. Charles.

As most druggists are interested in some headache preparation of their own, the above expressions should refute any possible assumption in favor of price protected articles being given a back seat.

As a further evidence of the fact that retailers are very much in earnest in their efforts to secure recognition for the Worcester Plan, I wish to say that every member of the Northern Ohio Druggist Association is signing his name with alacrity and pleasure to the following memorial:

"Whereas, the retail drug trade would be benefited without injustice to anyone by price enforcement under the Worcester Plan; now, therefore, the undersigned do hereby endorse said plan, and as a further expression of our interest and as an incentive to manufacturers of proprietary goods to adopt it, do promise to give preferential consideration to the goods of manufacturers that are sold under said plan, whenever we can do so without injustice to any other goods or discrimination against our own. And we promise to sell the price protected goods whenever called for by name, without effort to substitute our own or to sell them in place of such price-protected goods."

Yours truly,

E. R. COOPER.

The Legal Responsibility of the Pharmacist in the Sale of Poisons and Dangerous Substances.*

By J. H. BEAL.

Liability Either Criminal or Civil.

The liability of the pharmacist for the illegal sale of poison may be either criminal or civil. His criminal liability is where he sells or dispenses a poison contrary to the positive provisions of the criminal law, and becomes thereby liable to prosecution in the name of the State, and, if found guilty, subject to fine and imprisonment. This criminal liability attaches whenever the sale is made or the article is dispensed, whether an injury results from such wrongful sale or dispensing or not.

The civil liability of the pharmacist is where he becomes civilly liable to some person who receives injury through the wrongful sale or improper dispensing of poisons or dangerous substances, which liability is enforced by a civil suit for damages, and is prosecuted in the name of the person injured, or of his representatives. Since the liability is only for the damage received by the injured person, it does not attach immediately when the wrongful sale is made, as in criminal cases, but only after the injury has actually occurred.

The pharmacist's criminal liability is independent of, but may occur simultaneously with his civil liability. For example, if he sell a poisonous drug without labeling the same, as required by law, he is liable to a criminal prosecution for his violation of the statute. If in consequence of such failure to properly label the poison the purchaser takes the same, or administers it to another, and the person taking the substance is injured, the pharmacist becomes also civilly liable to the injured person. The fact that he is criminally prosecuted does not relieve him from civil responsibility to the injured person, nor vice versa. Or the pharmacist may be criminally liable without being civilly liable to the injured party, or civilly liable in damages to the latter without being criminally liable. These statements will be illustrated by the cases cited under the subsequent titles.

What Constitutes a Poison.

It is a difficult matter to frame a definition of poison which will satisfy both scientific and legal requirements. Some examples of attempted scientific definition of a poison are as follows:

Wharton and Stille (Medical Jurisprudence, Sec. 493) define a poison as "a substance having an inherent deleterious property which renders it, when taken into the system, capable of destroying life."

Taylor on Poisons (p. 18), defines it as "a substance which, when absorbed into the blood, is capable of seriously affecting health or of destroying life."

The Standard Dictionary defines a poison as "any substance that when taken into the system acts in a noxious manner by means not mechanical, tending to cause death or serious detriment to health."

Other authorities give somewhat similar definitions. Nearly all agree upon three essential points:

First: That a poison is a substance which is inherently deleterious to life and health.

Second: That it must be taken into the system, i. e., into the circulation.

Third: That it must act by means other than mechanical.

The first criticism which suggests itself is that there is no known substance that is inherently poisonous in any quantity, no matter how minute. In fact, whether a substance is to be denominated a poison or not depends upon the quantity taken in the particular instance considered. The size of the dose

is always an important consideration. The most potent physiological agents known are habitually prescribed and safely used as medicines, while, on the other hand, there are only a very few of the substances commonly used as medicines and generally regarded as non-poisonous which are not capable of acting deleteriously to life and health, if taken internally in sufficient amount.

It is this consideration which has led to the insertion in some poison laws of a provision which makes the attachment of the poison label dependent upon the amount of the substance sold or dispensed at one time. The same consideration also was responsible for the introduction into the so-called Model Pharmacy Law of the A. Ph. A. of the provision that it shall not be necessary to place a poison label upon the container "when a single box, bottle, or other package, or when the bulk of two fluid ounces, or the weight of two avoirdupois ounces, does not contain more than an adult medicinal dose of such poisonous substance."

The second point to be considered is the absorption, or the taking into the system of the noxious substance. By taking into the system, properly speaking, we must understand absorption into the circulation, either through the mucous membrane of the air cavities or alimentary canal, or through the external skin.

If, however, the term poison be limited to substances which exert their effects only after absorption, we must exclude from the list of poisons a large number of substances which are commonly classed as such. For example, in the case of the corrosive mineral acids or caustic alkalis, the injury or death commonly results from the extensive destruction or corrosion of vital tissues, or from the "shock" or inflammation consequent upon such injury, and not from physiological effects following absorption.

The same reasons would likewise lead to the exclusion of such articles as powdered glass, and of substances which occasion death by the formation of concretions and the consequent obstruction of the intestine.

The third thing to be considered is the nature of the injury. If it be mechanical, it would hardly be called an injury through poison, and yet this limitation would also exclude such articles as powdered glass and similar agents, for though the pathological change may be an inflammation, this nevertheless must be presumed to result from the mechanical irritation of the agent.

From the foregoing considerations we are led to the conclusion that a scientific definition of a true physiological poison is not sufficiently broad for all legal purposes, and, on the other hand, that a legal definition broad enough to cover the use of all noxious agents that may be used to destroy life will necessarily include many agents which are not true physiological poisons.

One of the best of the legal definitions of a poison is that laid down by Chief Justice Coleridge in the Case of Reg. v. Cramp (5 Q. B. D. 307), which is that a poison is "that, which, when administered, is injurious to health or life."

It is owing to this difficulty of defining a poison that some statutes include after the word poison the phrase "or other noxious substance."

The Administration of Poison.

Incidentally it is of interest to the druggist to know what constitutes the crime of administering poison.

The administration of poison with homicidal intent, or with intent to injure, is, in the United States, generally covered by the statute law. "There is,

* Extracts from a lecture delivered before the Department of Pharmacy of the University of Michigan. (Reprinted from Pharm. Review.)

however, no very essential difference between the statutory crime and the crime at common law." (8 A. N. E. Encyc., 736.)

To constitute the crime of administering poison, the act of administration and the criminal intent must both be proved. For example, a conviction for homicide would not be sustained where, for the purpose of producing sleep, an overdose of a narcotic had been administered and death resulted. Thus, in a Tennessee case, where the evidence showed that the accused, a young nurse girl, administered a fatal dose to an infant under her care, in total ignorance of its deadly properties, and with the intention merely of quieting the child in order that she might absent herself for improper purposes of her own, the court held that a conviction for murder could not be sustained. (Ann v. State, 11 Humph., Tenn., 159.)

If the intent be proved, however, the crime of administering poison will be held complete, even though the poison be enclosed in a covering not soluble and not likely to be broken in its passage through the body. (Rex v. Cludery, 2 Car. & K., 907.) In this case poisonous berries (Cocculus Indicus) were administered in their original form, and as the outer ligneous coating was insoluble in the intestine, the effect of the poison was mitigated.

Likewise, if the intent to kill be proved, if another than the one intended takes the poison, and death results, the crime of murder is complete. (Saunders' Case, Plowden's Rep., 473; State v. Faulkner, Phillips. N. C., 233.)

Ground of the Druggist's Responsibility in Civil Cases.

The ground of the druggist's civil responsibility for injury resulting from mistake is negligence only. If the error occurs without any fault or negligence of himself or servants, the case is like one of inevitable accident, and the druggist is not liable though injurious consequences follow. (Brown v. Marshall, 47 Mich., 576. Same case, Am. Rep., 728.)

What Constitutes Negligence.

It is not an easy matter to give a definition of what constitutes negligence, in the legal sense, that will fit all cases.

In general it may be stated that negligence is the failure to exercise such a degree of care or diligence in the performance of any duty as a man of reasonable care and diligence would ordinarily be expected to exercise in the discharge of that particular duty. If in consequence of such failure an injury results, the injured party will have a right of action against the negligent party for the damage caused thereby.

The two following definitions have been much approved for their conciseness and comprehensiveness.

Negligence is "a want of that care and caution which a person of ordinary intelligence and judgment would use under like circumstances." (Vass v. Waukesha, 90 Wisc., 337; 63 N. W., 280.)

Negligence is "the failure to observe, for the protection or safety of the interests of another person, that degree of care, precaution and vigilance which the circumstances justly demand." (Henry v. C. C. X. St. L. Ry., 67 Fed. Rep., 426.)

The Degree of Care and Skill Required.

From the definition above given, and cases cited, it will be noted that the care and diligence required is ordinary care and diligence.

"A druggist is responsible only for injuries resulting from a want of ordinary care and skill. The highest degree of skill is not required of him." (Simonde v. Henry, 30 Me., 155. Same case, 63 Am. Dec., 611.)

In this connection it must be remembered, however, that what would be considered ordinary care and skill on the part of a grocer or merchant would not be considered ordinary care and skill in the case of a druggist. On account of the dangerous character of the substances which he handles, the result of a mistake is much more serious than in the case of ordinary merchandise, and he must be held to a corresponding degree of skill and diligence. By his as-

sumption of the business he warrants the public in believing that he is possessed of the necessary skill and knowledge, and that he will exercise the proper degree of diligence.

"It is the duty of druggists to know the properties of the medicines which they vend, and to employ such persons as are capable of discriminating and compounding according to prescription; and if they depart from the prescription or ignorantly introduce other and poisonous drugs, they are responsible to the party injured, and cannot escape responsibility by proof that they have been extraordinarily careful in general." (Flee v. Hollencamp, 13 B. Mon. [Ky.], 219.)

In the last case a druggist ground a medicine in a mill that had previously been used for a poisonous drug (Cantharis). On the trial of the case the defendant claimed the right to go to the jury on the question of due care, and that he was not liable if he had used due or extraordinary care in compounding the medicine. The court declined to take this view of the case, and held that the defendant was liable.

Burden of Proof and Contributory Negligence.

In a suit to recover damages for an injury caused by the neglect of another, the burden of proof is upon the plaintiff to show that the neglect of the defendant was the cause of the injury complained of. It is not sufficient to establish merely a causal connection between the negligence of the defendant and the injury to the plaintiff, but the latter must also show that his own negligence did not contribute to produce the injury.

While there has been considerable difference of opinion as to the extent and application of the doctrine of contributory negligence, and a corresponding variation in the decisions, the better rule seems to be that if the negligence of the two persons is contemporaneous, and the fault of each contributes directly to the injury, the plaintiff cannot recover, if by due care on his part he might have avoided the consequences of the defendant's negligence.

Thus, in the trial of a certain case, it appeared that the plaintiff had gone into the defendant's store to purchase some extract of dandelion. By mistake the druggist took down a jar containing extract of belladonna, and so labeled, and began weighing out the quantity asked for. While so engaged, the plaintiff, without being invited to do so, took some of the extract from the jar which was standing on the counter, and swallowed it, and in a short time became seriously ill from belladonna poisoning, and afterward brought suit to recover damages for injuries received. It was held that he could not recover, since his own negligence contributed directly to the injury.

If the plaintiff had been invited to help himself from the jar, or if the druggist had completed the order, and the plaintiff had been injured by taking the portion dispensed, the druggist would undoubtedly have been liable. If he had been left to himself the druggist might have discovered his mistake before the medicine had been delivered, or at least before it had been taken, and the injury would have been prevented. In any event, the plaintiff was not justified in relying upon his own judgment.

So where the druggist warns a purchaser of the dangerous character of a medicine, and gives accurate directions as to the quantity which may safely be taken, and the purchaser is injured or killed by taking an overdose in defiance of the druggist's instructions, the druggist is not liable for negligence because of his failure to label the substance poison, as required by the statute. The customer may not disregard the directions of the druggist, and then hold the latter responsible for any injury resulting from his own recklessness or carelessness. (Wohlfahrt v. Bechert, 92 N. Y., 409; S. C. Am. Rep., 406.)

In the case just cited, Wohlfahrt, on the advice of a friend, asked for Black Drop instead of Black Draught, as intended. The druggist furnished the substance asked for, but omitted to place a poison label on the bottle, though he advised the customer of its dangerous character, and of the proper dose. The purchaser, disregarding the caution of the drug-

gist, took a poisonous dose and died. Suit being brought by his personal representatives, it was held that the druggist's failure to label the substance poison, as required by law, did not render him liable, since the death was chargeable directly to the contributory negligence of the diseased.

The druggist would, of course, still be liable criminally for his failure to attach a poison label, as required by law.

SHOP TALK.

An Eighth Avenue, New York, druggist has a way of displaying tooth brushes that sells many of them. He has at least 500 of them tied to black threads in his window. The threads are strung every which way, giving the appearance of a much larger number of brushes than is really shown. Customers have told him that the window is artistic and attractive—they have substantiated their statements by buying the brushes.

* * *

W. A. Frost, former president of the Minnesota board of pharmacy, and who has long had a drug store at Selby and Western avenues, St. Paul, is using a marvelously well-contrived pill cupboard of his own invention. Perhaps no receptacle has ever been devised that will hold so many bottles of medicine, all so easily accessible. The cupboard has two double doors, one set inner and the other outer. The inside of each outer door and both sides of the inner doors are supplied with little racks, whose upright portion consists of strips of wood about the width and thickness of lath. In these racks tiny phials of pills are kept, the place of each phial being numbered. Each set of racks holds 125 phials. In addition, the back of the cupboard likewise has three racks. One door is lettered "A," another "B," and "C." "D" and "E" follow. Mr. Frost has a book in which the contents of every rack and their numbers are entered, and he can almost place his hand upon any particular brand of pills he desires. The cupboard, which is not more than four feet wide, three feet high and a foot deep, holds something like 1,200 phials.

EXAMINATION OF CREAM TARTAR AND POWDERED OPIUM.

In going over the stock of a recent suburban acquisition, my attention was drawn to two five-pound packages labeled cream tartar. The boxes bore the name of a prominent Philadelphia concern. On close examination the contents proved to be only 12 per cent. potassium bitartrate, and a little of the calcium salt with nearly 85 per cent. of phosphate of calcium.

A very light colored sample of powdered opium suspected to be an admixture because of its light shade, proved, however, to contain 13 per cent. morphine. It evidently was made from a good quality of opium, and on account of the large amount of morphine contained, was mixed with such quantity of powdered milk sugar as was needed to produce a powder of standard strength.

F. W. E. STEDEM.

Pharmaceutical Chemist, Philadelphia, Pa.

CHEMISTRY OF UGANDA ALOES.—Tschirsch and Klaveness have recently published a paper on the chemistry of Uganda aloes, a new variety belonging to the type of Cape Aloes (Arch. der Pharm.). The aloin obtained from this variety of aloes is easily soluble in water, alcohol and acetone, and also dissolves in acetic and mineral acids, and dilute alkalis. It is not soluble in ether, chloroform and benzene. It reduces silver nitrate in the cold, and has a melting point of 138° to 139° . From experiments the formula for the aloin appears to be $C_{20}H_{32}O_7$, and a careful comparison establishes the fact that it is identical with capaloin, in other words, that Uganda and Cape aloes are identical.

EXAMINATION QUESTIONS.

WEST VIRGINIA BOARD OF PHARMACY.

BOTANY AND MATERIA MEDICA.

- 1 What is the earliest stage of plant life, and of what does the plant then consist?
- 2 What three things are essential to plant development?
- 3 Name and describe the two great families of plants making your description distinguishing, (a) as to seed lobes; (b) as to growth; (c) as to leaf structure.
- 4 Name the male and female organs of the flower and state what office they fulfill in the propagation of the species.
- 5 Distinguish between a fruit and a seed.
- 6 What do you understand by the following terms applied to plant: (a) Alkaloidal; (b) Amylaceous; (c) Oleoresinous. Give example of each.
- 7 What part of the plant do the following drugs represent? Give official Latin name of each—(a) Rhubarb, (b) Asafoetida, (c) Arnica, (d) Nutgalls, (e) Buchu.
- 8 Name three official Diuretic Vegetable drugs, giving botanical name and dose of each.
- 9 (a) State source of beeswax. (b) How is white wax obtained? (c) How can you distinguish white wax from spermaceti?
- 10 Name three official drugs that are gum resins.
- 11 Give common names of the following: (a) Lappa (b) Sambucus; (c) Matricaria; (d) Cypripedium; (e) Galoplychium; (f) Echinymus.
- 12 Name four official vegetable astringents. Also four vegetable acids.
- 13 Differentiate "fixed" and "essential" oils. Name four in each class that are official.
- 14 Define and give an example of an official (a) Rhizome, (b) Corm, (c) Tuber, (d) Stigma, (e) Petal.
- 15 What official drugs yield prussic acid?
- 16 Give botanical name of plants from which the following are obtained: respectively, (a) Manna, (b) Salicin, (c) Sparteine, (d) Thymol, (e) Elaterin.
- 17 Give distinguishing characteristics and an official example of (a) Balsam, (b) Gum Resin, (c) Resin, (d) Gum, (e) Alkaloid, (f) Glucoside, (g) Stereopten.
- 18 Name an official drug under each of the following descriptive heads: (a) Antispasmodic, (b) Caustic, (c) Narcotic, (d) Tonic, (e) Vermifuge, (f) Cathartic.
- 19 Name three coal tar derivatives. Give medicinal properties and dose of each.
- 20 What is the source of Phosphorus? How shall it be kept? State why? State medicinal properties and dose.
- 21 Give official Latin name of Salol. What peculiarity does it possess in regard to its medicinal properties?
- 22 How many vegetable drugs are standardized? Name them.
- 23 From what part of the plant is ginger obtained? Give botanical name and habitat. To what is the hot taste of ginger due?
- 24 Give common name of (a) Saccharum Lactis, (b) Sanguinaria, (c) Myristica, (d) Matricaria, (e) Icthyocola.
- 25 From what part of the plant is the U. S. Pharmacopoeia Colchicum extract prepared? From what part the Colchicum fluid extract? From what part the tincture?

PHARMACY.

- 1 In what respect does the U. S. Pharmacopoeia differ from the Dispensatory?
- 2 Explain the process of maceration, and state how it differs from digestion.
- 3 What are oleates, and how are they made? Name two.
- 4 How much morphine should there be in 500 gr. of powdered Opium?
- 5 What excipient would you use in making pills of: (a) Phosphorus; (b) Potassium Permanganate, and (c) Nitrate of Silver?
- 6 What effect has exposure to the atmosphere upon the following: Potassium Carbonate, Borax, Epsom Salts, Potassium Iodide, and Glycerine?
- 7 Write a formula for one pound of Dover's Powder.
- 8 Write a prescription for four ounces of emulsion of turpentine, each teaspoonful to contain ten drops of the oil.
- 9 Sodii Salicylatis.....dr. ii ss
Syrupi Limonis.....oz. ii
M. Sig. Teaspoonful three times a day.
- 10 Tinct. Ferri Chlor.....dr. ii
Aqua Gauthieriae.....oz. iii
Syrupi Tolutani.....oz. i
M. Sig. Teaspoonful one-half hour after meals.
State chemical and color reaction which takes place in this prescription.
- 11 Potassii Permanganatis.....2 Gm.
Glycerini.....4 Gm.
Aqua qs. ad.....50 C.C.
M. Sig. Apply externally.

State how you would prepare the above; giving reason for your process, what chemical reaction takes place, and what occurs on long standing.

- 12 Acid Carbolic dr. i
Colloidion dr. vii
M. Ft. Solution. Sig., apply with camel's hair brush.
Would you fill this prescription? If not, why?
- 13 Potassium Cyanide.....dr. i.
Morph. Acetate.....gr. ii.
Acid Acetate.....grs. ii.
Syrup q.s. ad.....oz. viii
M. Sig. Teaspoonful three times a day.
Would you fill the above? If not, give reasons.
- 14 How many grains of Cocaine Hydrochloride must be added to four ounces of water to make a 4 per cent. solution?
- 15 Name a good solvent for each of the following: (a) Phosphorus; (b) Tannic Acid; (c) Camphor; (d) Chloral Hydrate.
- 16 What is Curron oil? Give its official title and state how it is prepared.
- 17 Give doses of the following: (a) Apomorphine; (b) Atropine Sulphate; (c) Antimony and Potassium Tartrate.
- 18 What is the dose of Potassium Cyanide; of Hydrocyanic Acid dilute?
- 19 What is the dose of Strychnine Sulphate, and what are the symptoms of poisoning by strychnine; (b) how would you treat a case of strychnine poisoning?
- 20 What is the antidote to be administered in a case of poisoning by Argenti Nitras?
- 21 Give doses of the following emetics: (a) Fluid Extract of Lobelia; (b) Oil Extract of Ipecac; (c) Mustard; (d) Wine of Antimony; (e) White Vitriol.
- 22 Give the properties and dose of Citrate of Iron and Quinine. What percentage of Quinine should it contain?
- 23 For what poison is common salt an antidote?
- 24 Give the latest recognized antidote for carbolic acid poisoning.
- 25 State the solubility of the following in water or alcohol. Make a tab. using 0 for Insoluble, 2 soluble, 3 very soluble; Iodide of Potassium; Chlorate of Potassium; Sulphate of Quinine; Oxide of Zinc; Corrosive Sublimate; Strychnine; Glycerine; Boric Acid; Acetanilid; Gallic Acid; Phosphate of Sodium; Acetate of Potassium.

CHEMISTRY.

- 1 What is meant by the valence of an element? Can the same element possess different valences? Give examples.
- 2 Give chemical name and formula of: (a) Blue Vitriol; (b) White Vitriol; (c) Green Vitriol.
- 3 What is the principal use of $KClO_3$ in chemistry; in pharmacy. What precautions must be observed in handling this salt, and why?
- 4 Complete the following equations:
(a) $Zn + H_2SO_4 =$
(b) $H_2SO_4 + CH_3Cl =$
(c) $Na_2CO_3 + Ca(OH)_2 =$
(d) $CaCl_2 + Na_2CO_3 =$
- 5 How would you separate an albuminous substance from some other compound, when both are in solution?
- 6 How does Morphine differ in its behavior with Potassa and Soda from other alkaloids?
- 7 What kind of sugar is sometimes found in urine?
- 8 State what you understand by isomerism, as applied to carbon compounds.
- 9 What is the chemical composition of the official Alum?
- 10 Give chemical name of Liver of Sulphur; and state how it is prepared.
- 11 How would you detect the presence of Corrosive Sublimate in Calomel?
- 12 What would be the name of a compound resulting from the union of: (a) Hydrocyanic Acid and Zinc; (b) two volumes of Hydrogen and one of Oxygen; (c) Sulphur and Iron; (d) Hydrogen and Chlorine; (e) Sulphuric Acid and Lime?
- 13 How is Sulphuretted Hydrogen prepared?
- 14 How does Red Iodide differ from Yellow Iodide of Mercury?
- 15 Differentiate and give common names of: (a) Hydrogen Monoxide; (b) Hydrogen Dioxide.
- 16 State what color blue Sulfate powder imparts to a non-luminous flame; (a) Potassium; (b) Sodium; (c) Lithium.
- 17 What is a binary salt? Name two official ones.
- 18 What constituent of atmospheric air enters into the process of combustion; and what is its chemical significance in the process?
- 19 What chemical reaction takes place when solutions of the white and blue Sulfate powders are mixed?
- 20 Illustrate by chemical equation the change that takes place in the preparation of Spirit of Mindererus.
- 21 Mention a chemical antidote for Arsenical poisoning, and explain its action in the stomach.
- 22 What are fixed oils and fats, chemically? Of what principles do they usually consist?
- 23 Write the common English names for the following: K_2MnO_4 ; As_2O_3 ; NH_4Cl ; $LiClO_4$; $CHCl_3$; KI ; $NaCl$; C_2H_5OH .
- 24 When Sweet Spirits of Nitre is added to a solution of Iodide of Potash, what change takes place?
- 25 How many liquid elements are known to science? Name them.

THE TREATMENT OF HEAT PROSTRATION.*

By A HOSPITAL PHYSICIAN.

For the next three months we shall be called upon from time to time to discuss the general topic of sun-stroke, heat stroke, heat prostration or whatever our friends choose to call it.

There is no doubt that too much external heat for too long a period of time will produce certain marked symptoms. In considering them we must remember the chief functions of the skin which are to maintain the temperature of the body at a certain nearly fixed degree, and to excrete some of the body's waste products.

There are probably two centers in the brain which rule the body temperature. One regulates the production of heat and the other its distribution. They are intimately associated and the latter is almost, if not quite, the same center which governs the caliber of the vascular capillaries. The reason for the belief that there are certain centers in the brain that govern these functions are not pertinent here, and they are not demonstrable in the human subject on account of the impossibility of obtaining experimental evidence. Suffice it to say that they undoubtedly exist and lie at the base of the brain posteriorly—just inside the skull in fact.

Bodily heat is produced in the same way that ordinary heat is produced anywhere else—by combustion; that is to say by the combination of oxygen with the other elements of the organic compounds of which both we and our food are made.

There are two ways in which the bodily temperature may be increased: (1) By over production; (2) by under elimination.

The elimination of heat is dependent on evaporation from the skin. The blood vessels bring the warm blood to the surface and the sweat glands throw out the moisture on the skin. This is to be converted into vapor and thereby to withdraw from the body the latent heat needed to convert water into vapor. This conversion of sweat into vapor with the consequent drying of the skin is best accomplished when the amount of moisture in the surrounding air is low. It is not so dependent on the temperature of the air though it is most active when the temperature is high. When the percentage of moisture in the air is raised it becomes progressively less and less easy for the sweat to evaporate, and the result is that the skin becomes wet and the sweat stands in drops. Finally there is not enough evaporation to disseminate the amount produced and the bodily temperature rises. Then the vicious circle is complete and matters go from bad to worse—the amount of surplus heat increasing continually. The amount sweat depends on the amount of blood brought to the surface and also on the general condition of the sweat glands. The amount of blood depends on the heart and on the caliber of the blood vessels. When there is greater difficulty of evaporation there is co-ordinately less result from evaporation and more evaporation at a low rate must take the place of less at a high rate. Consequently the surface vessels are dilated and the heart acts more vigorously and the glands secrete more fluid. These actions are regulated automatically by the centers already mentioned and under ordinary conditions of health and atmosphere the action of the skin is sufficient; when too great strain is put upon it one of two things happens: either the body temperature rises or it falls. Ordinarily it rises, for the heat-producing center keeps on acting after the second center has been proven inefficient and the patient, if untreated, dies from simply too much heat.

In other cases the temperature falls; for so much poison is stored up that the heat center is paralyzed along with the rest. In these rather rare cases it is impossible to tell whether the body temperature was high before the patient became prostrate—for these cases are not found until they are overcome.

We must remember that the sun is not necessary to "sun stroke." Moisture is much more noxious for the atmosphere is dry so that the evaporation of the

sweat is rapid, almost any temperature can be borne. Furthermore there are more people overcome in buildings than in the open air. To be sure most of the cases reported in the papers are street cases and most of the ambulance calls are for these cases, but they bear small proportion to those not so reported. If it were the direct action of the sun, the most afflicted would be the farmers and other out-of-door laborers, whereas there are more cases among factory hands and others engaged in indoor occupations.

The reported cases are only those who more or less suddenly become unconscious. When found, the diagnosis must be made between heat, plain intoxication, apoplexy and opium poisoning. Usually this is easy, for we have first of all the extreme heat and humidity of the atmosphere. Again, the skin usually has a peculiar color that cannot easily be described but which is readily recognized. It is not simply the flushed face of alcoholism or apoplexy but the skin is of a sort of brownish-red tinge. The respiration is apt to be rapid and shallow—not the stertor of alcoholism and apoplexy; not the slow, infrequent breathing of opium. The pupils may be dilated or unchanged; in apoplexy one is almost always dilated and does not respond to light; in alcoholism they are usually both dilated and do respond to light; in opium poisoning they are contracted. Lastly the temperature is usually elevated, it may be 107 or 110 degrees. In the other conditions it would remain unchanged.

There are other points of difference, but as they are more technical it is not necessary to mention them here. If we suspect heat stroke and yet the skin feels cool, the thermometer should be placed in the rectum to show the real interior temperature. If it registers high or subnormal our diagnosis is made and our mode of treatment also decided for us at once.

If the temperature is high we use cold bathing to lower it at the same time watching that it does not go too slow and so give us a collapse. During the bath which should preferably be given in a tub with the water at 80° or 85° to begin with, and ice at once added to bring the temperature of the water down to 60° in a few minutes. The surface of the body must be rubbed vigorously, rubbing the extremities preferably toward the body and also rubbing the abdomen and back. The rubbing is to aid the heart in sending the hot blood from the interior to the skin to be cooled, and in sending the cool blood from the skin to the interior. The bath should be kept up for fifteen minutes unless the temperature drops to 100° before that of the patient shows signs of collapse. A thermometer should be kept in the mouth, or better in the rectum, and looked at every few minutes to be sure that the temperature does not get too low. Shivering is of no consequence—of course the water feels cold for it is cold. Usually the pulse will become fuller, stronger and slower during the bath and the effect will persist after it. The patient should be dried somewhat but without much rubbing and should lie under a sheet.

If there is no bathtub to be had we may use various makeshifts. The best is a large rubber sheet spread under the patient with rolls of blankets surrounding him under the rubber so that he lies in an improvised rubber trough. Into this water is to be poured as if in a tub and when the bath is over the water may be dipped out or siphoned out or, quicker, the rubber sheet may be folded and held so that it forms a gutter at the foot of the bed with a tub placed under it, the head of the bed raised and the water quickly drained off.

If this is not available we may lay him on an ordinary blanket and sponge him off with cold water or rub him down with pieces of ice wrapped around with one thickness of towel. Time should not be wasted in trying to be over precise in the way the cold is applied. The thing to do is to apply it quickly and thoroughly. By the time the second bath is due we may be in a better position to do it modishly.

It is well to give a little whiskey before the bath, say ½ ounce, or spirituous ammonia aromaticus 1 dram or 2 drams, if the patient can swallow. If he cannot

swallow we may use the hypodermic if the pulse needs stimulating.

The temperature should be taken every half hour and as soon as it has risen again above 103° or 104° the bath should be repeated. If the pulse does not become better under bathing, stimulants should be used as much as necessary—whiskey, aromatic ammonia, strychnine, digitalis. As long as the temperature is high the baths must be continued. In favorable cases, however, the temperature stays down after the second or third bath.

The use of antipyretics such as antipyrin, acetanilid, etc., is not to be permitted except the patient is very carefully and competently watched on account of prostration so frequently caused by them.

The patients should drink small amounts of cold water at frequent intervals. By cold water iced water is not meant but water cold enough to be a refreshing drink.

As soon as the fever is under control we must open the bowels freely with a brisk cathartic, the quickest acting the best. For a few days, depending on his condition, the patient should be kept on a fluid or semi-solid diet and he should remain in bed. As his condition improves he is of course to be allowed up and on fuller diet.

If instead of a high temperature we find a low one, we must at once say to the patient's friends that the case is a much more serious one than those in the class with high fever. Such a case is profoundly poisoned and all the vital functions are at a very low ebb. The pulse is poor—weak, small and compressible, feeling as if the artery were not full and as if the heart were weak. These cases are of course not to be bathed in cold water but are to be vigorously stimulated—whiskey ½ ounce, or 1 ounce every half hour or hour; strychnine, 1-30 grain or even 1-20 by hypodermic every 2 hours; digitalin, 1-100 grain by hypodermic every 3 hours; caffeine sodio-benzoate 3 to 5 grains every two or three hours.

It is almost impossible to over-stimulate these cases. They should be rolled up in blankets, and hot water bottles, hot bricks, flat irons, etc., put around them to raise the temperature to normal. They should take hot drinks if they can swallow and as soon as reaction has set in they should also have a brisk cathartic.

But we must not think that it is only the ones who are suddenly overcome that are suffering from the effects of heat. The heat and humidity are responsible in a large measure for the summer diarrhoeas. When the skin is unable to do its work of excretion the other organs must help. It is on this account that cool bathing is so frequently efficacious in summer complaint in children, even without much change in feeding. It will be seen that particularly in hot weather the skin is a very important organ and it behooves us to take the best care of it. Frequent bathing should be resorted to. Any sort is better than none though of course the tub bath is most efficacious. Soap should not necessarily be used, for it may irritate the skin in some instances, but the entire body should be washed off at least once a day in hot weather and the skin rubbed briskly with a coarse towel. By this is not meant that one must rub so hard as to undo the cooling effects of the bath but there should be a gentle friction to give tone to the sweat glands and other parts of the skin. Another thing to be warned against is remaining too long in the bath. It makes no difference whether the water be hot or cold if we feel depressed on leaving the bath it is probable that we remained too long in the water. One must not hesitate to make the lengths of his bath such as is best for him without regard for what more or less robust friends may say. Many people can get much good from a cold plunge of a few seconds or a few minutes who get nothing but harm from a sponge bath. Others cannot take any sort of a cold bath but can take tepid or hot baths. The danger of feeling depressed is greater after these than after cold ones, for the temptation is greater to remain in the water too long.

It is particularly important during the hot months,

and particularly during the dog days when the percentage of humidity is high, that the bowels be kept in the best condition possible. All that we have said on the subject of constipation and diarrhoea is to be reiterated, but need not be repeated here. The drinking of alcoholics should be carefully regulated. From what has been said about the free use of whiskey in sun stroke it might be thought that drinking it would act as a good prophylactic in averting a sun stroke. That is not so—for the frequent use of alcohol tends to paralyze the skin capillaries so that they remain dilated and cannot quickly respond to the extra work thrown upon them in time of need. Alcohol is also very irritating to the kidneys which should not be crippled when they have not only to do their own work but to help the other organs incapacitated by the heat and humidity.

THE MINERAL PRODUCTION OF THE U. S.

A recent issue of the Engineering and Mining Journal contains some interesting statistics regarding the production of ores, minerals and chemical products in the United States during 1900, and from which we abstract the following information concerning products in which the drug trade is especially interested:

ALUM and ALUMINUM SULPHATE.—The production of crystallized alum in the United States in 1900 was 20,531 short tons (\$615,930), against 27,276 (\$845,536) in 1898. The production of aluminum sulphate in 1900 was 61,678 short tons (\$1,480,272), against 81,805 (\$2,106,479) in 1899.

BROMINE.—The production in 1900 was 521,444 (\$140,790), against 433,003 lbs. (\$125,571) in 1899. These figures include the bromine equivalent of potassium bromide which is produced in Michigan.

CALCIUM BORATE.—The production in 1900 was 25,300 short tons, against 24,068 in 1899. Most of this product is colemanite mined in California.

COPPERAS.—The production in 1900 was 12,347 short tons (\$66,517), against 13,770 (\$108,508) in 1899. The chief producer in this country is the American Steel and Wire Company, which controls all the wire and rod mills recovering copperas as a by-product. The above statistics do not include copperas converted into Venetian and Indian reds at the works of original production.

COPPER SULPHATE.—The production in 1900, was 78,218,478 lbs., against 67,093,370 lbs. in 1899. Of this the amount recovered as a by-product, chiefly by gold and silver refiners, was 44,368,478 lbs., in 1900 and 37,285,670 lbs. in 1899. The remainder of the output each year, was made from metallic copper previously reported in the production of that metal. The average value of copper sulphate at New York per 100 lbs. was \$4.90 in 1900, against \$5.20 in 1899.

FULLER'S EARTH.—The output in 1900 was 11,813 short tons (\$70,505), against 13,626 tons (\$81,900) in 1899. The greater part each year was mined in the vicinity of Quincy, Fla.

SULPHUR and PYRITES.—Louisiana, Nevada and Utah produced 4,030 long tons of sulphur in 1900, against 1,505 tons in 1899. The average price of Sicilian seconds at New York in 1900 was \$22.05 per ton, against \$21.45 in the previous year. The domestic production of pyrites in 1900 was 201,317 long tons (\$684,418), as against 178,408 tons (\$583,323) in 1899. Virginia was the largest producer each year, Massachusetts ranking second. Sulphuric acid was recovered as a by-product in roasting blende and pyrites, chiefly the former, to the extent of 85,000 short tons, as against 50,572 tons in 1899, the figured being reduced to a common basis of 66 deg. B. Concentrated acid of the latter strength averaged \$24.07 per 2,000 lbs. at New York in 1900, as against \$22.25 in 1899.

ZINC SULPHATE.—527 short tons were produced by one concern in 1900, against 528 tons in 1899.

THE CARE OF THE HAIR.

By GEORGE THOMAS JACKSON, M. D.
Instructor in Dermatology in the Medical Department of
Columbia University, New York.

There are certain matters in regard to the care of the hair that have not been taught to some physicians in their student days, and about which they are still somewhat at sea, because they have found no mention of them in their books. About these they seek advice. Perhaps such matters may seem trivial to some of you, but they do not seem trivial to some of your patients. Therefore, they seem to me to be of sufficient importance to warrant my bringing them briefly to your notice.

Management of the Hair During and After Fevers.

It is well known that the hair falls after fevers of duration, as well as after other exhausting drains on the general nutrition of the body. The laity know this, and in such cases are constantly asking if we cannot do something to prevent the falling of the hair. After the patient is convalescent, his or her, especially her, friends are eager to have the head shaved and cross-shaved, and cite cases of those who have had this done, and now have such magnificent hair! How shall we answer these questions? We can answer the first by saying that nothing can be done during the illness to prevent the falling out of the hair. The hair falls out not because of the dryness of the scalp in consequence of the fever, but because its nutrition has been interfered with by the illness. This we know, because the hair will fall in some non-febrile diseases. All we can do is to keep the hair and scalp in order by gentle brushing and combing, and by rubbing into the scalp, once or twice a week, the least bit of vaselin or oil. To the demand for permission to cut the hair short, or to shave the scalp, we should give emphatic denial. It is a serious business to shave the scalp of a woman, and it chiefly benefits the barber, who, by the way, is the one most urgent to have it done. It dooms the woman to months of wearing a wig, and to many subsequent months of remark from the thoughtless and cruel because she, perforce, is a member of the short-haired sisterhood. As it is impossible to say how much of the hair will fall, and as it is rare for enough to fall to render "doing up" impracticable, there seems to be no reason to subject the woman to the positive annoyances of the shaving with the advantages so exceedingly doubtful.

Well, shall we no nothing but simply fold our hands and let Dame Nature look after the hair? It would be much wiser to do this than to do some things that are done: but we can do more. We should allay the fears of the patient and her friends, by assuring them that although the hair may fall for a few weeks, it will grow in as well as before the fever, if they will obey directions. They must be directed to brush and comb the hair every day. At this they will throw up their hands in horror, and exclaim, "Why, doctor, I am afraid to brush my hair, as so much comes out." We can tell them that that need not disturb them in the least, for only the already damaged hair can be pulled out in that way, and that the sooner this is out the better. Once or twice a week a little pomade composed of a drachm of precipitated sulphur, in an ounce of a good soft, cold cream should be gently worked into the scalp, every two or three weeks the hair and scalp should be washed, and a little of the pomade applied as soon as the hair is dried. As soon as the patient regains her strength, if she follows this method of caring for the hair, she will be rewarded by having as fine a growth of hair as she had before, if not finer. Of course the older a woman is, the less the probability for this much-to-be-desired outcome.

How Often Shall the Scalp be Washed?

This is another question often asked. We can answer that once in two to four weeks is sufficient, so far as the hair is concerned. In fact, it does seem to make much difference to the hair whether it is washed or not. It is more cleanly to wash the hair, and that is the greatest reason in favor of doing it. It is bad to wash the hair too often, and daily souping of the hair as is the too common practice, is pernicious.

Soaps.

We will be asked what soap is best to use in washing the scalp, and many women who make their wish by caring for the hair have some mysterious soap which they use, vaunt, and try to sell to their customers, but the composition of which they will not reveal. As a matter of fact, except in a very few conditions of the scalp, it makes little difference what sort of soap is used, provided it is made by a good manufacturer. The most convenient soap is one that is liquid, such as the tincture of green soap. Whatever soap is used must be thoroughly washed out with plenty of water. After washing the scalp a little pomade or oil must be rubbed into the scalp to take the place of the natural oil that has been removed by washing.

The Use of Pomades.

The men of my father's generation habitually used pomades on the scalp. To protect the chair coverings from the grease on their heads tidies came into vogue. Then the pendulum swung the other way, and now pomades of all kinds are tabooed. That there has been a great increase in baldness among young men of the present generation is a general impression although I know of no statistics to support or refute it. Some fifteen years ago, when I first became interested in the study of diseases of the hair, I accepted the teaching of the time that pomades did no good, and, becoming rancid, did positive harm. With enlarging experience I am becoming more and more convinced that I was wrong, and that one reason why the hair is lost so early nowadays is because the sons have forgotten the teachings and practices of their fathers in regard to the use of pomades. They neither use pomades nor seek to stimulate the natural oily supply to the hair by systematic brushing. Instead they daily wet their heads with water to enable them to arrange their hair. By not using pomades and by wetting the hair instead of brushing it, their hair becomes more and more dry, dandruff increases, and their hair falls. I believe that if boys were trained to brush their hair thoroughly every night and morning, and had a little pomade that will not turn rancid, such as contains sulphur or salicylic acid, for instance, rubbed into their scalps once a week or so, and avoided wetting their heads, baldness in the rising generation would not be so prevalent as it is in this.

Cutting the Hair.

We are sometimes asked how often the hair should be cut. It makes no difference how often it is cut. It is purely a matter of taste. No one would think of asking how often the nails should be cut, but cuts them as often as they become too long for comfort or taste. Cutting the hair will neither increase nor decrease the amount. It will stimulate the fine hairs to become coarser, but when they have reached their normal growth cutting will have little influence on them. It is always advisable to direct that the split ends of the long hair of women should be cut off above the cleft, as this will prevent the cleft from traveling up the hair. It is best not to have the hair of a girl cut after she is ten or twelve years old, because if left to itself and given adequate care it will grow more silky than if it is cut.

Singeing.

Of all the foolish fashions in regard to the care of the hair, that of singeing is the most ludicrous. It is founded on an antiquated idea, and is a revival of an antiquated fashion. Away back in the dark ages it was thought that when the hair was cut it bled from the cut ends, or, at least, lost some fluid nutritive substance. Therefore, it was argued, we should singe the ends to prevent this loss, just as it once was the practice to sear wounds to stop hemorrhage. As the hairs are not hollow tubes, like arterioles, and neither bleed, exude, nor ooze in any way when cut, the operation has no foundation in fact, nor does it do any good. I have seen scores of barbers' customers who have gone about like singed cats for months, and without benefit.—Read before the Medical Society of the State of New York, and reprinted from *Medical News*, through *Bulletin of Pharmacy*.

WOANDSU.—In a letter to the State Department at Washington, Richard Guenther, Consul-General at Frankfurt, Germany, reports that German papers speak of an annual plant growing in tropical Africa, belonging to the leguminous class, which is largely cultivated by the negroes as a food article. It has also been introduced to some extent in Southern Asia and in Brazil. It is called woandsu by the African negroes; the botanical name is *Glycine subterranca*. The French expert chemist of aliments has recently analyzed the fruit of the woandsu with reference to its chemical composition and its value as food. The fruit, like the peanut, matures under ground. The eatable kernel has the shape of an egg, and is dark red, with black stripes and a white hilum, like most beans. It furnishes a very white flour, whose flavor after cooking very much resembles that of chestnuts. The chemical composition is 58 per cent. of starchy substance, 10 per cent. nitrogenous, 10 per cent. water, 6 per cent. oil, 4 per cent. cellulose substance, and 3 per cent. ash. It will be seen that two pounds of these beans would supply the daily requirements of the human system. M. Balland, who has had wide experience in the chemistry of nutriment, calls this fruit the first one found by him in a natural state which shows all the chemical properties of a perfect nutriment.

THE MANDIOCA PLANT.—The British consul at Maranhao reports that the *Manihot utilisima*—sometimes known as the "manioc"—grows to a height of some 10 feet, with thin, straggling branches, and the leaves, which are palmate in form, are scanty. It is cultivated for the sake of its tuberous root, which grows to a very great size, yielding a starchy food, which is used by the poorer classes throughout tropical South America as a substitute for bread. A common variety of the mandioca plant is said to contain a poisonous juice, distributed throughout the leaves, stem and root, and the toxin, hydrocyanic acid, has to be dissipated by heat or evaporation before the root can be eaten. Large plantations of mandioca are formed by cutting down and burning patches of forest, and in the clearings thus formed cuttings of the stem are planted. In about a year the plant matures, and the roots are then dug up, and are either cooked and eaten or are made into "farinha." This product was formerly sent to Portugal to be used in the manufacture of alcohol, but it is now extensively exported to the states of Para and Amazonas, the exportation elsewhere having entirely ceased.

NEW LIQUID GLUE.—Joiner's glue, 250 grams, is dissolved in hot water, 1,000 grams, and a mixture of 10 grams of barium dioxide, 5 grams of concentrated sulphuric acid and 15 grams of water added. The whole is then heated on a water-bath at 80° C. for 48 hours. Sulphur dioxide is gradually evolved, the glue loses its property of gelatinizing, acquires a pleasant odor, and does not become mouldy. It is

said to be strongly adhesive. When dried in the form of scales, it resembles gum arabic and is recommended as a substitute for the latter (Spatula).

RHUS POISONING.—It is now well established that the poisonous principle of *Rhus toxicodendron* is not an acid, but a non-volatile oil, called toxicodendrol. As an oil it is not soluble in water, and hence all watery solutions fail to produce the full benefit, and recourse must be had for the best treatment to an alcoholic solution of lead acetate in cases where the poison is fresh. The parts should be washed with alcohol to remove as much of the oil as possible, and then the solution of lead salt applied on fabric or absorbent cotton, and allowed to remain on till dry and renewed. Dr. W. H. Seaman, in *St. Louis Med. and Surg. Jour.*, states that he has seen the poison applied and treated after varying intervals with the alcohol and lead salt, and the amount of poisonous effect was exactly proportionate to the interval elapsing before treatment. Of course, after a constitutional effect is produced the local treatment is of little or no use.

SPURIOUS SENNA.—E. M. Holmes describes in *Pharm. Jour.* a variety of senna which has made its appearance on the London market, and which he recognizes as *Cassia montana*. It resembles in size ordinary Tinnevely senna, but its distinctive features are in the obtuse or rounded ends of the leaflets, the obtuse angles of the lateral veins, the presence of a well-marked, dark network of veins on the under surface, and the presence of a distinct mucro, or the broken end of one, at the apex of the leaflets. The presence of scars on the rachis also affords evidence, since there are only 6-8 pairs of leaflets on Tinnevely senna leaves, but 10-15 on those of *Cassia montana*. The spurious senna was exported from Madras, but why it should be sent from there in such quantity when it appears to be unknown as a drug to writers on Indian materia medica, the author says is a mystery that needs solution.

PARIS GREEN.—Has as its chief constituent copper aceto-arsenite, which, when chemically pure, contains: arsenous oxide, 88.64 per cent.; copper oxide, 31.30 per cent.; acetic acid, 10.06 per cent. In 22 samples examined by L. L. Van Slyke and W. H. Andrews, at the New York Agricultural Experiment Station, Geneva, N. Y., the arsenous oxide varied from 55.83 to 60.89 per cent., and averaged 57.05 per cent. The water-soluble arsenous oxide varied from 0.61 to 15.09 per cent., and averaged 1.68 per cent. The copper oxide varied from 27.22 to 31.20 per cent., and averaged 30.02 per cent. The impurity most commonly found was white arsenic, and this did not appear to be excessive. The general result of the examination, according to the authors, is to show a good quality of Paris-green in the market at the time the samples were taken.

WORDLESS VACCINE.—At the recent annual meeting of the Association of Executive Health Officers of Ontario, at Brantford, according to American Medicine, the question of the failure of vaccine as effective protection against smallpox was discussed. Many representative Ontario physicians united in testifying that a large number of vaccinations were wordless as protection against the disease. Various causes were ascribed, including careless handling and administration by doctors, careless transportation by railways, but chiefly the desire of the manufacturers to carry the refining too far and to sacrifice the practical for the scientific or commercial side. After a lengthy discussion it was decided to appoint a special committee to look into the question and report at the next annual meeting.

INDOLENE is a new iodoal and albumin compound, occurs as an extremely fine, dry, yellow powder, devoid of odor or taste, and insoluble in ordinary liquids. It contains 36 per cent. of iodoal, and is used as an antiseptic in place of iodoform.

RESOLUTIONS ADOPTED BY THE MASSACHUSETTS PHARMACEUTICAL ASSOCIATION.

Secretary James F. Guerin is sending copies of the following resolution, adopted by the Massachusetts Pharmaceutical Association at its recent meeting held in Fall River, to manufacturers of proprietary medicines:

Resolved: That the Massachusetts State Pharmaceutical Association in convention assembled, desires to go on record as heartily endorsing the so-called *Committee of the National Association of Retail Druggists* to give hearty and sincere support to the furtherance of the said Worcester Plan, and that proprietors be invited by said Committee to attend the meeting of the National Association of Retail Druggists, to be held in Buffalo, and participate in the consideration of said Plan with a view to adopting the same and co-operating with the National Association of Retail Druggists in making it operative as a part of the National Association of Retail Druggists plan; that we request the Executive Committee of the National Association of Retail Druggists to give the Worcester Plan a place in the order of business at the meeting for discussion and action.

Accompanying the resolutions is the following letter, signed by the secretary:

June 20, 1901,

To Manufacturers of Proprietary Medicines—

Gentlemen: As manufacturers of proprietary medicines are dependent upon retailers for the distribution of their goods, a commercial policy that commands itself to retailers should not be disregarded.

The plan that one proprietor is using, having been sustained by the Massachusetts Supreme Court and injunctions having been issued against certain efforts for selling certain proprietary goods "in breach of the conditions upon which the same were obtained," it would seem that all that is now needed to insure stable prices is a willingness on the part of other proprietors to adopt a price protective policy.

At the present time all wholesale drug firms of Boston and Providence are using billheads with notice thereon of the conditions under which they sell their goods. We believe that the notice commends the wholesalers as much as it does the protected goods to the retail trade. The co-operation of the wholesale trade, to the extent of using billheads with restrictive notices thereon, can easily be obtained.

Some proprietors are unwilling to adopt a price restrictive policy, fearing that if they should do so it would prove detrimental; if their competitors do the same. Our opinion is that the proprietors that protect their goods shall be gainers if their competitors do not adopt a price restrictive policy. We assume that most druggists prefer to sell articles the selling prices of which are always the same; that cheapness of selling price is not the determining factor; that the prospective customer is influenced by what he wants and by the druggist more than by the cheapness of a competing article.

The trend of events indicates that a price restrictive policy is soon to be an issue. Proprietors will need to show a willingness to do more than they are now doing to protect retail prices otherwise it will be more difficult for them to market their goods. That they have a right to fix prices and maintain them makes it obligatory upon them to do so. This is the attitude that the retail trade is beginning to assume. The price of goods is a matter of concern to protect the prices of its goods, it may devolve upon a number to co-operate. The judicial decision of Judge Russell of the New York Supreme Court, affirmed by Justice Rumsey, of the Appellate Division, is pertinent to this subject. It says: "He (the manufacturer) may join with others in similar need to accomplish by concerted action that which would be too burdensome, expensive and impracticable to achieve alone, and without which concert his power to fix the price would be barren of good result."

It is assumed that when unfair competition is stopped there will be fewer attempts on the part of cut-rate and department stores to buy direct; that purchases will not be so large; that there will be more of them; that sales in the aggregate will be larger and failures fewer; that benefit will accrue to wholesalers, non-cutting retailers and to proprietors. If these assumptions are correct, grounded wholesalers need have no fear of an increase of direct sales.

It is also assumed that when proprietors obtain adequate redress against the cutters that violate the conditions on which their goods are sold, not many suits will be required.

Believing that at the N. A. R. D. meeting in October will be an opportunity for the proprietors that are favorable to price protection to confer with the N. A. R. D. the Massachusetts State Pharmaceutical Association adopted the accompanying resolution; pursuant thereto an enclosure herewith, and a copy of the same to the Executive Committee of our Association, be pleased to hear from you.

Very respectfully,
JAMES F. GUERIN,
Worcester, Mass.

QUESTION BOX.

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of the Era. Copies of these may be obtained at ten cents each.

What is Naphtha?

(J. F. S.) "What should be dispensed for naphtha?"

It depends, and inquiry should be made of the customer as to the use he wishes to make of the fluid or solvent wanted. "Naphtha" is a term derived from the Persian word "nafata," to exude, and was originally applied to an inflammable liquid hydrocarbon, which exudes from the soil in certain parts of Persia. In this sense it was used by Dioscorides, Pliny and other early writers. In commerce and science at the present time it is, as said above, used somewhat vaguely, but more in a general sense to embrace certain bodies in common, than as a specific name for a particular substance. By the alchemists the word was used principally to distinguish various highly volatile, mobile and inflammable liquids, such as sulphuric and acetic ethers, known respectively as "naphtha sulphurici" and "naphtha aceti" (see Roscoe and Schorlemmer's Treatise on Chemistry). In recent times naphtha has been employed to indicate volatile, limpid, inflammable hydrocarbons obtained by the destructive distillation of organic substances, as well as those produced by similar agencies acting within the earth. The term "naphtha" is used in commerce in connection with the following substances (Ure's Dictionary of Arts and Manufactures): "Coal tar naphtha," obtained in the distillation of gas-tar; "shale naphtha," obtained by the destructive distillation of shale and other carbonaceous minerals; "native naphtha," the more fluid portion of crude petroleum or rock oil; "caoutchouc naphtha," prepared by the distillation of india rubber; "wood naphtha," obtained in the destructive distillation of wood and known also as wood spirit or methyl alcohol, and "bone naphtha," or bone oil, known also as Dippel's animal oil. A description of these various substances may be found in the dispensatories and works on general chemistry.

Cement for Iron.

(E. A. S.) We have no practical formula of the character you outline, although it is possible you may make a paste filling for cracks in iron by mixing iron filings or finely powdered iron to a paste consistency with liquid waterglass. Several formulas for cementing iron, taken from Workshop Receipts, are given below:

(1) Mix 4 parts of fine borings or filings of iron, 2 of potter's clay, and 1 of powdered firebrick, and make them into a paste with salt and water. When this cement is allowed to concrete slowly on iron joints, it becomes very hard.

(2) Coarsely powdered iron borings, 5 lb.; powdered sal ammoniac, 2 ounces; sulphur, 1 ounce, and water sufficient to moisten it. This composition hardens rapidly; but if time can be allowed, it sets more firmly without the sulphur. It must be used as soon as mixed, and rammed tightly into the joints.

(3) Sal ammoniac, 2 ounces, sublimed sulphur, 1 ounce, cast-iron filings, or fine turnings, 1 pound. Mix in a mortar and keep the powder dry. When it is to be used, mix it with 20 times its weight of clean iron turnings or filings, and grind the whole in a

mortar; then wet it with water until it becomes of convenient consistence, when it is to be applied to the joint. After a time it becomes as hard and strong as any part of the metal.

(4) The following is said to form a very hard cement: Take a few spoonfuls of iron filings, and oxide of iron in the form of black scales which fall from red-hot bars of iron in blacksmith's shops. Crush them fine with a hammer, mingle with the powder an equal bulk of the best Portland cement, and render the mass plastic by adding the white of eggs, and work for a few minutes, until the plastic material is about of the consistence of soft putty. Only a small quantity should be prepared at once, as it will set in a short time.

Lice on Horses.

(W. H. R.) According to Veterinary Counter Practice stavesacre is an effectual destroyer of lice, if prepared by boiling $\frac{1}{2}$ pound in a gallon of water and brushing well into the coat of the animal with a hard brush. Another mixture sometimes recommended is prepared by dissolving liquefied phenol, 4 ounces, in an infusion of quassia, 1 gallon. This mixture should be sent out with directions to dissolve 4 ounces of soft soap in a gallon of hot water, when the whole should be added to the lotion and applied warm. It is also advisable to supplement this treatment with the administration of a tonic like the following:

Iron sulphate	2 drams
Powdered gentian	4 drams
Powdered anise	4 drams

For 1 powder. One to be given night and morning in a quart of gruel.

A preparation recommended for the destruction of lice on cattle, and which, presumably, will answer equally well for horses, is this one:

Green soap	10 av ounces
Alcohol	9 av ounces
Wood alcohol	1 fluidounce
Crude Naphthalin	2 fluidounces
Water	40 fluidounces

Heat the whole together until dissolved, and then stir until cold.

To use, rub the infested places on the animal thoroughly with the preparation, and wash off the next day with warm soda solution. When the animal is dry repeat the operation twice. The lice generally die after the second application.

Essence of Pepsin.

- (I. H.)
- (1) Glycerole of pepsin..... 1-3 parts
Vine orange 5 parts
Glycerine 1 part
Simple elixir, to make 16 parts
 - (2) Pepsin, pure 128 grains
Glycerine 32 fl ounces
Oil cinnamon 1 minim
Oil pimento 2 minims
Oil cloves 2 minims
Oil bitter orange 2 minims
Purified talcum 2 drams
Alcohol 12 fl ounce
Sherry wine 4 fl ounces
Distilled water, enough to make 16 fl ounces

Dissolve the oils in the alcohol. Mix the pepsin with the water, add the glycerin and agitate until solution has been effected. Then add the solution of oils in alcohol and the purified talcum and mix thoroughly. After allowing the mixture to stand a few hours filter it through a wetted filter, returning the first portions of filtrate to the filter until the liquid passes through perfectly clear.

- (3) Pepsin (1 to 3,000) 5 1-3 grains
Resin 60 grains
Glycerin 2 ounces
Desodorized Alcohol 3 ounces
Oil sweet orange 2 minims
Oil lemon 12 minims
Oil nutmeg 1 minim
Water, enough to make 16 fl ounces

To the alcohol add the oils and five ounces of water. Dissolve the pepsin in the glycerin, diluted with an equal volume of water, and add to the first solution. Then add the rennin and sufficient water to make 16 fluid ounces. Allow to stand two days and filter.

Ink for Rubber Stamps.

(A. M.) Dieterich gives the following formula for:

Glycerine Stamp-Ink	
Aniline water-blue (B).....	3 drams
Distilled water.....	10 drams
Acetic acid.....	2 drams
Alcohol.....	1½ ounces
Glycerine, enough to make.....	16 ounces

Make a solution by rubbing in a mortar.

In the same way inks of the following colors may be prepared with the above compound menstruum, substituting, of course, the pigment named for the aniline water-blue in the formula given:

Violet: Methyl-violet (3 B).....	2 drams
Red: Diamond fuchsine (1).....	2 drams
Green: Aniline green (D).....	4 drams
Brown: Vesuvian (B).....	5 drams
Black: Deep Black: (E).....	3 drams

For bright red omit the acid from the solution, replacing it by water, and using 3 drams of eosin (B B N).

The same author states that a satisfactory pad for rubber stamps may be made as follows: Boil 35 parts of Japanese (tien-tian) gelatine in 3,000 parts of water until completely dissolved. Strain, while boiling hot, through flannel, add 500 parts glycerine, return to the fire, and evaporate to 1,000 parts. With this liquid as a basis, make the ink of the color desired, using 60 parts of methyl-violet, (3 B) for violet, 80 parts eosin (B B N) for red, 80 parts of phenol blue for blue, 50 parts anilin green for green, and 100 parts of nigrosin for black. With this ink saturate the cushion of the pad box, and cover with mull. If at any time the surface becomes too dry, moisten with water or glycerin.

Extract of Root Beer.

(A. M.)

(1) Oil of lemon.....	2 fl drams
Oil of sassafras.....	2 fl drams
Oil of spruce.....	2 fl drams
Oil of wintergreen.....	1 fl dram
Oil of nutmeg, essential.....	1 fl dram
Alcohol, deodorized.....	12 fl ounces
Water.....	4 fl ounces
Talcum, purified.....	2 av ounces

Dissolve the oils in about 2 fluidounces of alcohol, triturate the solution with the talcum, add the remainder of the alcohol mixed with the water, and filter. Add through the filter enough of a mixture of 3 parts of alcohol to 1 of water to make 16 fluidounces.

(2) Sarsaparilla.....	3 av ounces
Pipsissewa.....	3 av ounces
Licorice root.....	3 av ounces
Sassafras bark.....	3 av ounces
Ginger.....	1 av ounce
Oil of lemon.....	2 fl drams
Oil of sassafras.....	2 fl drams
Oil of spruce.....	2 fl drams
Oil of wintergreen.....	1 fl dram
Magnesium carb. or purified talcum.....	½ av ounce
Alcohol.....	12 fl ounces
Water of each.....	sufficient

Mix the drugs, reduce to coarse powder, and extract by percolation with a menstruum composed of 3 volumes of alcohol to 1 of water until 24 fluidounces of product are obtained.

Now triturate the residue with the magnesium or talcum, add a mixture of 6 fluidounces of alcohol and 2 of water, mix well, add the preceding tincture, and filter the whole.

(3) Fluid extract of false sarsaparilla, (sarsenardi).....	12 fl drams
Fluid extract of pipsissewa.....	12 fl drams
Fluid extract of wintergreen.....	5 fl drams
Fluid extract of licorice.....	5 fl drams
Oil of wintergreen.....	1 fl dram
Oil of sassafras.....	20 minims
Oil of cloves.....	15 minims
Alcohol.....	12 fl ounces

Dyeing Leather Black.

(J. B. H., Jr.) (1)—Simple treatment with solution of iron sulphate or copperas will dye leather black. Acetate or iron may be used instead with advantage. The leather may be first mordanted with solution of logwood extract.

(2) Dissolve 1 ¾ ounces of solid extract logwood and ¾ ounce solid fustic extract in boiling water and make up to 35 fluid ounces. The leather, which must have been previously cleaned and stretched out, is brushed over five times at 100 degree F.; 155 grains of chromate of potash and 77 grains of sulphate of copper are then dissolved in the same quantity of water; the leather is brushed twice with the solution, and then again with the decoction of logwood; 150 grains of liquid ammonia are then poured into 35 fluid ounces of water, and the leather is gone over with that. To make the leather supple, stir up 150 grains yolk of egg in 75 grains of glycerine, make it up with water to 35 fluid ounces, and rub the leather with it. Let it get half dry, and rub with a clean woolen rag.

(3) Beeswax.....	3 ounces
Black resin.....	2 ounces
Melt together, and then add:	
Prussian blue.....	1 ounce
Lampblack.....	¼ ounce

While the mixture is cooling add turpentine till a suitable consistency is obtained. It should be applied with a soft rag, and the leather afterward polished with a brush.

Blackberry Brandy.

(I. H.) See Era of June 27, 1901, page 707. Here are two formulas:

(1) To 10 gallons blackberry juice and 25 gallons spirit, 40 above proof, add 1 dram each of oil of cloves and oil of cinnamon dissolved in 95 per cent. alcohol, and 12 pounds white sugar dissolved in 6 gallons water. Dissolve the oils separately in ½ pint 95 per cent alcohol; mix both together, and use one-half the quantity; if the cordial is not sufficiently flavored, use the balance.

(2) One-quarter ounce each of cinnamon, cloves, and mace, 1 dram of cardamom. Grind to a coarse powder; add to 16 pounds of blackberries, mashed, and 5 gallons of 95 per cent alcohol. Macerate for two weeks; press; then add 10 pounds of sugar, dissolved in 3½ gallons of water. Filter. This product is sometimes diluted with water or a mixture of alcohol and water to lessen the cost. But why use either of these preparations when you have access to the National Formulary, which gives a reliable formula for "blackberry cordial?"

A Peculiar Mixture.

(J. R. W.) "The following prescription was taken from the Medical Brief and we would like to know how to prepare it without leaving a great deal of residue. Prepared according to the directions it was unsatisfactory.

Zinc sulphate.....	2 drams
Salicylic acid.....	2 drams
Iodoform.....	2 drams
Boric acid.....	3 ounces
Oleic acid.....	8 ounces

Mix and boil for several hours; when cool, pour off and bottle."

We submit the query to our readers.

Colorless Iodine.

(Subscriber.) We know of no preparation under this title. A formula for decolorized tincture of iodine may be found in the National Formulary; a book which you should possess.

Ant and Roach Exterminator.

(J. F. S.) See the following issues of the Era, April 5, 1900, page 371; March 14, 1901, page 285; March 28, 1901, page 343.

Flavoring Extract Jamaica Ginger.

(A. M.) See this journal June 20, 1901, page 679.

NEWS DEPARTMENT.

NEW YORK AND VICINITY.

UP TOWN DRUG STORE FLOODED.

Blast Bursts Water Pipes and A. R. Baltzly's Drug

Store, Ninety-sixth Street and Broadway,

Receives a Bad Ducking—Cellar Full

and Two Feet of Water on Store

Floor—Damage About \$3,000.

The drug store of Albert B. Baltzly, at Ninety-sixth street and Broadway, was badly damaged by water Monday evening, July 8. The water came unexpectedly and stayed about seven hours at a depth of seven feet in Mr. Baltzly's cellar and about two feet on the floor of the store. Mr. Baltzly was not the only person who suffered damage however as the whole block from Ninety-sixth to Ninety-seventh street on the west side of Broadway had conditions similar to those that prevailed in the drug store, to contend with though not quite so damaging. The deluge of water was occasioned by the bursting of a 12 inch water main directly in front of Mr. Baltzly's store. The breaking of the main resulted from a blast set off by workmen in employ of the sub-contractor who is making room for the subway and is digging a trench along the east side of Broadway for the reception of a 22 inch water main that now runs down the middle of the street. When the break occurred the water shot into the air with a hiss. Dr. C. A. Murphy was standing in the drug store door and saw the outbreak of the miniature geyser. He endeavored to avoid the flood which immediately followed but could not and was swept off his feet and into the drug store. Several of Mr. Baltzly's clerks also saw the water and made an attempt to close the store doors but the water was there ahead of them. Two women customers in the store got wet feet.

The water remained on the store floor for about seven hours. The contractors secured a pump and emptied the cellar. Mr. Baltzly kept a large stock of drugs, chemicals, etc., in the cellar which was completely ruined. In the store, the drawers containing herbs and crude drugs were swelled so tightly shut that it will be impossible to get them open without ruining the case. A large stock of cigars in the cigar case was soaked and plasters, medicated cottons and a large quantity of other goods perished. Mr. Baltzly estimates his loss will reach \$3,000. The drug store is open for business but it will require some time to replace the materials destroyed.

MANHATTAN PHARMACEUTICAL ASSOCIATION OUTING.

The first annual outing of the Manhattan Pharmaceutical Association was held at Donnelly's College Point Grove, Tuesday July 9, and it was unanimously agreed by the 16 members and friends present to be a success. The day was all that could be desired and the crowd came early and departed late. The program of entertainment arranged by the committee of which Bruno R. Dauscha was chairman, was replete with attractive events, not the least interesting of which was the baseball game. The game was not strictly according to schedule, nor did its players, or rather the umpire Eugene F. Lohr, pay much heed to any well established rules of the national sport. The sides were selected and named by second baseman Swann, the Castor Oils and Paregorics, and as Mr. Swann said after the game "the

Paregorics put the Oils to sleep." The line-up of the teams follows:

CASTOR OILS.

Mr. Firman
Steinach
Cassel
Dr. A. L. Goldwater
Charles Bjorkwa
W. Hauenstein
S. V. B. Swann
La Guna

PARAGORICS.

Mr. Durr
Karl Schnackenberg
C. O. Grube
Mr. Hirzel
E. R. Dauscha
Gene Brown
Mr. Hepp
O. C. Kleine, Jr.

Three and a half innings were played when the game was called on "account of dinner." The score then stood Castor Oils 15, Paregorics 11.

The men's prize bowling contest interested a large number as did also the ladies bowling contest and the shooting match. The prizes in the three events were won in the following order:

Men's bowling highest score 40: C. A. Niemeyer 40; W. J. Carr, F. P. Tuttle, G. H. Hitchcock, 39 each, (rolled off); R. H. Timmermann 38; C. O. Grube, F. Wich-lus, S. F. Haddad, Karl Schnackenberg, 37 each, rolled off.

Ladies bowling highest score 40: Mrs. O'Rourke 36; Mrs. G. T. Reader 35; Mrs. G. E. Schweinfurth 34; Mrs. Maxwell 33; Miss Smith 32; Miss Norwalk 31; Mrs. Boyson and Miss Neumer 28 each, rolled off.

Men's shooting match highest score 40: A. Tsheppe 39; J. H. Lawrence 37; C. A. Niemeyer 36; Dr. A. C. Griffin 35.

The dinner was one of the regular Donnelly kind and was partaken of by 92 persons. At its close brief speeches were made by J. Maxwell Pringle, Jr., G. E. Schweinfurth, G. H. Hitchcock, B. R. Dauscha, Felix Hirsman, Mr. Firman and G. C. Diekmann. Dancing was the order of the evening and the outing came to a happy finale about midnight.

TARRANT CO'S OFFICERS INDICTED.

Grand Jury Finds True Bills Against Thomas F.

Main and W. V. V. Powers—Charged with

Manslaughter in Second Degree—Both

Men Admitted to Jail in \$2,500.

Thomas F. Main, president and W. V. V. Powers, one of the directors, of the firm of Tarrant and Co., were indicted by the Grand Jury last week on the charge of manslaughter in the second degree. The charge is founded on the testimony of 20 witnesses and holds the two men responsible for the seven lives lost in the fire and subsequent explosions that wrecked the building of Tarrant and Co. and 11 other structures near it last October.

Mr. Main and Mr. Powers were arrested last Friday and taken before Recorder Goff in General Sessions, who admitted them to bail in \$2,500 each. M. J. Breitenbach of M. J. Breitenbach & Co., went on Mr. Main's bond and John M. Cornell, the iron merchant signed that of Mr. Powers. The case will probably come up in the fall.

The witnesses who furnished the information to the Grand Jury, stated that Tarrant and Co. kept thousands of barrels of chlorate of potash, a large quantity of sulphur, several hundred gallons of explosive mix, nitro and other explosives in the building without notice to the Fire Department. The charge is in-laid in the indictments, as is also a charge of neglect on the part of Tarrant and Company to partition the various chemicals and from the other.

MADE PHARMACISTS CONTRARY TO LAW.

New York Civil Service Commission Has Been

Examining and Passing Persons as Pharmacists Without a Right to So Do—Board of Pharmacy Has Asked Them to Desist.

In recent inspections made by the Eastern Branch of the Board of Pharmacy it was discovered that several apothecaries in various hospitals throughout the city were without licenses. As this was contrary to the pharmacy law, an investigation was started which revealed the fact that the men in question and many more like them, had been passed by the New York Board of Civil Service Examiners. Lee Phillips, secretary of the board, said the board had not intended any violation of the pharmacy law, in fact its members were not aware that such a statute was in force. He tried to shift the blame on the Commissioner of Charities but it was made plain to him that the fault really rested with the Civil Service Board. Mr. Phillips then said the board would be very glad to comply with the pharmacy law if it was officially notified by the Board of Pharmacy. Sidney Faber, secretary of the board wrote a letter to the Civil Service Commission last week calling attention to the violations and asking that they be immediately stopped.

GERMAN APOTHECARIES SOCIETY.

The last meeting of the German Apothecaries Society before the summer vacation was held Thursday evening, July 11, and owing to the inclement weather was not very largely attended. Fred. Linning, Seventy-sixth street and Lexington avenue and F. E. Kalkbrenner, 48 Morgan avenue, Brooklyn, were elected to membership. The death of Charles Hunt, a former partner of George Gregorious, but lately in business at Rhinebeck, N. Y., was announced. C. J. Meyer, 238 Second avenue resigned because he is going to his former home in Germany to live. George Schoensier, 622 Ninth avenue, also resigned.

Paul Arndt reported arrangements completed for the outing of the society to be held at Jamaica, Long Island, Thursday, August 1. The jubilee committee reported progress on the program being arranged to the fiftieth anniversary of the society to be held by the society in October.

It was reported that the resolutions touching the death of Dr. Charles Rice, an honorary member, were ready. They were read, ordered spread on the minutes and a copy sent to all the pharmaceutical papers. The archivist stated that the recent bequest of Gustave F. Werner of 639 Ninth avenue, deceased, had been received. It consisted of about two books. The next meeting of the society will not be held until September.

BEWARE OF THIS BLACKMAILING SCHEME.

Brooklyn druggists are being preyed upon at the present time by a gang of blackmailers and they should take unusual precautions to guard against the swindlers. The scheme that is worked is to have a simple prescription filled and paid for, and then to have the purchaser return with the medicine to which he has added poison, declare that it contains poison and has made his wife dangerously ill, and threaten to sue the druggist for his alleged mistake. If the druggist becomes frightened at the prospect of a damage suit then the swindlers suggest that it can probably be fixed up out of court for a consideration. The scale of settlement ranges from \$50, to \$200. It has not been ascertained that any Brooklyn druggist has fallen into this carefully arranged trap, but they should beware of the gang.

AN ITALIAN DRUG CLERK MURDERED.

The police of Brooklyn Borough are busily engaged in unraveling the tangle of mystery that enshrouds the finding of the dead body of Dominico Salamando in the outskirts of the borough, Monday, July 8. Salamando was a drug clerk. He is supposed to have been murdered. A

bullet supposedly from a 38 calibre revolver had entered his left eye and gone into his brain causing instant death. The body was yet warm when found by the police. Salamando is said to have had two wives living in Philadelphia where he was before coming here. The police have arrested two Italians and are still working on the case.

A CORRECTION.

Alex. J. Dostrow, formerly at the corner of West Fourth and Bank streets, this city, and now of 421 Bushwick avenue, Brooklyn, wishes it stated that the bill for \$3.00 presented by him to the Manhattan Pharmaceutical Association at the June meeting for payment, was not for "work in organizing in the sixteenth district in Manhattan, as was reported in the Era. Mr. Dostrow itemizes the bill as follows: \$2.00 for hiring a hall for meeting in the Brevort House, cor. Fifth avenue and Eighth street, N. Y., and \$1.00 for printing and sending out 50 letters and envelopes. (Invitations to the meeting to druggists of that district.)"

NOTES.

—The drug clerks in Edward's Pharmacy at East Hampton, L. I., were treated to a mild sort of a sensation one day last week. The innovation was caused by Miss Rebecca Cuyler, a clever young horsewoman, who resides in the town. Miss Cuyler had been out for a gallop and feeling thirsty on returning rode up to Edward's store and rapped on the glass door with the butt of her riding whip. As a clerk opened the door Miss Cuyler chirruped to her horse and rode into the store before the clerk could protest. She then called for a glass of soda, was served, backed her horse out and rode away while some of the rusties who had gathered gaped on in astonishment.

—The Fraser Tablet Co., 454 Eighteenth street, Brooklyn, has incorporated, capital, \$1,500,000. The corporation is to manufacture drugs and medicines "in powder, solid or liquid form." The directors are: Horatio N. Fraser, Brooklyn; J. H. Hutchens, New Rochelle, N. Y., and E. T. West, Newark, N. J.

—Thomas G. White, M. A., Ph. D., died Sunday, July 7, at his home in this city. He was a member of the Torrey Botanical Club, New York Academy of Science, and the Geological Society of America. He was a lecturer in the public schools and an instructor at Columbia from 1895 to 1900.

—T. Bruce Furnival, of the New York College of Pharmacy, has resigned and accepted a position as traveling representative for Hall and Ruckel. Mr. Furnival will remain in the city until August 1, when he will leave on a trip extending throughout the United States.

—C. Uhler, laboratory assistant at the New York College of Pharmacy, and F. N. Pond, Twenty-fourth street and Ninth avenue, attended the convention of the Grand Chapter of Phi Chi fraternity held at Buffalo, N. Y., July 10-13.

—John J. Menzies who represents Daggett & Ramsdell, New York, will spend his vacation commencing on July 25 at Old Orchard Beach, Me. On returning he will start on his western trip.

—The Sulphume Chemical Company has incorporated in New Jersey. Capital \$1,500,000. Directors, William E. Fort, Walter L. Sims and Edward B. Woodruff.

—George D. Erkenbach and Sheffield Phelps have been recently elected members of the Drug Trade Club. The club now has about 15 persons on its waiting list.

—Bakst Bros., wholesale druggists, formerly at 46 East Broadway, have completed moving into their new store at 415 Grand street.

—Studnitz and Tanner have sold their store at One Hundred and Seventeenth street and First avenue to Mr. Frankfort.

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—S. Ackerman has recently purchased the Breitenbach Pharmacy, One Hundred and Twenty-second street and Park avenue.

—William Wilson will move his drug store at Thirty-fourth Street and Broadway, to Seventy-third Street and the Boulevard.

—Frank Avignone, druggist at 59 McDougal street, is spending a vacation of two weeks with friends in Sullivan county N. Y.

—Henry J. Kopf's store at 70 Rivington street, which is one of the oldest stores on the lower East Side, has been purchased by B. E. Fidler.

—The Iriehe Drug Habit Cure Co., of New York, has incorporated to manufacture chemicals, medicines, etc., capital \$100,000.

—Charles F. Schoenherr, clerk for Henry J. Kempf, 57½ Broadway, Brooklyn, is enjoying a vacation at Buffalo, N. Y.

—M. Schwarz has moved his store from 662 Broadway, Brooklyn, to 81 Fourth avenue, corner St. Mark's Place, Brooklyn.

—R. W. Phair & Co., New York, have become the representatives for Zimmer & Co., Quinine, Cocaine and Salts.

—W. C. Alpers, 45 West Thirty-first street, has recently opened a drug store at Saratoga Springs, N. Y.

—Charles H. Klyachko has bought the store at 41 Essex street, previously owned by S. Rosenfeld.

—The seventy-second session of the New York College of Pharmacy will begin Monday, September 20.

—J. Portugaloff has bought the store at 165 East Broadway, formerly owned by J. Weinstein.

—J. M. Bootin and R. E. Flinnegan, of London, are visiting members of the drug trade.

—Mr. W. G. Robeson, and Mrs. Robeson, returned from Europe Saturday.

—S. Abraham has sold his store at 562 Grand street to Charles Muhl.

A. J. WHITE, LTD., SHOWS LARGE GAIN IN PROFITS.

Statement Presented at the Annual Meeting in London—Pays Preferred Dividend of £30,000 and 5 Per Cent. on the Common Stock.

London, July 4.—The annual meeting of the shareholders of the A. J. White, Limited, was held in Memorial Hall, Farringdon street, London, E. C., on Monday, June 24th. The directors presented the account of the company for the year ending March 31, 1901, showing that there had been a marked improvement in the company's business, and that the net profits for the year amounted to £98,788 4s 8d, which is some 50 per cent greater than the profits for the preceding year.

After paying the preferred dividend, amounting to £30,000, and bringing forward the amount standing to the credit of last year's account, there remains a balance of £39,202 0s 8d, from which a dividend of 5 per cent upon the ordinary shares of the company was paid.

Following is a copy of the statement presented:

Net profits for the present year.....	£	98,788	4	8
Amount brought forward from last year's accounts.....	£	2,333	16	0
	£	96,202	0	8
	£	30,000	0	0
Preference dividend.....	£	11,500	0	0
Writing off "Unexpected Advertising" account.....	£	25,000	0	0
5 per cent. dividend, ordinary shares.....	£	2,762	0	8
Amount carried forward to next year's accounts.....	£	67,202	0	8

The directory of this company is largely composed of Americans, and is made up of Hon. Timothy L. Woodruff, chairman; Lyman Brown, Allen S. Appar, T. Taylor Marsh, Lucius H. Biglow, Leonard Fawell, J. P., and Henry Wellington Wack, managing director.

IN AND ABOUT BOSTON.

A FAMILY DIVIDED.

Boston, July 13.—The recent sudden death of Joseph Dailey, son of Alfred H. Dailey, a Bowenville druggist, is likely to bring about unlooked-for complications. The young man's death came about while he was sitting, in apparent health in his father's drug store, talking with friends. After his death, Rose Murray Dailey came forward and claimed to be the widow of the young man. Rose Murray was seventeen years old when she met young Dailey four years ago. She says that when he was sent to Boston to study music she joined him there, and they lived together in this city, having been married, so she claims, by a justice of the peace. Three children were born to her, of whom she says young Dailey is the father. The young woman claimed his body after death, but she was warned away from the house. She followed the funeral procession to the cemetery and stood at the grave during the burial. Through lawyers, she states that she is the wife of the recently deceased son, and alleges that his mother, Mrs. Sarah Dailey, has denied the marriage and has discredited the legitimacy of the children, otherwise slandering her to her great loss and annoyance. Notice of suit for \$10,000 damages has been served, therefore, on Mrs. Sarah Dailey, wife of the druggist.

DRUG STORE BURGLARS CAUGHT.

Boston, July 13.—It is believed that two experienced crooks have been caught at Newburyport this week. At an early hour one morning an officer came across two men soon after they had entered the drug store of A. J. Casey & Co., which they had robbed of money, clothing, cigars and other articles. The officer saw the men running, and commanded them to stop. It was found that the back door of Casey & Co.'s store was open, and that the place had been ransacked. The druggist identified some of the goods, even to the suit of clothes on one of the men. Not only the suit, but the shirt, collar, necktie and even the underclothing were found to be Mr. Casey's. At the police station the men were locked up on suspicion. Upon being searched, a revolver, several files, a glass cutter and other tools were found upon them, besides new knives and a new razor, taken from Casey & Co.'s. In the police court the men pleaded "not guilty," but the court found probable cause and bound them over to the Superior Court, in September, in the sum of \$800 each. The men are believed to have criminal records.

Present Conditions Satisfactory.

Boston, July 13.—Satisfaction seems generally to be expressed with present conditions of trade, the week having been good in that respect, in part due to especially fine weather. It has been not too warm for comfort and yet the conditions have been such as to create trade in soda fountain department, where at all places the receipts have been large this week. In general business of prescriptions and sundries the week has proved an ordinary one, neither showing a rushing trade nor any dullness. In drugs opium and quinine are taking on active interest and showing signs of life with indications of coming activity. Trade in chemicals is only seasonable. Cologne spirits, alcohol and the like are only moderately active. So small is the trading in dyestuffs that changes in prices are only unimportant.

MANCHESTER, N. H., DRUGGIST DEAD.

Boston, July 13.—After an illness lasting about a month, George A. Hanscom, a prominent druggist at Manchester, N. H., died in that city on July 8. He was a native of Saco, Me., and was about forty-one years of age. He had lived in Manchester about seven years, and was previously in the drug business in Somersworth for several years. He entered the employ of Dr. E. H. Currier, when he first went to Manchester, and afterward bought out the Currier pharmacy and conducted the business alone up to the time of his death. A widow and two sisters survive Mr. Hanscom.

NOTES.

—At Westfield, about a year ago, there was much agitation over the selling of groceries on Sunday by a dealer who put a soda fountain into his store as an excuse for doing general business on the Sabbath, all of which resulted in the selectmen forbidding the running of any soda fountains on that day in Westfield. A strong feeling is being shown now in favor of permitting again the sale on Sunday of soda water and other temperance beverages, by drug stores. Hundreds of visitors go to Westfield every pleasant Sunday by the Springfield trolley line, and are surprised and disappointed to find that they can get nothing to quench their thirst. It is understood that the selectmen will offer no objection if the dealers in beverages will confine their Sunday sales to soda water and like temperance drinks.

—Few drug stores anywhere are without their stock of Carter's ink, and it is interesting to know that the loss by the recent fire at the Carter's Ink Company's building, Columbus avenue, this city, was amply covered by insurance. On the building, insurance to the amount of \$50,000 was carried; on rents, \$7,500; on stock and machinery, \$35,500; on albums, leaves, etc., \$7,500. The loss on the contents of the building will figure about 20 per cent.

—Dr. C. P. Flynn, one of the best known druggists in Boston, whose place of business is in the South Boston district, is always keenly alive to humanitarian efforts. Since the recent cyclone which did so much damage in the district near his pharmacy, Dr. Flynn has been most active in raising a public fund of which he has acted as treasurer for the benefit of those who met with loss because of the severity of the electric storm.

—An excited individual, who saw smoke coming from the chimney of the Minard Liniment Company's plant in Endicott street, in the North End of this city, rushed to a fire alarm box and soon had the department on the scene. The well-meaning citizen could have seen like smoke at almost any time, and the alarm was, of course, needless.

—For the purpose of conducting the business of chemists, druggists, importers and manufacturers of pharmaceutical and medicinal preparations, with \$50,000 capital stock, of which nothing is paid in, the J. V. Hale Company has been organized. A. E. Knowlton, of Malden, Massachusetts, is president, and Fredrick Drown, of Malden, is the treasurer of the company.

—Theodore Dangelmayr, Jr., clerk at Prout & Judson's drug store, at Westfield, recently had his bicycle stolen under conditions which indicated that the thief needed no "nerve" tonic at all—he had plenty of nerve as it was. The wheel was taken by a boy who later visited a nearby bicycle store to have the seat lowered, so that he might ride away.

—Friends of Elton E. Wildes, the actuary of the Moxie Company, Boston, are congratulating him heartily on his engagement, which has just been announced, to Miss Caroline B. Kimball, of Ipswich, the daughter of N. Scott Kimball, a wealthy wholesale merchant of Boston. The marriage will be a social event.

—Before Chief Justice Mason, in the Superior Court, this week, a man who had been charged with robbing William F. Heagney, a Clinton druggist, of a watch and a coat valued at \$18 and who was convicted, was sentenced to State prison for from three to five years.

—The new drug store of the Walker-Rintels Co., in Temple Place, came near meeting with disaster on the night of July 10, when a midnight fire in the four-story building next door to the pharmacy broke out. The drug store escaped damage.

—At Bowman's drug store, in Magoon Square, Somerville, a new sub-station of the Boston post office has been established. It is a well populated district.

PHILADELPHIA.

A DRUG STORE SYNDICATE.

Philadelphia, July 13.—Druggists were treated to a mild sensation here this week in the shape of a proposed scheme for buying up a lot of the most desirable retail drug stores in various parts of the city and running them under the management of a corporation. The scheme is very much the same as that now in operation in Chicago, and it is taken seriously by a number of prominent druggists who have been approached in the matter. So far, the parties behind the plan are not known but an inspection of the application for charter at Trenton this week will disclose the promoters—it is safe to say that no druggists are connected with it. The gist of the scheme is this: "The 'Progressive Drug Company,' chartered recently under New Jersey laws at Trenton, with a paid-up capital of \$1,000,000, proposes to buy outright a number of retail drug stores having the most desirable location and trade on an inventory to be taken of stock and fixtures and to retain the present owners in charge as managers. A bonus of 10 per cent. in stock of the company will be given the seller for the "good will" of the business, and the purchase will either be for cash or for stock in the company. It is reported by a prominent druggist who was approached this week with a prospectus of the scheme and asked as to the feasibility of the idea that the promoters are in earnest and that they have practically unlimited capital behind them—the only question now delaying the scheme is as to a choice of drug stores to be bought and a sounding of the wholesale and retail trade of the city as to the way in which the plan is likely to be taken. It is possible, so the agent for the Progressive Drug Company said, that at least fifty drug stores will be bought, and the profit is to be made by large buying and close management. Retailers here have little to say beyond expression of the opinion that the plan will upset local conditions to a large degree. All are awaiting further developments.

THE TELEPHONE SITUATION.

Philadelphia, July 13.—At the last meeting of the Philadelphia Association of Retail Druggists, July 5th, it was decided to send out notices to all druggists of the city asking them to cancel any contracts they had signed with the Keystone Telephone Company for putting pay telephones in their stores for any commission less than 25 per cent.; these notices have been sent out and a number of answers have been received in favor of the proposed plan. The situation is this: The P. A. R. D. believes that the druggists of Philadelphia should have, and can get, 25 per cent. commission on pay telephones from the Keystone Company as a matter of justice to the druggists and because of the fact that the Keystone people have admitted that their success in Philadelphia depends upon the placing of their telephones in retail drug stores. Some time ago about 300 druggists signed a contract with the Keystone Company for service at 10 per cent. and 20 per cent. commission, a few signing even for none at all, and when the P. A. R. D. went to the manager to demand 25 per cent. the committee was confronted with the list of these signers and told that the Company could not make better terms than this. Now it has been found that if every druggist who signed a contract for less than 25 per cent. will at once write to the Keystone Company and cancel it, that the P. A. R. D. can get the 25 per cent. demanded—this statement is based on admissions from parties concerned—so it is now "up to" Philadelphia druggists to say whether they want 10 per cent. commission on telephone service or 25 per cent.

THE CAMDEN RETAIL DRUGGISTS.

Philadelphia, July 13.—The Camden County Association of Retail Druggists at their regular monthly meeting held July 12 received a report from their Executive Committee that the price schedule adopted about a month ago is working very smoothly and that there is not a single instance of violation so far noted. So far, nearly all the

retail druggists and dealers in patent medicines have signed the schedule, and all who have not yet have signed have promised to do so—making 100 per cent. of the druggists of Camden who will abide by the new price list. Little comment has been made by customers on the new prices; these have been accepted without complaint and few remarks were made as to the increase. Considering the proximity to Philadelphia, where no schedule is yet in effect, this makes a remarkable good showing for Camden. There will not be any further regular meetings of the Association until September, as many of the members will be away for the summer. George D. Burton was elected delegate to the N. A. R. D. Convention at the June meeting, Charles L. Barret was elected as alternate. It is hoped that by September a still further increase in prices on proprietary articles can be made.

TRENTON DRUGGISTS.

Philadelphia, July 3.—A meeting of the Trenton Association of Retail Druggists was held in that city on Tuesday, July 9th, the second meeting of this Association. Members of the Executive Committee were elected and a number of other committee appointments were made and steps were taken to prepare a price schedule for submission to the druggists of Trenton. By unanimous vote, the Association decided to affiliate with the N. A. R. D. and a delegate was appointed to the National Convention and dues ordered paid. The meeting was addressed by James C. Perry, of Philadelphia, by invitation, on the N. A. R. D., its work and its plans for the bettering of conditions to the retail drug trade, and a brief summary of the work done by the Philadelphia Association on local conditions was given. Mr. White, of the Phenyo-Caffein Company gave an account of the scope and workings of the "Worcester Plan." Much enthusiasm prevails among Trenton druggists for local organization and substantial benefits are looked for in the near future.

BUSINESS QUIET.

Philadelphia, July 13.—Business has been quiet during the week but has been moderately good in most sections. The change in the weather has brought about a lively demand for diarrhoea and colic remedies, the former ailment seeming to be almost epidemic in some parts of the city. Soda water business has taken a slump again—cool weather to blame, prescriptions are coming in a bit more lively than last week. The usual Summer exodus is in full blast and a general dullness is looked for until cool weather brings the tourists home.

There has been little doing of note in wholesale circles; business has been steady and quiet and about up to the mark for this time of the year. Quite a number of firms closed last week at 3 and 4 o'clock on account of the heat but are making up for lost time now. A report was circulated this week that a local jobber was supplying a New York cutter with "forbidden" goods; the rumor cannot be traced to a reliable source and is probably a mistake, as jobbers here are loyal.

NOTES.

—It is not usual for druggists to seek to wound or kill their customers, quite the contrary; they strive to bring them in and let them get out when a little money is left behind; yet a Cumberland, Md., drug clerk had the misfortune to kill one of the store's best customers by a peculiar mishap. While removing a revolver from a shelf, the weapon was accidentally discharged and a customer standing in the store was killed.

—The Moss & Moore Company have bought two drug stores in the south-western section of the city and it is reported that a third purchase is contemplated by the firm. Fifth and Wharton Streets and 29th and Wharton Streets, are the locations of the stores already bought while a new store is to be opened at 65th and Woodland Avenue soon.

—Dr. W. H. Delbert, 12th and McKean Streets, is rejoicing in the possession of a motor bicycle, which he uses for visiting his numerous patients. It is said that the doctor can make very speedy time over asphalt with his flier and gets around at a lively gait.

—It is reported on good authority that Merrill's drug store, 19th Street and Fairmount Avenue, is for sale, and that a reasonable offer will be accepted by the proprietor. The death of Mr. Merrill's brother and his own illness are given as reason for desiring to make a sale.

—W. A. Shannon, of 5th and Spring Garden Streets, has opened a new drug store at the north-east corner of Germantown and Girard Avenues. This is quite a busy location and a good trade ought to come to a store located there.

—Charles Rehffuss, who won quite a little fame as chairman of the P. A. R. D. "Entertainment Committee" of this year, has taken his family on a vacation trip to Ohio to visit relatives there.

—Charles A. Eckels has bought the drug store at 16th and Pine Streets, formerly owned by Mr. Manlove, and will make a number of improvements and alterations in stock and fixtures.

—John T. Brennan, Ph. G., has opened a new drug store at 21st Street and Point Breeze Avenue, announcement of which he is making in very neat circulars to his friends and patrons.

—H. A. Nolte, the well known druggist of 6th and Race Streets, is off on a vacation with his family.

F. T. GORDON.

OBITUARY.

HENRY C. C. MAISEL.

Henry C. C. Maisel, Doctor of Pharmacy, formerly professor of materia medica at the Medico-Chirurgical College, died after a short illness, at his home, 2869 Poplar Street, Philadelphia, July 1. Dr. Maisel was a son of the late Prof. Maisel, for many years connected with the Philadelphia College of Pharmacy and one of the editors of the "Dispensary." Upon his father's death, much of the latter's work devolved upon the son, and for several years he was also professor of Materia Medica and Botany of the Department of Pharmacy of the Medico-Chi College. Dr. Maisel was graduated from the Philadelphia College of Pharmacy in 1885, with the degree of Ph. G. and continued his studies at Gottingen, taking high honors there. Upon his return to this country, he was for a time assistant professor at Clark University Worcester, Mass., going thence to a professorship at the Illinois College of Pharmacy. For a short time he was clerk for a Louisville druggist, and when he finally returned to Philadelphia to make this city his home, he engaged in the retail drug business for himself at 10th and Ogden Streets. For nearly three years past, after giving up his store, he has been connected with the chemical laboratories of Hance Bros. & White, resigning from his professorship at the Medico-Chi last year on account of the pressure of his work with that firm. Much of Dr. Maisel's work has been of a highly important and practical nature, and he has done much for the raising of the standards of drugs in commerce, the old adage that a wise father has a fool for a son not being at all justified in his case, for he was a worthy follower in the footsteps of his honored father. Dr. Maisel is survived by a widow and one son, and was at the time of his death 36 years old. He was born in Brooklyn.

EDMUND W. BRANT, a well-known retail druggist of Elizabeth, N. J., died at his home in that place late Friday evening, July 5. His death was supposed to be directly due to heat prostration. Mr. Brant was 57 years of age and had resided in Elizabeth the greater part of his life. He entered the drug business when a very young man and in 1877 purchased the store formerly conducted by T. J. Barnaby. Up to five years ago he was in business, but at that time he sold out to Parsons and Burcheil. Mr. Brant was an upright business man and was beloved by all who knew him. His funeral was held Monday, July 8.

The Featherweight Eyeshade is unquestionably the most practical and popular eyeshade on the market. The manufacturers report that its sale in drug stores is steadily increasing. It pays a good profit. Write for prices to the Featherweight Eyeshade Co., Bayonne, N. J.

BALTIMORE.

THE STATE ASSOCIATION MEETING.

Baltimore, July 15.—The center of interest for druggists all over the State will this week be transferred to Ocean City, where the annual meeting of the Maryland Pharmaceutical Association begins tomorrow. Not less than forty new members have been added to the organization of late, so that there is every reason to expect a large attendance. The Casino of the Hotel Plimlimmon has been made ready for the sessions and all the other preparations are complete. The responses to the request for prizes have been exceptionally liberal, and a number of premiums have been received from wholesale and manufacturing drug firms which will go to the successful contestants in the various competitions of skill and agility. The proceedings will include discussions on matters of the utmost importance to the drug trade of Maryland. A new draft of a bill for the protection and advancement of the druggists' profession, to be introduced at the next meeting of the General Assembly, will be considered and a plan of campaign to secure the enactment of the draft mapped out. Social features will receive much attention and it will be the aim of the committee of arrangements to render the stay of the druggists at the seashore as pleasant as possible. It is recognized that pastimes and enjoyments must always hold a prominent part in the annual meetings if the latter are to be successful. The average druggist wants to combine pleasure with business. When he leaves home he wants to escape the humdrum of business affairs. Briefly, he usually goes in search of a change rather than on a hunt for scientific reflection and debate.

TRADE AGAIN ACTIVE.

Baltimore, July 14.—After a period of comparative quiet the drug trade in all its branches is again becoming very active. The leading jobbers report last week to have been an exceedingly busy one and to have swelled largely the total transactions for the year. As to the cause or causes of these fluctuations in movement, they are difficult to ascertain and seem to be accidental rather than the result of the operation of any particular law. Apparently, it happens from time to time that the stocks of a large number of retailers become simultaneously exhausted and must be replenished, to which circumstance the increase in the volume of transactions is due. Corresponding activity prevailed in the laboratories of the manufacturers, while the heavy chemical movement was of moderate proportions and quiet prevailed in the crude drug and botanical market. The retailers seem to be fairly busy.

ON A TOUR AROUND THE WORLD.

Baltimore, July 16.—A party of four Baltimoreans left the city tonight for a tour around the world. The quartette included Dr. H. C. Croft, of Croft & Conly, retail druggists at the north-east corner of Park avenue and Madison street, and his companions are well known business men. They went by way of San Francisco, where they will embark for the Sandwich Islands and go thence to Yokohama. After a month in Japan the itinerary will be continued, including Manila, Hongkong, Singapore, Java and Ceylon. A side trip to Palestine and Egypt is also planned. Constantinople and Athens will be taken in, and the travelers will then cross over to Italy. They expect to reach England in time to attend the coronation of King Edward, and will be absent from home the better part of a year.

NOTES.

—As John Deremer, a clerk in a drug store at Cumberland, Md., was removing a revolver from a shelf in the store on the afternoon of the 5th inst. the weapon was discharged and the bullet killed Clinton Billmyer, a friend of Deremer. The coroner refused to hold an inquest as the unfortunate affair was clearly accidental.

—The retail drug store conducted for some time past at the corner of Third street and North avenue, Walbrook, which had been conducted for some time past by C. R. Yonn, has been sold at public auction to J. Harry Farrow, who is also one of the proprietors of the Walbrook pharmacy, at North avenue and Ninth street.

—Gus, Portner, who has been acting as relief clerk for several Baltimore druggists, has obtained a permanent position in the pharmacy of W. L. Campbell, Park and North avenues.

PITTSBURG AND VICINITY.

DRUG CLERK ASSAULTED.

Pittsburg, July 13.—H. K. Painter, who manages the drug store of George Sawash at Irwin, Pa., was murderously assaulted and robbed of about \$300, while on his way home from the store on Friday night. Mr. Painter had been in the habit of carrying the cash to his home for safe keeping, the store not being provided with a safe, and it is supposed this, in some way became known to his assailants. He left the store as usual on the night of the assault, but had not gone but a short distance when he was felled with a blow from behind. He remained unconscious until nearly morning when he was found by a passerby. Although suffering from the effects of the blow, Mr. Painter will recover. The authorities are using every effort to find the perpetrators of the dastardly deed, but as yet have met with no success.

NOTES.

—A little excitement in lower town drug circles was created last week, the occasion

of a mystery. On the day in question a stranger deliberately walked into the store of The Pittsburg Druggist Sundry Co. and drawing a black snake whip from beneath his coat gave Mr. Levin, the junior member of the firm, a severe beating. On seeing the blood rushing from his cuts the elder Levin rushed to his son's assistance and received quite the same as his son. The stranger then left as quietly as he had entered, and all efforts to learn his identity or the cause of the assault proved futile. Messrs. Levin & Son refused to say anything.

—J. P. Urban, who recently sold his handsome drug store on the North side has become tired of an inactive life and will soon engage in the drug business. Mr. Urban will open a new store in The Flannery block now building in Oakland.

—The drug store of John K. Lewis at Jeanette, Pa., which was sold by the sheriff last week was purchased by one of the creditors who afterward sold it to Joseph A. Baird formerly of Braddock.

—O. A. Knapp was convicted in local criminal court last week on a charge of imitating and counterfeiting a well known patent medicine. He was fined \$4 cents.

To Soda Water Dispensers.

Why don't you abolish the old fashioned plan of having customers pay for their soda at the counter and not force them to receive wet change, by adopting a system of soda water checks and having customers buy their checks before they go to the counter? Aluminum checks will not break or tarnish, you can have your name, business and address on one side and on the opposite side any reading you desire, and they are cheap, clean and effective. An illustrated catalogue is sent free by the manufacturer, C. L. Safford, 181 Madison St., Chicago, Ill.

Homeopathic Vials.

The very best goods at the lowest possible prices are claimed to be made by The Chesapeake Glass Co., who make a specialty of homeopathic vials. They also manufacture glass syringes, medicine droppers and tubes, eye pipettes, etc., and are jobbers of druggists' sundries, corks and bottles. Write for price list and free millimetre scale. Their address is 117 Mercer St., Baltimore, Md.

CHICAGO.

REMARKABLE MEETING OF C. R. D. A.

Chicago, July 12.—The third quarterly meeting of the Chicago Retail Druggists' Association was held on the afternoon of Tuesday, June 9 in Room 42, Masonic Temple. It was undoubtedly the best meeting the association ever held, both in the matter of attendance and in the results accomplished. About 250 members were present, many of whom were officers of the twenty-two auxiliary district associations. In the absence of President Graves First Vice-President John I. Shaw presided. The minutes of the previous meeting were read and approved, together with the minutes of the meetings of the Executive Board and of the officers of the district associations held since the last meeting of the parent organization on April 3.

The reports of the several district associations were called for and were substantially as follows: President Walter Gale of the First District outlined the work already done down town. The First had fought a good fight and already had much to show for its labors. All the stores in the down town district were organized and were ready to adhere to the price list. But one store, and that a department store, holds aloof. The strength of the opposition had been developed, and the prospect of success is even better than the most hopeful have had reason to expect until recently. Chicago druggists have reason to be proud of the excellent equipment of their organization, which is better than that of any other city in the country. The fight Chicago has won is an inspiration to the druggists all over the country. The able work of Chairman Straw was commended and reference to it was received with cheers. The help received from firms outside the trade had been not inconsiderable. But one dealer in the city now advertises patent medicines in the daily press, and it is believed that the time not far distant when window displays of proprietaries will also be abandoned. The trade is coming to recognize the fact that the association is in earnest. A salesman for a pharmaceutical house, whose name the speaker did not mention, attempted to buy goods for an aggressive cutter and very nearly jeopardized the standing of his firm among the trade and received a sharp rebuke from his employers. Mr. Gale called attention to the fact that the association was in need of funds, but thought that the need had only to be mentioned to be supplied. Chicago is in the tight and proposes to see it through. It must succeed, not only for itself, but for the sake of the moral effect success will produce elsewhere. The resources of the enemies of the association should not be overestimated, and it should not be forgotten that they are being driven to desperation by the thoroughness of the fight that is being waged against them. At the conclusion of Mr. Gale's speech three cheers were given for the First District and its able president.

President Mills and Treasurer Gill of the Twenty-first District requested the privilege of making an immediate report as they had to catch a train to Evanston and that the members are in hearty accord with the aims of the association. He himself was so thoroughly convinced of the righteousness of the cause that he would gladly contribute five or ten dollars a month to help along the work throughout the city and county and had no doubt the other members of his district association would be willing to do likewise as long as the need of funds should exist. President Mills said that each of the twelve members of the association in Evanston had handed him five dollars to be placed in the hands of the treasurer of the parent body, and he thereupon placed \$60 on the treasurer's desk. He stated further than he thought the collection of funds should proceed until the association had a substantial bank account, and that if more were needed his people would be among the first to contribute their share.

President Avery of the Fourth District placed in the secretary's hands two checks amounting to \$100—one hundred dollars having been contributed by the members of his association, sixty dollars being the dues of the twenty members of his organization. He spoke feelingly of the work of the N. A. R. D. Executive Committee in his

district and declared that to them was largely due the credit of the conversion of their last cutter.

President Turnquist of the Seventh turned in forty dollars which his district had contributed. Another officer of the district said that all of the thirty-six druggists in his district had signed the price schedule and joined the organization.

President Weise of the Eighth gave an encouraging report and stated that the prospects were good notwithstanding the fact that the district had two department stores that sold proprietaries and so far had refused to be good.

Secretary Klore of the Second said that their one aggressive cutter was having the greatest difficulty to get goods.

He read a letter from a jobbing house in Peoria enclosing an order from this cutter and stating that the order had been turned down. While his association was not at the recent Sherman House meeting where the suggestion was made that a fund be created for the use of the Executive Committee, nevertheless the Second District would do its full share in contributing money and effort.

Dr. Patterson of the Third reported everything in good shape in his district, and said that at a preliminary meeting held since the officers' meeting at the Sherman House the members of his district association had contributed \$28 for the use of the Executive Board and more would be forthcoming later.

Mr. Gillespie said that the Eleventh District was in good shape and gave several instances where druggists in his district had threatened to become cutters but on further thought had concluded not to. President Thayer announced that he was prepared to turn in \$40 as a contribution from the Eleventh District.

The announcement of President Hoelzer of the Twelfth that his association had sent him to the meeting with \$109 for the use of the board and that there were eight members yet to be heard from, was met with cheers. He called attention to a recent victory in his district over an aggressive cutter who has joined the organization.

President Ford of the Thirteenth stated that he had been unable to get a meeting of his association since the Sherman House meeting, but that ten dollars was pledged and more would be on hand before the canvass was completed. He suggested that a reorganization of his district might not be inadvisable.

Prices in the Fourteenth as listed in the schedule for that district were lived up to by the members of the district organization, according to the statement of Fred A. Thayer. It was announced by Chairman Straw that the donation from the Fourteenth would be liberal.

President Thornhill of the Fifteenth said that the results of the work of the N. A. R. D. in his district had been very satisfactory and that the members of the district association would contribute their share of money.

A gentleman from the Sixteenth said that while he had no speech to make, he had understood that money talks, and coming forward he placed on the secretary's desk a roll containing twenty 5-dollar bills. His speech was voted satisfactory.

President Haeger of the Eighteenth pledged \$125 from his association, of which amount twenty-five dollars had been given by Herman Fry, second vice-president of the C. R. D. A.

J. E. Voight of the Nineteenth turned in \$103 from his organization and said that there would be more to come if needed.

A member from the Twentieth District announced that his association would send in \$150. The Twentieth has a record for men and money.

President Murbach of the Twenty-second said that while his district was the last one organized it did not propose to be outdone. He accordingly drew a check for seventy-five dollars, which he placed in the hands of the secretary.

The total amount received and pledged was \$1,100, of which sum about \$700 was turned in at the meeting. Chairman Straw thanked the association for its liberality and announced that the districts which had not as yet contributed to the fund would be notified of the splendid showing already made and would respond handsomely.

Chairman Straw was given a vote of thanks for his untiring and able work on behalf of the association.

The new by-laws were then taken up and read and were adopted. The changes made were the addition of the following paragraphs to provide for the district organizations:

ARTICLE I. MEMBERSHIP.

Any person owning or managing a drug store in the County of Cook, State of Illinois, who shall subscribe to the constitution and by-laws of this association and is approved by the Executive Board or a majority of the association, may become a member upon payment of his dues for the current year.

Sec. 2. The Executive Board shall have power to reorganize any one of the auxiliary districts, provision for which is made in Article X, whenever in its opinion (as determined by a two-thirds vote at a regular meeting) the best interests of the druggists in that district demand that this shall be done.

ARTICLE X. AUXILIARY DISTRICTS.

Sec. 1. The County of Cook shall be divided into not fewer than 20 nor more than 30 districts by the Executive Board of the Association, these to be known as Auxiliary Districts of the Association and to be consecutively numbered.

Sec. 2. Each Auxiliary District shall elect each year a President, a Vice-President, a Secretary, a Treasurer to serve until their successors have been elected and have qualified.

Sec. 3. The President of each Auxiliary District shall have full power to appoint such committees as may be deemed needful to the best interests of the district association.

Sec. 4. The officers of said Auxiliary District shall constitute an Executive Committee for the district with full power to act during the interval between meetings.

Sec. 5. It shall be the duty of the officers of each Auxiliary District to collect the dues for the current year, such dues being fixed by the Chicago Retail Druggists' Association, as provided for in Article XI, of its by-laws.

Sec. 6. It shall be the duty of the Treasurer of each Auxiliary District to remit promptly to the Secretary of the Chicago Retail Druggists' Association the full amount of dues he may collect from time to time.

Sec. 7. The Treasurer of the Chicago Retail Druggists' Association shall refund to the Treasurer of each of the Auxiliary Districts the sum of \$1.00 for each member in good standing.

Sec. 8. The Secretary and the Treasurer of each Auxiliary District shall present in writing a report of the transactions of their respective offices and the status of their district association to the Chicago Retail Druggists' Association at each of its quarterly meetings.

Sec. 9. The executive officers of the several Auxiliary Districts shall meet monthly on the second Friday in each month in conference with the Executive Board of the Chicago Retail Druggists' Association.

Sec. 10. The officers and members of the several Auxiliary Districts shall at all times recognize the Chicago Retail Druggists' Association.

Sec. 11. The constitution and by-laws of the Chicago Retail Druggists' Association shall be recognized as the constitution and by-laws governing each of the Auxiliary Districts, except that each District shall decide for itself what number of members shall constitute a quorum, and also the time of holding its meetings.

Chicago Trade Good as Expected.

Chicago, June 2.—Business in Chicago this week has kept up a good summer average. The quiet season is on, but in many departments the sales are large. It would be but a repetition to state what the conditions are. They are practically the same as last week.

NOTES.

—Chairman Holliday of the N. A. R. D. Executive Committee, who is stopping a few days in Chicago after his return from his recent far western trip, got caught in a washout in Montana not many days ago, and during the delay occasioned by the accident he found leisure to peruse all the Montana papers even to the patent medicine ads and the descriptions of the wonders of pink pills for some kinds of people. One drug store ad he thought was especially funny. It is from the "The Anaconda Standard" and is as follows: "Prices Reduced on Patent Medicines. From and after this day we shall sell patent medicines at cut rates as follows: Pinkham's Vegetable Compound; \$1.25 former price; now \$1.00; Payne's Celery Compound; \$1.25 former price; now \$1.00; Scott's Emulsion; 60c former price; now 50c; Hood's Sarsaparilla; \$1.10 former price; now \$1.00; Maltine preparations; \$1.25 former price, now \$1.00. Similar Cut on many others."

Mr. Holliday does not intend to poke fun at the brethren of Montana and fully recognizes the fact that in a mining town such as Butte City prices are always high, but he says that he can not help wishing that the

druggists of the eastern and middle states were able to cut rates from a price above a dollar down to a dollar on some of the medicines named.

—Henry S. Wellcome, a prominent American merchant in London, has commissioned Robert Gordon Hardie of New York to paint the portrait of George Washington in his Masonic regalia for the Grand Lodge of England. The portrait will be presented next winter to the head of the order. The matter, however, comes near home when it is recalled that Mr. Wellcome was a student of the Chicago College of Pharmacy at the time of the great fire, but when the college was burned down he went to Philadelphia and entered the Philadelphia College of Pharmacy on the advice of Mr. Ebert and others. It may be of interest to add also that Mr. Wellcome has recently married a beautiful and estimable lady.

—The manager of the Chicago Directory Company says that any interview purporting to come from him stating that the slot directory is a failure and will not be adopted with the coming out of the new directory is a fake. On the contrary, the slot directory is a success and more will be put in this year. Of course, anyone who wishes to lease a directory may do so. The slot machine is not and never was compulsory.

—A. W. H. Reen, a veteran druggist of Peoria, died on June 10. He was one of the oldest and most prominent druggists in the state. For a number of years he was in Chicago, where during the '50s he was engaged as a drug clerk. In 1860 he went to Peoria and has been in business ever since.

—W. L. Campbell, vice-president of the Economical Drug Company, will leave next week on an extended vacation, during which he will visit Buffalo, Toronto, Muskoka Lakes and other points, returning by water via Georgian Bay. He will be gone about a month.

—John E. Serwe, who represents Lazell, Dalley & Co. on the Pacific Coast, was called to Fond-du-Lac, Wis., recently on account of the death of his mother. Mr. Serwe has the sympathy of a host of friends who know and admire him.

—A. J. Yaw, one of the oldest druggists of the state and for years prominent in Belvidere, died last Monday of neuralgia of the heart. The deceased was about sixty years of age and leaves a family.

—G. Henry Sohrebeck of Moline has been appointed by Governor Yates to succeed Colonel Jewett on the Illinois Board of Pharmacy. It will be remembered that Col. Jewett resigned not long ago.

—George B. Sloan, son of George W. Sloan of Indianapolis, a prominent druggist of that place, passed through Chicago this week on his way to the Pacific Coast on a vacation.

—James A. Davidson, proprietor of the well known druggists' sundries house which bears his name, has gone with his family to the Pacific Coast. They will return in August.

—Mr. Worthington of the firm of Worthington & Slade, Rockford, was called suddenly to Cedar Rapids, Ia., the other day on account of the death of his sister.

—E. H. Sargent of E. H. Sargent & Co., who has been quite ill for several days, has recovered.

—The drug firm of Weld & Hall of Elgin have dissolved partnership, Edwin Hall succeeding.

—J. C. Longcor and wife of Belvidere left last Monday for a summer outing in Colorado.

—George Christy, a prominent druggist of Quincy, was in Chicago on business this week.

—The East Side Drug store of St. Charles has been sold to L. N. Benton.

A Drug Clerks' Apron.

Every drug clerk should have one of Moore's Universal Spring Aprons, a most ingenious article of clothing which can be put on or taken off in an instant, and which is particularly serviceable in a store where the clerks have much laboratory work to do and at the same time have to be in readiness to wait on customers in the front of the store. These aprons are made by E. C. Moore & Son, Detroit, Mich., and their price puts them in the reach of every clerk.

LOUISVILLE.

DRUGGISTS WILL ENTERTAIN KNIGHTS

TEMPLAR.

Louisville, Ky., July 12.—The druggists here are preparing to entertain the knights of the mortar and pestle at the coming Knights Templar Conclave on August 27, 28, 29 and 30. It is expected that druggists from all parts of the United States will be in Louisville that will the local pill rollers are arranging to maintain the state's reputation for hospitality. So far no organized movement has been completed but several druggists will canvass the city and attempt to interest everybody in the movement. Incidentally all are cleaning their soda water fountains and enlarging the space around their counters. The druggists expect the largest crowd that ever entered Louisville and are preparing to serve 100,000 visitors with refreshing drinks. One druggist, a trifle livelier than the rest, has already applied for a copyright on a new drink which he expects to serve to those who are fortunate to enter his place of business.

NOTES.

—The body of Ferdinand J. Pfingst, the druggist who died in Germany, arrived in Louisville last week and was buried in Cave Hill cemetery. His will, containing many bequests for charity and disposing of half a million dollar estate, was filed. The following institutions are remembered: German Protestant Asylum of Louisville, \$500; Louisville College of Pharmacy, \$500; Masonic Widows and Orphans Home, \$500. It will be seen that the old time druggist still held a warm spot in his heart for the college which taught his profession. In addition to the above bequests, the will provided handsomely for distant relatives and old friends.

—Baseball has taken the place of bowling and two teams will shortly be organized among the pill rollers. The retail clerks will organize to play the employees of the wholesale houses. It was suggested to organize the ~~over~~ into another team a play their employees. The latter declined however, saying that they would probably lose their positions should they become enthused and forget themselves and win.

—Isaac Fernstein, the druggist at the Louisville Dental College, received considerable newspaper notoriety on account of the ardo of a Blue Lick, Indiana, girl, on Tuesday. The Hoosier maid wrote a most affectionate letter and mailed it to an afternoon paper. She said that she was unable to locate the druggist and requested the newspaper to assist in the search. The paper was successful in locating Fernstein, then told its readers what the letter contained.

—There was a sensational story afloat the other day that Abraham Taylor, druggist at Boonville, had made a fortune in speculation. The story was that he cleaned up more than \$100,000 on Wall street. Mr. Taylor is still doing business at the same old stand and so far has displayed none of the riches he is supposed to possess.

—The druggists claim that the present season is the best for soda water in the history of this "heat" drug. The hot weather has created an unquenchable thirst and the druggists have made money in trying to allay it.

—Henry Jacob, who for several years conducted a drug store at Tenth and Jefferson streets, has retired. Mr. Jacobs met with phenomenal success and his friends are wending at his retirement.

—Charles Jacobs, of Owensboro, has accepted a position at Scribner's Pharmacy.

Kymo.

It is claimed that the use of Kymo affords a true scientific method of manufacturing ice cream. The ingredients used by this process are Kymo, milk, sugar and flavoring—no cream or eggs—and the manufacturers of Kymo state that the very best ice cream, excepting none, can be produced at a cost of from 20c to 30c per gallon. Write for descriptive circular, or send 15c for sample, to The Kymo Co. Little Falls, N. Y.

ST. LOUIS.

ST. LOUIS APOTHECARIES.

St. Louis, July 13.—The regular monthly meeting of the St. Louis Apothecaries Association was held at the college building last Wednesday afternoon. On account of the extreme hot weather the attendance was rather small, but a great many members telephoned in their ideas and desires in regard to the action to be taken towards the local wholesale druggists. About the only business of importance transacted was in regard to the new rules made one week before by the local wholesale druggists. The druggists throughout the city seem very much opposed to having their containers except for immediate refilling has also aroused their indignation. A committee consisting of R. C. Reilly, Mr. Johnson of Johnson Bros., and F. W. Friedewald was appointed to call upon the wholesale druggists and request that the druggists be allowed a 2 per cent discount, and that the new rule in regard to containers be revoked. Some other minor concessions were also requested. The committee expects to lay its requests before the wholesalers early next week. The wholesalers have very little to say on the subject. They claim that their profits have been steadily decreasing and that they were obliged to make these new rules for their own protection. When informed as to the action taken by the retailers last Wednesday and asked what action they would likely take, the answer was that the request of the retailers would be considered, of course, but no one wholesale firm could give any information as to what the general decision of the wholesalers would be.

WORKING FOR THE A. PH. A. EXHIBITION.

St. Louis, July 13.—Thomas P. Cook, president of the New York Quinine & Chemical Works of New York City, was here this week especially in the interest of the Committee on Exhibits of the American Pharmaceutical Association of which he is a member. A special conference was held with Thomas Layton, Dr. H. M. Whippley and Prof. Francis Hemm. A diagram of the exhibit hall is being prepared and spaces will be allotted to the exhibitors in the near future. The exhibit hall is situated on the ground floor on the Walnut Street side of the Southern Hotel. About twenty-five firms have already applied for space. The Committee on Exhibits is especially anxious to obtain exhibits from individual pharmacists who have old, interesting or curious pharmaceutical apparatus, books or literature.

NOTES.

—Judge & Dolph have just moved their store from Seventh and Locust Streets, to 616 Locust Street. This is only temporary quarters as they are already clearing away to erect a three-story brick building at 515 Olive to be used exclusively as a drug store. Their temporary quarters are in a building with an elegant solid glass front which contains the most spacious drug store room in the city. Their manager, Mr. Davenport, says he would resign the best position on earth before he would undertake to move a busy drug store during such hot weather as he has experienced during the past few days.

—Henry R. Huber of the firm of Huber Bros., Boonville, Mo., has been in the city this week making an extensive purchase of drugs. He also purchased many articles which would pass very well for wedding presents. He has a brother, Frank, in partnership with him who is very popular with the fairer sex and has repeatedly announced that he never intended to be an old bachelor.

—Edward Niles of Grain Valley, Mo., has been in the city for over a week trying to locate his wife. He claims that she left her home and family some three weeks ago to come to St. Louis as life in their country town was too slow for her. He is a very much broken up man and his only ambition in life is to find his wife and induce her to return to her home and family.

—The St. Louis Drug Clerks Society will give one of their select evening boat excursions Thursday July 18. These excursions have always proven very enjoyable and well-attended affairs.

—L. Meyers Connor of Dallas, Texas, has been spending the week in this city. A Department of Pharmacy in the University of Dallas is to be opened at that place and Mr. Connor has the chair of chemistry and is dean of the department. He was here interviewing the professors of the St. Louis College of Pharmacy, of which he is a graduate.

—W. E. Blackwell, proprietor of the St. Francis Drug Co., St. Francis, Mo., was in the city this week buying goods and visiting old friends. He is very proud of his new and only son who made his appearance in the household a week ago. Mr. Blackwell was at one time a very popular south side drug clerk and later proprietor.

—Ed R. Burkhardt, proprietor of the drug store at Fourteenth and Market Streets, leaves early next week for a two weeks fishing trip out on the Big Piney River. For the last twelve years he has spent his vacation in this way, and he says he becomes more infatuated with the trip each time.

—The proceedings of the Missouri Pharmaceutical Association will be ready for mailing by the middle of next week. Only those members who have paid their dues for 1901 will receive copies of same. William Mittelbach of Booneville is treasurer and is always glad to acknowledge receipt of dues.

—A. E. Suppiger, proprietor of the Arcade Pharmacy has just left for Colorado where he expects to spend the summer. He has been suffering from some throat and chest troubles for the past few months which have caused him considerable uneasiness.

—Dr. F. R. Hoogan, for many years owner of the Souldard Pharmacy, has just returned from Europe where he went a few months ago with the intention of remaining. He says there is no place like America.

—Word has just been received from Mobile, Ala., that Dr. Frank L. James, editor of the National Druggist, is seriously ill at that place. Besides general failing in health he has a severe abscess of the throat.

—George W. Tantz, druggist at Twenty-second and Dodder Streets, and noted for his ability for telling fish stories, was quietly married to a charming young lady of a small Illinois town last week.

—L. A. Seitz, Theo. F. Hagenow and R. C. Relly, went on an exploring expedition to the Mammoth Cave of Kentucky this week. They brought back some very fine specimens of eyeless fish.

—The officers of the Druggists' Cocked Hat League are stirring up all the druggist bowlers in the city and are getting them in line. They expect to select their teams next month.

—H. H. Stuessel, 2400 S. Broadway has just left on a three weeks' trip through the far north. He expects to take a flying trip up among the lakes of the British possessions.

—Harry Feibelmann, druggist at Ninth and Destrehan Streets, was married last Wednesday to Miss Ida Heumann. They are away on an extended trip through the north.

—N. H. Allen of Kirkwood has gone into bankruptcy. The peculiar feature of the affair is that in his petition he gives his assets at \$15,000 and liabilities as \$7,000.

—E. A. Sennwald and wife have left for Elkhart Lake to spend a month. Mr. Sennwald is president of the retail drug store at Eighth and Hickory Streets.

—W. D. Temm, Grand avenue, and N. Market Street, has left for an extended trip through the East. He will spend some time at the Buffalo Exposition.

—Gustavus Koch, the druggist at Twenty-first Street and St. Louis Avenue, leaves Monday for a three weeks' trip up among the northern lakes.

—Theo. F. Crusius, Thirty-second and Manchester Avenue, is taking his annual sojourn among friends and relatives in Northern Wisconsin.

—R. J. Eckert, druggist of Collinsville, Ill., but for many years a popular local drug clerk, is down with a severe case of smallpox.

—E. A. Bernius has departed on his annual tour of the northern lakes and Canada. He is druggist at 5400 Easton Avenue.

—Otto Trauble, druggist at Jefferson and Chouteau Avenues, has gone to the mountains of Tennessee to spend a month.

—Dr. William Baron, formerly of N. St. Louis, is opening a new drug store at McNaire Avenue and Lynch Street.

—P. A. Pfeffer, druggist at Eleventh and Lafayette Avenue, is sojourning at the Buffalo Exposition.

—C. G. Penny, druggist at Twenty-second and Market Streets, is at the Buffalo Exposition.

—J. P. Huhn, druggist at Jefferson and Olive Streets, is sojourning at the Buffalo Exposition.

—Drs. Hall and Lewis are opening a new drug store at Blaine and Tower Grove Avenues.

THE NORTHWEST.

TREATY WITH DEPARTMENT STORES.

St. Paul, Minn., July 12.—F. E. Holliday, chairman of the Executive Committee of the N. A. R. D., has been here this week negotiating a modus vivendi between retail druggists and the managers of department stores whereby price-cutting is to be done away with. It is understood that Mr. Holliday was entirely successful. The plan adopted is the same that has been in effect in Minneapolis for a year and a half and is said to work well there. St. Paul druggists—or some of them, at any rate—are skeptical as to the utility of the agreement, but consented as the best thing that could possibly be done under the circumstances. There is a suspicion that the department stores will have considerably the better of the bargain. The plan would have been adopted long ago had not one of the department stores vetoed it. This concern has now given its consent to the scheme.

NOTES.

—Successions: Kjørland & Helmark, Battle Lake, Minn., by C. B. Helmark; Trepanier & Co., Grand Forks, N. D., by A. J. Widlund; Koch & Gerder, Eureka, S. D., by the Eureka Drug Co.; A. J. Bick & Co., Centerville, S. D., by J. E. Heisler & Bro.; Stockwell Bros., Armstrong, Ia., by C. W. Stockwell; Mulligan & Flo, Crystal Lake, Ia., by W. H. Mulligan; Charles D. Baker, Toledo, Ia., by Chares Benesch; H. O. Hanna, Lincoln, Neb., by B. W. Ganoung; Phelps & Strickling, Eldon, Ia., by C. W. Phelps; A. J. Dutton & Co., Hammond, Minn., by F. W. Zimmerman; Jay Copeland, Fairfield, Ia., by F. W. Jericho & Co.; Arnschild & Pasco, Ottermina, Ia., by M. W. Pasco; John R. Schwend, Minneapolis, by W. A. Coffin; Z. T. Reel, Oskaloosa, Ia., by H. R. Evans & Co.; W. D. Platt, What Cheer, Ia., by R. S. Alexander & Co.; B. Katsky & Co., Staples, Minn., by M. Davidson; the Vernal Drug Co., Vernal, Utah, by John Reader; W. S. Gilpin, Osseo, Wis., by L. E. Hanson.

—E. W. Cummings, after some years' residence at Tower, Minn., has come back to the Twin Cities and will probably engage in business on his own account in the near future. W. P. Meyer has gone to Tower, to succeed Mr. Cummings. E. H. Metcalf recently returned from the Philippines, and formerly well-known in drug circles in this city, is establishing himself in the business at Monterey.

—One of the drug stores in St. Paul owned by Walter Nelson, member of the legislature, was entered by burglars a few nights ago. It was the store at Rice and Iglehart streets. The unbidden guests carried off what money there was in the store—a small amount—as well as a lot of cigars and toilet articles.

—New-C. G. Nickells, 1229 Weston avenue, Minneapolis; E. H. Metcalf, Monterey, Minn.; A. P. Lenhart & Co., Washburn, N. D.; C. F. Gilbert, Boise City, Ia.

—J. F. O. Agthe, who recently came here from Philadelphia, has gone to Staples to work for M. Davidson, who recently bought out the Katsky drug stock.

—Attachments on the stock of C. W. Farney, Boise City, Ia., have been released and Mr. Farney has sold.

—Attachments have issued against E. J. Brown, lately in business at Wheaton, Minn.



WILLIAM HORLICK,
Racine, Wis.

- A receiver has been appointed for the Pink-Fehrlin Chemical Co., Cudahy, Wis.
- E. J. Tyler, Eagle Bend, Minn., and J. E. Page, Castle Rock, Wash., have sold.
- The Brock & McComas Co. has incorporated at Pendleton, Ore.
- James Grawney & Co. have discontinued at Centerville, S. D.
- James A. Helmev, Deil Rapids, S. D., will remove to Trent.
- Charles H. Feethaver has been burned out at Hampton, Neb.
- A. F. Nichols of Nichols & Thompson, Portland, Or., is dead.
- R. O. Hatfield, Wheaton, Minn., has gone out of business.
- The Marks Drug Co. has incorporated at Ashland, Or.
- D. E. Wilcox, Wood River, Neb., has been attached.
- H. C. Hawley has gone to Walhalla, N. D., to work.
- W. F. Moldensbauer, Juda, Wis., is dead.
- Mr. Kolhaus has left Mt. Pleasant, Ia.

THE SOUTH.

BUSINESS CONTINUES GOOD.

Memphis, July 12.—The condition of business is a surprise to the retail druggists of the city and surrounding country. Trade holds up remarkably well, considering the season. Anthrax or charbon, as it is commonly known, has made its appearance in the bottom lands of Mississippi, and horses and mules are dying by scores. On this account the trade in veterinary remedies is stimulated to a great extent. Anthrax vaccine is being sold in large quantities and seems to be the only remedy that can really be depended upon. During the hot spell of several days ago, the soda fountains all did a record business, and in several places extra help was needed to accommodate the crowds.

NOTES.

—The sixteenth annual meeting of the Tennessee State Druggists' Association will be held at Montecagle, Tenn., July 17 and 18. The time and place of the meeting have been selected with a view to pleasing the vast majority

of the members who will find it more convenient at this time, and who, in leaving home will like to visit a cool, delightful summer resort. Delegates will be present from the Wholesale Druggists' Association, the National Association Retail Druggists and the Georgia and Alabama State associations. The social amusements and contests for prizes will be arranged at the meeting. Wholesale and manufacturing friends have contributed quite a number of valuable prizes, which will be contested for.

—P. P. Van Vleet is at his desk again, after several weeks' spent in Texas in quest of members of the finny tribe.

—E. V. Sheely has returned from a visit to Philadelphia.

CALIFORNIA.

DRUG CLERKS' ASSOCIATION ELECTS OFFICERS.

San Francisco, July 10.—The San Francisco Drug Clerks Association is in a flourishing condition. Plans are under way for the maintenance of permanent headquarters along the line of club rooms. It is the desire of the association to entertain out of town clerks at these headquarters and render them any assistance possible. The matter of early closing has been discussed and a communication sent to all the labor unions in the city requesting members to do all their purchasing before 9 o'clock. This action is meeting with the approval of all organized labor and it is claimed by the clerks to be one step in the right direction for shorter hours.

The election of officers was held at the last meeting and resulted as follows: Past president, W. H. Adaire; president, N. P. Wynne; 1st vice-president, F. A. DuBoise; 2nd vice-president, E. J. Maloney; recording secretary, M. E. Lubosch; corresponding secretary, O. Eastland; financial secretary, J. M. F. Eitel; guide, H. A. Gerdes; trustees, D. L. Perrone, G. A. Heuter, C. E. Waite; guardian, G. L. Gerard.

BOARD OF PHARMACY IN SESSION.

San Francisco, July 10.—The newly appointed Board of Pharmacy is now holding its first meeting for examination of applicants for registration. Considerable dissatisfaction is felt by the graduates of this year's classes of the college of pharmacy in San Francisco, owing to the fact that they too must go before the board for examination. There is considerable talk of making a test case along this line but so far no formal action has been taken. The Board is in session in Los Angeles for two days and then will be in session two days in San Francisco.

NOTES.

—Long Beach, Cal., is endeavoring to prevent the sale of liquor in the city limits and the city marshal recently had a prominent druggist and his clerk up before the court for violation of the law.

—Drug business in San Francisco is experiencing the usual lull due to summer vacations, and further, feels keenly the affect of the labor troubles caused by the strikes.

Sells Rapidly at This Season.

Now that the hot weather has brought the housefly into most annoying prominence people seek remedies for the trouble. A good article at the drug store sells rapidly and brings more custom. There is no device equal to Tanglefoot Sealed Sticky Fly Paper. It catches the fly and his filthy load and coats both over with a varnish from which there is no escape. It is clean, sanitary and effective. The O. & W. Thum Co. by liberal advertising have spread the fame of "Tanglefoot" throughout the world and thus helped to make its sale easy. It commands itself when tried and offers a good profit. All jobbers in druggists' goods handle "Tanglefoot."

Do you ever have calls for Four-Fold Liniment? See page 10 of this issue, which will tell you something about it.

THE ROMANCE OF CAMPHOR.

Soldiers Guarding the Camphor Collections in the Wilds of Formosa.

The large island of Formosa, off the east coast of China, fell to Japan a few years ago as one of the prizes of war. The island is famous for two products. The hill slopes of the west grow some of the finest teas in the world, the Oolongs and other Formosan teas being highly esteemed in this country, where nearly the entire crop is consumed. The tree-clad mountains of the east contain the largest camphor forests in the world. Most of the camphor kept in our drug stores comes from Formosa. Japan now produces only about 300,000 pounds a year; the yield in China has never exceeded 220,000 pounds a year; but 7,000,000 pounds of camphor were taken from the forests of Formosa in 1895 and in the past four years the annual yield has averaged over 6,000,000 pounds. Formosa controls the camphor market of the world and will probably always be the great source of this valuable gum. For some time past the purchasers of camphor have been compelled to pay more for it than formerly. The two principal reasons for the increase in price will be mentioned here; one of them is specially interesting, for it illustrates the difficulties and dangers that environ the camphor industry.

The mountains of east Formosa are inhabited by savage tribes who are the bane of the island. Nearly half of Formosa is still occupied by these murderous men of the forests whose weapons are turned against all strangers. The fertile plains of the west, filled with peaceful Chinese tillers of the soil, present a very different aspect. For many years it was almost certain death for sailors to be wrecked on the east coast of the island. If they escaped the sea they were murdered by the savages who were always on the lookout for loot from vessels driven upon the rocks of their inhospitable coast. Explorers have not dared to venture into some parts of these mountains which are still among the least known portions of the world. The savages are full of cunning and treachery. They are armed with bows and arrows, knives and swords. They are very dark and muscular and go about quite naked except for a scanty strip of blue cloth about the waist. In recent years many of them have acquired matchlocks and learned to use them.

One day, a few years ago, a party of English officers from a man-of-war went up into the mountains and met a party of natives armed with matchlocks. They challenged the natives to a trial of skill in shooting. A target was affixed to a tree about 300 feet distant and the Englishmen made what they considered pretty fair practice. The natives looked on without any apparent astonishment at the skill of their rivals. When it came their turn to fire every man of them disappeared in the jungle. They crawled on their stomachs to within about nine feet of the target and they blazed away. Of course they all hit the target in the centre. When the Englishmen protested that this method of conducting a shooting match was hardly fair, the natives replied:

"We do not understand what you mean by fair, but anyhow, that is the way we shoot Chinamen."

The men who collect most of the camphor of the world have to work among these treacherous devils. They are sent up into the mountains, pitch their camps in the camphor forests and depend upon their guns and their vigilance to protect themselves from savage enemies. But though their wits are sharpened by the ever present danger whole parties of them are sometimes slaughtered. The history of the camphor industry in Formosa has many of these tragical incidents. Though armed guards stand over the men while they are felling the trees and extracting the gum they may be attacked at any moment unless the savages consider the force before them to be too strong for them to overcome. Great is the joy when they clean out a camphor camp. All the camp equipment and the food supplies are the legitimate spoils of war; so there is profit as well as glory in the murderous business. The work of getting the camphor down into the plains is even more dangerous than collecting it. The paths are narrow and the carriers, walking in long single file, can present no strong

front to the natives concealed along the way. A strong escort front and rear, beating the bushes and scrub for the foe who may be lurking there, is always necessary to insure safety.

When the Japanese became fairly settled in the island last year they determined to put an end, if possible, to the dangers that beset the camphor industry. As a preliminary step they detailed 500 soldiers to guard the camphor camps and convoy the parties that carry the gum out of the forests. In these camps, scattered north and south among the mountains for a distance of 140 miles, the men are working to-day guarded by a part of the Japanese army. Thus war and industry are curiously combined in the island of Formosa. As a rule, when armed men are around looking for somebody to shoot there can be no such thing as industry in their neighborhood. Peaceful labor and the exploits of war are not congenial companions. But among the forests of Formosa the soldier is becoming the valuable adjunct of industry, and it could not thrive very well without him. The Japanese Government proposes to use any force that may be required to place the great camphor business on a safe basis; but the cost of protecting the camphor gatherers is added to the cost of the commodity and there seems to be no reason to complain that this is not fair to all concerned.

This is the principal reason why the price of camphor has advanced. There is another reason for it also and it may be said that the price is likely to continue at a good figure. Japan, like France and Spain, is desirous to obtain a monopoly in one or more commodities that will bring a large revenue into the Government Treasury. How could a monopoly be more easily established than in the article of camphor, the whole supply of which is practically confined to one Japanese island? So the authorities declared a while ago that thenceforth the camphor industry should be a Government monopoly.

Any one may collect camphor to-day who can secure a permit to do so and permits are not difficult to obtain. But not a pound of the product can be sold to any one but the Government, which fixes the price to be paid. The price is sold fully to compensate the collectors, but a limitation upon the amount of the product will prevent too many collectors from crowding into the field. The Government names the maximum amount to be produced and will not buy a pound in excess of the limit. It was said a while ago that the amount to be produced this year would not exceed 40,000 piculs (5,320,000 pounds. As Japan does not intend that the market shall be oversupplied, there seems to be no prospect of any large fluctuation in future prices.

The world will profit at least by the efforts of Japan to preserve an industry which, a few years ago, seemed threatened with ultimate extinction. It is necessary to kill the tree in order to get the gum. Contrary to all previous practice, a tree is now planted for every one that is killed. Japan requires this to be done, and, moreover, is establishing plantations of camphor trees so that Formosa, it is expected, will in a few years yield both wild and cultivated camphor.—N. Y. Sun.

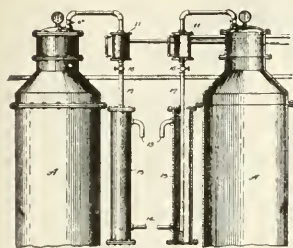
Grinding Fruits.

Druggists do not generally know that berries, such as raspberries, gooseberries, blackberries, currants, and other similar fruits can be ground just like crude drugs in the mill advertised in the Era by A. W. Straub & Co., 3737 Filbert street, Philadelphia, Pa. Their F 4 mill will grind these fruits perfectly. Crushed fruits and fruit syrups can be made in this way by the addition of sugar to the resulting product, with very little trouble, no waste, and at a minimum expense.

This mill grinds also vanilla beans, tonca beans, peanuts, and any soft oily substances.

It is not often that one has a chance to get a first-class dose book for nothing, such as is offered by Frederick Stearns & Co., with a year's subscription to The New Idea for 25c. This offer may be withdrawn at any time, so it would be well to look into it soon.

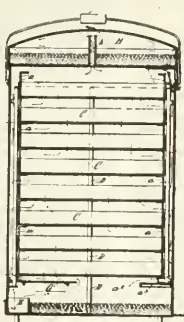
PATENTS, TRADE MARKS, ETC.



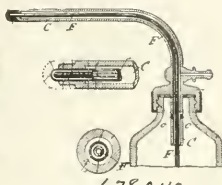
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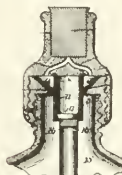
677.879



678.212



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677.913



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678.102

PATENTS.

Issued July 9, 1901.

- 677,870.—William A. Mlddaugh, Kalamazoo, Mich. Hernial truss.
 677,913.—Martin G. Allen, Decorah, Iowa. Non-refillable bottle.
 677,919.—Avedis D. Avedisyan, Boston, Mass. Non-refillable bottle.
 678,102.—Henry Cremer, Chicago, Ill. Non refillable bottle.
 678,179.—Nelson G. Hodgkins, assignor of one-half to L. H. Sanford, Augusta, Me. Recovering sulphurous acid.
 678,212.—Gilbert E. Alphin, Mount Olive, N.C. Fumigating apparatus.
 678,242.—Hermann Golttermann, East Orange, N. J. Atomizer.
 678,330.—Ferdinand Blum, assignor to Pharmaceutisches Institut Ludwig Wilhelm Gans, Frankfurt-on-the-Main, Germany, Halogen albumen and making same.

TRADE-MARKS.

Registered July 9, 1901.

- 36,707.—Toilet Soap, Perfumes, Toilet Water, Cosmetics, and Face-powder. Mulhens & Kropff, New York, N. Y. The words "La Baronesse."
 36,708.—Toilet Soap, Perfumes, Toilet Water, Cosmetics, and Face-powder. Mulhens & Kropff, New York, N. Y. A picture of the Cologne Cathedral.
 36,709.—Insecticides. Henry W. Doughten, Moorestown, N. J. The representation of a horseshoe.
 36,710.—Suspenders. J. Ellwood Lee Co., Conshohocken, Pa. The letters "J. P."
 36,711.—Granular Effervescent Salts. William Ohl, Peoria, Ill. The compound word "Phospho-Pizz."
 36,712.—Digestive Tablets. The Laxikola Company, New York, N. Y. The word "Pepsikola."
 36,713.—Certain Named Medicine. Robert H. N. Johnson, London, England. The word "Theraplion."
 36,714.—Certain Named Medicines. Moon's Magnetic Medicine Co., Chattanooga, Tenn. A pictorial representation of a crescent and a balloon.
 36,715.—Certain Named Medical Compound. Brynjolf Prom, Milton, N. D. The words "Den Tril."
 36,716.—Certain Named Internal and External Remedies. William Brown, Sutton, Canada. A monogram composed of the letters "P" and "D."
 36,717.—Internal Headache Remedies in Tablet Form. The Neuralgylne Company, Sistersville, W. Va. The word "Neuralgylne."
 36,718.—Medicine for Certain Named Diseases. Raffello Ambrosi, Baltimore, Md. A monogram of the letters "B." and "A."
 36,729.—Remedy for Certain Named Diseases. F. Hoffman-La Roche & Co., Basle, Switzerland, and Grenzach, Germany. The word "Sirolin."

LABELS.

Registered July 9, 1901.

- 8,522.—Title: "The Ear! Gulick Antiseptic Tooth Powder." (For Tooth Powder.) John G. Gulick, Brooklyn, N. Y. Filed June 18, 1901.

- 8,523.—Title: "Thymozone Dandruff Cure and Hair Food." (For a Dandruff-cure and Hair-food.) The Drake Hawley Co., Howard S. D. Filed June 14, 1901.
 8,524.—Title: "What Ails Your Eyes." (For Eye-water.) Howard Bros., Buffalo, N. Y. Filed June 17, 1901.
 8,524.—Title: "Corson's Red Cross Capsules." (For Capsules.) G. C. Taggart, Philadelphia, Pa. Filed June 15, 1901.
 8,526.—Title: "President's Restorative Tablets." (For a Medicine.) The President's Company, Chicago, Ill.
 8,527.—Title: "Dr. Kane's Forest Root Cough Remedy." (For a Medicine.) George Phipps, St. Paul, Minn. Filed June 13, 1901.
 8,528.—Title: "Knapp-Curo." (For a Medicine.) George Phipps, St. Paul, Minn. Filed June 17, 1901.
 8,529.—Title: "Forest Root Extract." (For a Medicine.) George Phipps, St. Paul, Minn. Filed June 17, 1901.
 8,530.—Title: "Dr. Boston's Magic Tablets for Headache." (For a Medicine.) Louis F. A. Dorion, Haverhill, Mass. Filed June 13, 1901.

GENUINE
Imperial PURE FINE PARA
RUBBER BANDS
ARE ALWAYS PACKED IN GREEN
BOXES BEARING THE TRADE MARK
AND OUR CORPORATE NAME IN
WHITE LETTERS, AND EACH
AND EVERY BOX CONTAINS OUR
GUARANTEE SLIP.

THE GOODYEAR TIRE & RUBBER CO.
AKRON, OHIO.

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A New Corn File

The Antiseptic Corn File, advertised in the Era, is handled by the leading drug jobbers in the United States. It is an article of merit, and one which sells itself if properly displayed on the druggist's counter. A sample dozen is sent to the dealer for 75c. Address The Antiseptic File Co., Springfield, Mass.

The Wiley Sanitary Flesh Brush.

The manufacturers of this popular article are advertising it in the magazines, and in their advertisements state that it may be bought of all druggists. It retails at 10 cents, and it is claimed there is no better flesh brush on the market. Write for special introductory terms to The Wm. H. Wiley & Son So., Box 60, Hartford, Conn.

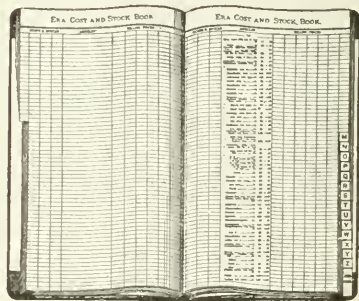
To prove that Las Palmas Cigars are the very best goods on the market at so low a price, the manufacturers will send prepaid to dealers who write to them, one dozen cigars free as samples. Address Chas. Jacobs & Co., 353 E. 78th St., N. Y.

DISCOUNTS

Nearly everybody supplying the drug trade gives discounts, either from list prices, for quantities or for cash.

These discounts are given through correspondence, or are printed in price lists or upon slips of paper.

Nine times out of ten the retailer can't find this information when he wants it. He can find it in an instant if he has an

ERA COST
AND
STOCK BOOK

It has 24 blank pages for keeping record of such things Discounts are profits and time is money. It pays to keep a record of discounts for quick reference and to keep it where you can always find it.

The book has 176 other pages for keeping record of cost and selling prices, location of stock in store, inventory, etc. It is a most valuable assistant for doing business as it should be done.

Price \$2.50 Per Copy, Postpaid.

D. O. HAYNES & CO., Publishers.

The Pharmaceutical Era.

EVERY THURSDAY.

VOL. XXVI.

NEW YORK, JULY 25, 1901.

No. 4

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THE PHARMACEUTICAL ERA,

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By D. O. HAYNES & CO., 396 Broadway, New York.

SUBSCRIPTION RATES.

U. S., Canada and Mexico - \$3.00 per annum
Foreign Countries in Postal Union - 4.00 per annum

ERA "BLUE BOOK."

These Price List editions of the Era, issued in January and July, will be sent free to all regular yearly subscribers.

ADVERTISING RATES ON APPLICATION.

Address THE PHARMACEUTICAL ERA,
NEW YORK.

Telephone: 2240 Franklin. Cable Address: "ERA"—New York.

SEE LAST READING PAGE FOR COMPLETE
INDEX TO THIS NUMBER.

ASSOCIATION WORK.

Within the next two weeks nearly all of the state pharmaceutical associations will have held their annual meetings for the current year. In considering their deliberations one cannot but note what a great fellow the average American is for organization and conference. The spirit of association is in the air he breathes. He seeks advancement along certain lines, his neighbor has a like aspiration, and lo, an association is formed! In exemplification of this idea, the pharmacist is not one whit behind his fellow citizens. That he has had lots of experience the pages of pharmaceutical journalism mutely testify. Wherever two or three pharmacists have gathered together, the tendency is to attack a foe by joint or united effort has been most common. The contest, alas, has not always been crowned with victory, or even "honorable peace." The successes and failures of the various efforts at organization are a part of the history of the drug trade.

The various state associations have all done good work. Organized to secure proper legislation, to restrict the dispensing and sale of medicines, to properly qualify and train pharmacists, they marked a new era in the development of the country. They impressed upon legislative bodies the needs and desires of professional men. The primary objects of their organization were attained because there was need for such legislation. The association had but to crystallize public opinion toward this end, and the proper enactments were forthcoming. In this charac-

ter of work the association has always been successful. Considerable, too, has been done by some of the state associations in assisting the organization of druggists in cities and towns, in the belief that a local body of druggists, if it will, can settle local trade abuses every time. This is the essence of the N. A. R. D. plan, and the only practical method for bringing better times for the drug trade. The more local organizations the better.

But what about the meetings of the A. Ph. A., the N. A. R. D. and the N. W. D. A.? None of these has yet held its convention, and its 1901 record has yet to be written. The first named, after an intermission of several years, will have at the meeting to be held in St. Louis in September a drug exhibit as a drawing card, and the N. A. R. D. when it meets in Buffalo will doubtless have the Worcester Plan as one of the leading questions to be discussed. The N. W. D. A. has not yet announced its program, but it is safe to say the leading trade questions will receive attention.

THE UTILITY OF THE DRUGGIST'S WINDOW.

Too much stress cannot be put upon the druggist's utilization of his window for display. Too often is shown a loss of opportunity in his failure to use this greatest of advertisers opportunely and consistently. The other day we heard that a certain New York druggist was paid \$10.00 a day for the use of his show window by a manufacturer, who used it in advertising a certain brand of soap. If this manufacturer was willing to pay \$10.00 a day for the use of this window, it was actually worth many times that sum to him in business. And of how much greater value would it have been to the druggist did he but utilize it in the right way? For what other use are store windows than to display what the store-keeper has for sale, and in a manner appropriate to the season?

Furthermore, matter-of-fact piling up of promiscuous goods, or a continuance of one display for any length of time, is worse than nothing at all. The first thing of importance in any advertisement is its power to attract and to hold attention. An example of this power is instanced by an upper West side druggist in this city, who trimmed one of his windows with an artificial grape vine. In the center of the window was a dozen or so bottles of ———'s Unfermented Grape Juice, with the catch phrase, "From the vine to the bottle."

While being the best, window advertising is the least expensive. The show costs only a little ingenuity, a little labor and fifty cents or so for having a show-card painted.

THE OBJECTS OF BOOKKEEPING.

The object of bookkeeping is to exhibit a correct statement of one's affairs, and in such a manner that at any time he may ascertain the nature and extent of his business, the money he receives and pays out, his profits or available income, and, if necessary, the extent of his losses. These are factors which must receive attention, no matter how little or how great the business may be. Upon their proper consideration depend the stability and reputation of the man of business. Viewed as credentials, a merchant's books are invested with a character which the possibilities of the business itself cannot give.

The transactions of anyone engaged in trade are regulated and determined by the extent of his capital and credit. These are some of the questions that are answered conclusively by an accurate and satisfactory system of bookkeeping; without such a system a person must, of necessity, be proceeding upon vague and possibly erroneous conclusions, the result of which may bring financial disaster and the terrors of bankruptcy. To-day's doings are governed in no uncertain degree by the success or failures of the past. In our books we have recorded those transactions and experiences, and the record usually enables us to decide whether a contemplated investment shall or shall not be made. The data of every transaction cannot be carried in one's head. It is impossible, and the druggist, no matter how small his business, must keep a set of books. And he must put as much energy and system into the work of keeping them as he does into his efforts in filling prescriptions accurately and scientifically. Bookkeeping, when conducted upon sound principles, will prove of greatest value to him. It will show him the general results of his business career, a career whose records, if he chooses to go back over them, will admit of analysis and bring to light his successes and failures, and the value or worthlessness of each factor in any transaction as contributing to a given result. The system he chooses to follow must not only be perfectly comprehensible to himself, but it should be one which will be perfectly intelligible to anyone should ever circumstances arise in which an examination by others would be necessary. Good bookkeeping promotes order, regularity and honorable methods of business. It also defeats dishonesty and gives standing and credence to our transactions with our fellow men.

INITIATORY CEREMONIES.

There is a flavor of the Ancient Mysteries in the report of the action of some of the brethren at the recent meeting of the Colorado Pharmacal Association held in Denver, for we are informed that the "Diastase Club" was organized and many members of the association were initiated into the mysteries of that benign order. In order to escape the horrible torture the initiation called for it is said that the candidates were allowed to purchase their freedom from undergoing part of the ceremonies by making liberal contributions to the banquet, which celebrated the organization of the order. But why, we ask, let the candidates down so easy? Plato said it was the design

of initiation to restore the soul to that state from which it fell, and how can the true significance of a ritual be exemplified if part of it may be waived or omitted at pleasure? It was different in the days of Isis and Osiris. Then the wandering neophyte had to take his medicine like a little man. He was also taught that he would be happier than other mortals, and was led to dream of the happy islands and habitation of the gods. Yet we cannot but believe that the brethren of the Diastase Club will appreciate the true significance of their mysteries, and, as Epictetus said, "they will apprehend that everything therein is instituted for instruction and amendment of life." Let the mystical couch again resound!

A POLICE OFFICIAL'S RULING.

In Washington, from now on, policemen in full uniform and on duty will frequently be seen imbibing of the nectar of the druggist's soda fountain. When thirsty and weather-beaten they have the permission of their superior to drink soda water, "provided they stand up and keep their blouses buttoned." The ruling which brought forth such a privilege was recently made by the Chief of Police, when one John W. Hile, a patrolman, was haled before him for being in a drug store on North Capitol street while on duty. He was, however, sitting down with his blouse unbuttoned, and was therefore fined two days leave. But in inflicting this penalty upon the officer the Chief of Police remarked officially that he believed it not only proper for a policeman to drink soda-water while on duty, but also the act was not without its moral effect upon the department and the general public. Such a harmless beverage is not of the nature to incapacitate one for duty and while better than the more spirituous of its kind, it really satisfies the thirst.

How would a special drink in honor of this new ruling act upon the force in the direction of the drug store till? How would "Policeman's Phosphate" or "Patrolman's Brew" strike the car? At any rate the druggist of Washington can shake hands with himself, for the policeman, like other mortals, is often thirsty.

PROFIT IN THE HEAVY CHEMICAL TRADE.

One of the big alkali companies of England has recently declared a dividend of forty per cent. for the last half year, making thirty-five per cent. for the entire year. There may not be very much money in the retail branch of the drug trade, but there seems to be some profit in the heavy chemical line, if we may judge from this item of news. Don't all go into it, however, for excessive competition would only scale down profits.

Readers of drug trade papers in general, and of the Era in particular, should scan the advertising pages regularly. They are full of news of just the kind which will help make business profitable. They serve to keep one posted and incidentally contain information which brings in the dollars.

TOOTHACHE WAX.—Melt together 1 dram hard paraffin and 1 dram Burgundy pitch; when the mixture is nearly cool add 20 minims oil of cloves and 20 minims of creosote, and make the mass thus formed into pills or small cones (Dental Register).

BUSINESS PHARMACY.

The Experience of Druggists with Profit-Bringing Methods. Hints and Suggestions. Original Papers from Practical Business Druggists. The Various Phases of Drug-Store Management and Economy.

THE DRUG STORE WINDOW.

By R. F. RUPPILER, Louisville, Ky.

A cursory examination of drug store windows would lead the observer to believe that the impression prevails among druggists that windows are merely for the purpose of letting in light. They have another function that it seems is not generally recognized by druggists, but which other tradespeople exercise to the fullest extent, and that is, that they can be made the means of ingress for those most vital necessities of business life—trade and a well-filled pocketbook. They are the eyes, beaming on multitudes, that reflect the soul and life of the business within. As an advertising feature they appeal directly and strongly to that class of trade which must, by its very exigencies, forever remain more or less divided among different localities.

The man who takes enough interest in his windows to enable him to take the pains of dressing them attractively and of changing his displays frequently, is usually consistent enough to take the same interest in all other parts of his business. The public silently shows its concurrence in this belief by patronizing such a druggist. Thus, a well dressed window has the two-fold function of creating an interest in the goods displayed, and of forming a good impression of the drug store. The success of a retail business like the druggist's, whose trade must be drawn from circumscribed limits, depends more on a proper and well planned display of his goods than on any other means of advertising. And as his stock comprises a numerous class of goods, usually hidden, the necessity for such display becomes all the more apparent. Other and larger retail businesses that draw their trade through more extensive advertising from larger fields, depend largely upon and support such methods mainly by elaborate window displays.

The effectiveness of window displays, if they are periodically varied, is indisputable, it being a trait of human nature to have its eyes forever open to novelty. Even those things that are nearest and dearest to us become indifferent to or tire of by constant association. Familiarity breeds contempt. This is particularly true of the drug store windows.

Let us see ourselves as others see us.

Suppose we pass the corner drug store daily, and see in its windows, year in and year out, a display on one side of sponges, shoe polish, lamp chimneys and paint brushes, and on the other, confectionery, tin horns, balls, penny whistles, and all the other trumpery of a small candy shop that caters to juvenile needs and tastes. We are not naturally inspired with great confidence in the druggist who conducts such a store, and whose windows first make us indifferent to his place and then create an unconscious repugnance to it. Our judgment of what goes on within is in accord with our judgment of what we see without. The windows in each drug store are the guide posts that make us unconscious adepts in the art of knowing where to look for our money's worth. We shun such a place as intuitively as we would a corpse. Most druggists will acknowledge this trait in themselves, and recognize it in others when they step inside of their drug store life and take a look at themselves.

I knew a druggist once who said that he knew all about his windows. He knew how to clean them, and

knew that it was absolutely useless to use them for display or for advertising purposes in his neighborhood. He knew that his customers paid no attention to windows; that only certain staples were in vogue among his patrons, and that it was useless to push the sale of anything by displaying it in windows. He had purchased sometime previously quite a quantity of a certain patent medicine which he now considered as dead stock, and as I was desirous of verifying the value of a drug store window as an advertising feature, I induced him, after some difficulty, to use as a window display the advertising matter which had been supplied him by the manufacturer of the patent medicine. He looked affectionately at the lamp chimneys, shoe polish and sponges in the window and demurred, but finally relented, declaring that if the display had no immediate effect he would forever abandon all attempts at improvement in that quarter.

The display was not remarkable in itself, and hardly worthy of record except to illustrate the principle that it pays to change periodically the things displayed in the window, and to advertise but one thing or one class of goods in this way at a time. The medicine advertised was a spruce gum preparation. The centre-piece of the display was a Christmas tree, which, as a species of spruce from which the principal ingredient of the medicine was ostensibly derived, served the two-fold purpose of creating an interest in the medicine, and of attracting attention by being displayed at an inopportune time. Empty cartons, the fac-similes of those in which the medicine was sold, were arranged and stacked beside the tree so as to give an impression of quantity, and a few were hung upon the tree in the manner in which Christmas trees are decorated.

It is not to call attention to this particular display, which in fact was common enough, that I mention it, but to demonstrate the value of window displays as trade bringers—a fact which druggists are slow in accepting, and from all appearances of the average drug store window, slow in acting upon. Let it suffice to say that three or four dozen bottles were sold in less than two weeks, while previously the demand for the medicine in this particular store was about one bottle in two or three months. "Give me a bottle of that medicine in the window," was the order repeated several times a day by customers, who from the proprietor's account of his experience of fifteen years, were not susceptible to impressions made by changes in his window displays. "Has the place changed hands?" not a few inquired about this time. And yet, according to this druggist, his neighbors never drew any inferences from what they saw in his windows.

Instead of availing himself of the lesson so practically demonstrated to him, and, after having found the use of his windows, utilizing them for a more legitimate purpose than advertising patent medicines, this unprogressive druggist found the effort to think of any other display in his legitimate line too much for him. So he replaced the lamp chimneys, shoe blacking, sponges, tin horns and confectionery in the windows and wore away his days by sitting behind the stove and smoking his pipe. He hired a general utility man to fill the various offices of errand boy, porter and prescription clerk on half pay, that was not always paid, and on the whole he could not be called a pronounced success. Let those who do not wish to fall into the same rut, and who have no es-

pecial genius for avoiding the inevitable, look to their windows!

Like a coin that we do not care to accept as currency, if but one face is properly stamped while the other is blank or monogrammed, so the presentation of one phase of a subject without the other is equally unsatisfactory. Drawing conclusions as they bear on the subject of window displays, from a pronounced failure on the one hand, it is proper by way of contrast, to set them off by others derived from a decided success.

The methods of a retail drug firm, employing thirteen people, are worthy of consideration. From behind the counter I have observed with interest the effect of this firm's window displays, noting from time to time the relative demand for articles when displayed, and when not displayed. In the case of common articles, as soap, insect powder, etc., the demand was doubled and trebled when they occupied a place in the window. In the case of very expensive toilet requisites, costly mirrors, combs, brushes, etc., the demand was positively created, these things being rarely called for on other occasions.

The goods were so arranged as to associate inseparably in the mind of the public the idea of quantity with that of a bargain, and only one or two kinds or one class of goods was displayed at a time. An entire change in the display was made regularly every week and arranged by the head clerk, the seasonableness of the goods always being borne in mind. The prices were invariably attached to the goods displayed, and usually reduced somewhat during window week. Thus, one week a barrel of insect powder would be placed, so as to show its contents effectively, in the centre of the window, and large quantities of insect powder were dumped on paper on both sides of the barrel, while insect guns, bottles of bedbug poison and various sized packages of insect powder—all in quantities—were also placed in the window. The next week, for instance, borax would be displayed in a similar way; then, successively, soap, razor strops, clothes brushes, etc., then syringes and water bottles; and so on, until the revolution of time had brought into the window, during one week or another, nearly every article of merchandise usually kept under cover in drug stores. Thus, in rotation, nearly all kinds of goods handled in the drug store, from the coarsest and heaviest bulk goods to the finest and most costly articles, were shown in the window. Patent medicines were never used as displays, but were advertised at cut rates as a means of gaining patronage, not only for them, but for other goods well displayed. Incidentally, I may mention that in the centre of the store were two stands with shelving arranged in the manner of stairs, and on these were placed the firm's own preparations. Occasionally they were used as bargain counters. They were attractive, and conformed in appearance to the general elegance of the store.

These window displays, appealing to the public by their diversity and singleness of purpose, were enhanced in interest on every possible occasion by the addition of such natural curiosities as fell into the hands of the proprietors. The most attractive of these auxiliaries was a species of globe fish or sea hedgehog. The specimen obtained was the entire skin or covering, with bristling spines taking the place of scales, and into this when inflated was put an incandescent lamp with a red bulb, and the whole suspended from the ceiling in the centre of the window. The red light, shining through the translucent skin of the fish itself, made it an object of wonder, and incidentally attracted much attention to the window.

A constant succession in displays in no small measure increases the public interest in the goods displayed, and varies the stereotyped monotony of the average drug store window. Furthermore, it symbolizes the fact that the men who conduct the business are moving in a business way and are not standing still. The periodic handling of stock not only affords an opportunity for gaining a thorough familiarity with it and with prices, but enables one to give it an occasional overhauling and keep it in good con-

dition. The drug store window to be available for the display of expensive and easily damaged stock, should not be open to the ravages of dust, dirt and flies, and precaution is necessary to prevent damage by sunlight.

All of the druggist's showings in the way of window displays that please or repel the public are but pantomimic demonstrations that indelibly stamp his character in the public eye. It is, therefore, only necessary for him to feel convinced that his windows have an important share in influencing public opinion about him and in bringing trade to him, in order to arouse that enthusiasm and interest in the subject that will induce him to exercise his original thought and effort in that direction and to use the innumerable suggestions on the subject with which our periodical pharmaceutical literature is replete.

LABELS.

By FRANK B. STYLES, Hempstead, L. I.

The name "label" in ordinary use means some mark designated to be fastened to a package of some kind for the purpose of proving the identity of the contents of the package, and sometimes the ownership. This seems to be the great first reason for a label. In nature everything has a label peculiar to its kind. In the botanical world each flower contains what might be termed its label in the peculiar construction which is its very own. In the geological world each piece of stone or other specimen shows some peculiarity which is recognized by the scientist and proves to him the kind of stone. Thus it is through all nature.

When man takes matter from the various kingdoms into which all substances are divided, and mixes them according to his liking, so that he may be able to identify the combination again, he must necessarily label it. The combinations of matter are so numerous that it is impossible for one man to know them all by sight. Neither is it possible for any one to take one package and make it his business to tell everybody the name of it. Therefore a label is necessary.

There are many kinds of labels, and most common of all that man has devised is the paper one which is generally by paste or gum attached to the package which it is to identify. As to the patterns and uses of each individual label their number is legion, which makes it a hopeless task to enumerate more than a very few. Labels which bear the names of a single article are designed to be gummed fast to the package, are the most common. After this I think in this enlightened age comes the wonderful label which is to be attached to the patent medicine bottle. It is at least wonderful, because of the claims it makes. The wonderful claims which the label makes for the medicine, makes one believe many times that it is a fairy tale instead of what has come to be recognized as a legitimate way of lying (?) about the merits of the within contained article in order to secure your gold. The labels found upon toilet preparations of all kinds, I believe, are among the handsomest, if not really the handsomest of all labels. It certainly must be that the designer is an artist in his line, and aims to elevate the grade of his work to such a degree that none shall equal the rare taste shown in design and combination of colors. Compare the regulation "shop label" of to-day with its forerunner of twenty years ago, and you very quickly see a marked change for the better in the label of to-day—neat and simple, and yet rich in its simplicity.

Consider the prescription label for bottles—what an endless variety! At the same time how wide the difference is in the various grades of these. The pharmacist of to-day must be an up-to-date business man. He must not only keep his shoe looking inviting; his stock of goods kept full, and be able to fill within all reason any prescription that may be presented, but he must dress his prescriptions up-to-date.

Labels for prescription bottles, it seems, are more often in need of being changed than any other particular class of label. Judging from the appearance of some labels returned on prescription bottles, the patient must have tried to see how much of the medicine would stick on to the label and bottle; while others are returned and refilled several times, and the original label is almost as good as new. It is a sure sign of a well conducted pharmacy to find on a bottle that contains a repeated prescription a new, clean label each time the bottle is refilled. The labels for remedies for internal use should have a make-up different from the label for liniments, lotions, etc. They could be printed in different colored inks with the addition of "For external use" on the label. The labels for powder and pill boxes, as well as the neatly printed and well written labels for bottles must be the best. The pattern of a label depends somewhat on the bottle which is used. Again, there are various secondary labels which are oftentimes needed, and which should be designed to accord with the main label and bottle.

The effect of a label on a bottle may be likened to putting a dress on a lady. How much better she looks in a costume of a certain cut and trimming than she does in just a plain costume! But, if you put more than a certain amount of decoration on the costume, then you spoil that rich effect which seemed to be perfect harmony. No one will dare gainsay the statement that a label applied to everything leaving a drug store means a safeguard to the public, and yet I have known people to absolutely refuse to let me label a bottle. Very frequently a bottle comes into the store with three or four labels pasted one upon the other. It is quite possible that each label is from a different store and for a different remedy. Think of it! Four different labels for one bottle! I invariably make it a practice to deface a label so that the name and directions, if there are any, are not readable, before putting another label on a labeled bottle presented to me for filling.

Some ten years ago I read of a fatal mistake because of two labels being on the bottle. Reading the article taught me a lesson which I shall never forget. A father got up in the night to administer to an infant a dose of paregoric. The dose given was a teaspoonful, and when it was too late he discovered that the child had swallowed carbolic acid. It was largely the same old story of knowing just where to put your hand in the dark to get a certain article. The man had taken the right bottle, but upon investigation he found that the bottle which had been used for some time and had a paregoric label firmly attached to it, had been filled with carbolic acid, and the thoughtless drug clerk had unwisely pasted the acid label over the paregoric label, and as the bottle had been standing for some time in its place in the closet, the acid label in some way had become detached and dropped to the shelf alongside of the bottle. A label only tells the truth when the proper one is fastened to the bottle. The right label and the only one should remain on the bottle.

HOW TO MAKE A DRUG STORE PAY.

By W. W. MUNGER, Big Rapids, Mich.

The subject of "How to Make a Drug Store Pay," is one which has been so thoroughly discussed that there remains but little to be said. But different druggists have different ideas and methods. Therefore, in exchanging ideas we may be able to help each other. In the first place, to make a drug store pay we must have a certain amount of trade. One of the most important means of acquiring this is to advertise. The question of advertising, and how to advertise in a way that will be most effective and least expensive, has become one of vast importance. Newspaper advertising is always good, but rather expensive, and while it pays to do a certain amount of it there are many other ways which may be employed. Do not waste or throw away samples and

printed matter furnished you by manufacturers. But, after carefully stamping them with your rubber stamp, if your name has not already been put on them, see that they are carefully distributed in your town. If you have a country trade, make up rolls of advertising matter, almanacs, samples, etc., and give them to the country people as they pass out of your store. These may also be thrown into farmers wagons on Saturdays when many of them are in town. You will be surprised at the results you will get from this kind of advertising. In a short time you will find people asking for these rolls. Keep your name before the people, and constantly remind them that you are alive and that you have what they want. The druggist of to-day who sits down and waits for people to find him and what he has to sell, will soon find himself a back number. He will be kicking about hard times, while his neighbor, who is alive and spending a reasonable amount for advertising will be doing all the business. We must spend money in order to make money.

Another important thing is, to keep an up-to-date store. This does not necessitate a large stock, but to keep the things that are called for. Never be out of staples. Order often. Better pay a little more for express or freight than lose sales. In losing a sale you may lose a customer.

Try to establish the reputation of always having what people want, and don't be afraid of making yourself a little trouble for your customers. If they happen to want something not often kept, or for which there is no call, offer to get it for them. They will appreciate the accommodation, and you may gain a customer. See that your store always has a neat and inviting appearance. People are apt to judge the quality of your goods by the appearance of your store. Be careful about buying. Keep close watch of your stock and keep it full, but don't allow a smooth-tongued salesman to over-stock you. Better not get the quantity discount than to have a large stock of unsalable goods on your hands.

Another means of making a drug business pay is to put up a line of your own preparations. Every competent druggist can do this with a little extra effort, and if he isn't competent he should not be in the drug business. This can be done gradually, and without any great outlay for material or apparatus to start with. Commence with simple preparations like tooth powder, toothache drops, corn cure, cough syrup, headache powders, etc. Make them just as good as you know how and do not attempt to sell them until you are satisfied that you have a good remedy. This will require some study and a good deal of experimenting, but it will bring dollars as your reward. Of course it will take a little time to build up a trade on your own preparations, but if managed with good judgment and a little tact this can be done in a comparatively short time and be made to pay a nice profit.

Put your preparations up in nice neat packages at moderate prices, and when the opportunity presents itself recommend them with your personal guarantee. Do not try to force them on people who ask for something else. If a man asks for a particular "sarsaparilla," do not tell him that you put up one that is much better and cheaper. He usually knows what he wants, and if he has to buy it under protest he is liable to go somewhere else next time.

You must judge your customer. After wrapping the remedy for which he asks, you can call his attention to your own preparation and its virtues. If he does not seem interested, do not bore him. Very often he will examine your remedy and ask you to exchange.

If people come back dissatisfied, give them back their money as cheerfully as you took it. This will not often happen. Samples given to customers to try will sometimes make customers for your remedies. When people ask you to recommend something for them you will of course take this opportunity to bring your own remedies to their notice. Another good way of bringing them before the people is by small circulars, conveniently placed, which can be wrapped up with goods. The idea in putting up your own prepa-

arations is to give your customer more for his money, and to give yourself more profit.

As you gradually commence to build up a trade on the simple preparations, others may be added, and they will be much easier to introduce. The only way to sell goods is to let people know that you have them to sell.

THE MOST PROFITABLE PREPARATION FOR A DRUGGIST TO MAKE AND SELL.

By J. T. PEPPER, Woodstock, Ont.

Of late years great profits have accrued to the druggists by making and selling preparations of their own manufacture. Cough mixtures, pills, blood purifiers and liniments are preparations which all druggists make and sell, and realize handsome profits from. But the preparation that I consider the most profitable, is the one that the druggist has an almost undisputed field in which to operate. I refer to the compound syrup of hypophosphites. Generally speaking, I believe, there are not many druggists who make and push the sale of a compound syrup of hypophosphites of their own manufacture. I think that I can say with all sincerity and honesty, that while I find all my own preparations highly profitable, I derive a greater amount of profit from my Tonic Hypophosphites than from any other one preparation.

With preparations other than hypophosphites there seems to be more and keener competition, both in advertising and selling. I know of no preparation of hypophosphites which is being extensively advertised to the general public, and yet the people of which the public is composed all have a general knowledge that hypophosphites is a good tonic and that it will build up the system. If you should ask them from what source they obtained this information they will tell you about some one of their relatives or friends who took hypophosphites years ago, and of how much good it did them, and how they got well and strong. This information on the part of the people makes it easy for the druggist to sell his own hypophosphites.

It is true that it is more difficult to make a good compound syrup of hypophosphites than possibly any other preparation, but the making of this syrup may be made comparatively easy and perfectly satisfactory by practice and perseverance. My clerks make all of this syrup we use, and they are always successful in turning out a nice, clear product without any precipitate. We put it up in 16-ounce Erie ovals and sell it for \$1.00 a bottle, or six bottles for \$5.00. It is not an expensive preparation to make; on the contrary, it is very cheap, and if you will make an estimate of the cost of manufacture you will be surprised at the handsome profit obtained by selling a sixteen ounce bottle for \$1.00.

Compound Syrup of the Hypophosphites

Calcium hypophosphite	5 ounces, 160 gr.
Potassium hypophosphite	2½ ounces, 80 gr.
Sodium hypophosphite	2½ ounces, 80 gr.
Manganese hypophosphite	10 grains
Citric acid	450 grains
Potassium citrate	500 grains
Quinine sulphate	320 grains
Solution of iron hypophosphite	4 fl. ounces
Strychnine (alkaloid)	20 grains
Granulated sugar	15 pounds
Hypophosphorous acid	4 fl. ounces
Pure water, ad.	320 fl. ounces

1.—Powder the manganese hypophosphite, potassium citrate and citric acid separately, and then mix them thoroughly by trituration in a mortar.

2.—Powder the calcium hypophosphite finely in a small mortar and then put it into a larger mortar.

3.—Mix the potassium hypophosphite and quinine sulphate, and add them to the hypophosphites of calcium and sodium in the large mortar. Mix and triturate them well together, then add to them No. 1 mixture and triturate the whole thoroughly. Add 20 or 30 ounces of boiling water, continuing trituration, and then strain this solution into a large two-gallon jar, keeping the undissolved portion of the salts still in the mortar. Dissolve the strychnine in the hypophosphorous acid and add it to the salts in the mor-

tar and triturate again. Add 30 or 40 ounces more of boiling water and triturate till dissolved, then strain into the jar. Dissolve the sugar in the balance of the water by heat and strain into the jar also. Add the solution of iron hypophosphite and sufficient water to make the whole measure 320 fluid ounces.

Solution of Iron Hypophosphite.

Ferric alum	616 grains
Sodium hypophosphite	408 grains
Potassium citrate	400 grains
Glycerine	10 fl. ounces
Pure water, q. s., ad.	4 fl. ounces

Dissolve the ferric alum in eight ounces of water, and the sodium hypophosphite in four ounces of water. Strain both through absorbent cotton. Pour the alum solution into the sodium solution until a heavy white precipitate is formed. Pass combined solution through a cotton strainer, transfer the precipitate to a mortar and add to it the potassium citrate and glycerine. Then put this green-colored mass into a graduate and add boiling water to make four fluidounces. Heat in a flask or porcelain evaporating dish till complete solution is accomplished.

Hypophosphorous Acid.

Potassium hypophosphite	116 grains
Tartaric acid	600 grains
Pure water	1176 grains
Dilute alcohol	1200 grains

Dissolve the potassium hypophosphite in the water and the tartaric acid in the dilute alcohol. Mix the two solutions in a bottle, cork, and set aside in a cool place for twelve hours. Filter, weigh the filtrate, evaporate off the alcohol on a water bath, and finally add enough water to make original weight. Keep in a glass stoppered bottle.

I believe that any druggist can succeed in making a good syrup of hypophosphites composed by following these formulas. It is possible that he may not succeed at first, but if he will persevere I am sure that he will. I had my own difficulties at first, but I persevered and overcame them.

Advertising Tonic Hypophosphites.

Our success in being able to sell large numbers of bottle of Tonic Hypophosphites was obtained by newspaper advertising, window displays and personal talks with our customers. Recommendations to other friends by customers who have taken our preparation of hypophosphites and received benefits from it, have helped us to sell a good many bottles. It is a satisfaction that pleases the druggist all over when people come into his store and ask for his own preparations.

OBTAINING SAPONINE FROM HORSE-CHESTNUTS.—L. Weil, Strassburg, Alsace, Germany, has obtained an English patent for a process of obtaining saponine from horse chestnuts (Jour. Soc. Chem. Ind.). Ripen horse-chestnuts, after peeling are ground and dried at 40-50° C. The oil and resin are removed by extraction with benzine or petroleum spirit, and a subsequent extraction with 93 to 96 per cent. alcohol dissolves the saponine, which separates on concentration and cooling. The crude product is dissolved in alcohol, treated with freshly precipitated hydroxide of lead (from lead nitrate and ammonia), and finally precipitated by pouring the alcohol solution into ether. If necessary this process is repeated. After drying, the saponine forms a white powder, readily soluble in water, giving a strongly frothing solution. The yield of saponine is about 10 per cent. of the weight of the nuts.

DETERMINATION OF HYDROCYANIC ACID IN ESSENTIAL OIL ALMOND.—According to Dietze (Phar. Jour.), the hydrocyanic acid in essential oil of almonds may be titrated directly by the following method:—25 grams of the oil are mixed with 10 grams of magnesium hydroxide and to Cc. of water, a few drops of neutral potassium carbonate being added as an indicator. The mixture is then titrated with silver-nitrate solution as usual.

SHOP TALK.

During the recent hot spell that made Philadelphia but a few degrees less warm than famous Death Valley, little regard was paid to the conventionalities of life in the effort to be comfortable; however, even before the hot weather began, the Era man saw something that started him on a little trip of investigation. It was in regard to the appearance of clerks and proprietors in the store in shirt-sleeves. In a store on Eighth street, where good service is the rule, the clerks were noticed one Sunday afternoon lounging around the store in shirt and suspenders, still further up the same practice was noted, and in quite a number of other stores this slovenly habit was seen. Now, no one but a stickler for propriety would want to see a storekeeper in a stiff shirt and collar in hot weather, yet this is no excuse for proprietors or clerks sitting or working in suspenders and shirt. It looks—and is—untidy, and ladies especially will notice the lack of respect for customers and draw conclusions. Nowadays light coats can be bought for fifty cents, and there is no excuse for a man in a drug store waiting on customers in a shirt uncovered by such a garment; it is more or less the same as saying to his customers: "Any old thing is good enough for your class of people!" Why in the name of Galen will proprietors and drug clerks do such things that lower the dignity of their calling—untidy or careless dress, dirty hands, unkempt appearance, etc.—and contradict in their appearance every word of their advertising "Prescriptions compounded with care"? A man untidy and careless in dress is apt to carry the habit into other things.

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Mention was made in this department of the Era some time ago of the efficiency of naphthalin—coal-tar camphor—in the treatment of mosquito bites. Well, then it was given on the strength of reports from others; now it can be stated from a month's use in one of the worst places around here for mosquitoes—the League Island Navy yard—that the effect of an alcoholic solution of naphthalin on mosquito bites is little short of marvelous! The pain and smarting is relieved almost instantly, and after one application all swelling and inflammation disappears. Here is a pointer for druggists who are in the "mosquito belt." Dissolve 100 grams of naphthalin in 500 cc of alcohol, using a gentle heat if necessary, now add water, constantly shaking the mixture, in small portions until the alcoholic solution turns slightly milky, then add enough alcohol to make 1000 cc's, or, add 500 cc of water to the alcoholic solution of naphthalin and filter until clear. Add about a dram or so of good oil of lavender to perfume the lotion, and put into two ounce bottles for sale. These can be sold for 25c, and once a customer buys and tries this lotion, he or she will never want to be without it when mosquitoes are around. At this price, there is a good profit in the thing, bottles and labels being tastily gotten up. Directions:—Rub a few drops on the bites.

* * *

That the drug store is simply a place for the accommodation of the wants of the public, from selling stamps to giving free advice as to the rent of houses and character of the neighbors, is too well known to repeat here, but even into Uncle Sam's domain has the "free everything" fiend penetrated! Not long ago the pharmacist in charge of the dispensary at one of the Navy yards was roundly denounced as keeping a "mighty poor sort of a drug store," because he did not have a postal card to sell to a visitor, and, in spite of explanations, the man went away mad and will probably not "trade with Uncle Sam any more." In the midst of a busy sick-call this crank poked himself and demanded, not asked for, a postal card, and when told that the place was a Government dispensary, replied that "every first-class drug store kept postal cards and he didn't see why he couldn't get one here," and it took the combined efforts of the pharmacist, porter, two nurses and the doctor to get

him out without destroying the whole Navy yard, because he couldn't get his postal card. The next eventuality looked for there is a request for free soda water!!!!

* * *

While on the subject of lotions for summer ills, a mixture that has given very good results in the treatment of dermatitis from poison ivy may be mentioned. This, too, has the stamp of approval of the League Island Navy yard, where the thousand workmen are constantly coming in with poisoning from rhus toxicodendron. Dissolve 25 grams of bicarbonate of soda and 10 grams of borax in 1000 cc of water, add 10 cc of carbolic acid and strain through a cloth. Directions:—Apply freely to the poisoned parts; if much inflamed, wet a cloth with the lotion and keep in contact with the poisoned parts day and night. There is little danger in the use of this lotion, the carbolic acid may be omitted or decreased if desired, and the action of the alkalies seem to be wonderfully effective. It is possibly because they neutralize the acids of the poison, for the discharge from the tiny blisters has been found to be acid in reaction. This same lotion is a mighty good thing, too, for prickly heat, used in the same manner as given above. A wash in lukewarm water and free application of this alkaline lotion to the skin will relieve the itching and burning of prickly heat as by magic. Make up a lot of these two lotions, put the latter in eight ounce bottles and recommend it for prickly heat, poison ivy and such like summer ills, and see if you do not work up a good trade in them. The cost is little and the profit is good, and the writer can earnestly recommend both as being very effective and safe to use.

* * *

For a freak window display, Albert B. Baltzly, 7th avenue, corner 134th street, this city, has something original. In the window is piled up, some open and some shut, in a jumbled heap, several prescription books. A number of little signs reading, "90,000 prescriptions put up in this store, not a single error," "No substitution," "Where do you get your prescriptions made?" etc., are scattered about. The glass of the window is covered with whitening tinted blue, put on with a coarse sponge and grained so as to somewhat resemble a curtain, only a round space for a peep-hole sufficiently large to permit the curious person to take in the whole display, being left. A large sign over the window announces that the display cost \$60,000, the size of which amount is sufficient to attract the passer-by. There is always quite a number of people waiting for their turn at the peep-hole.

* * *

A neat advertisement was noted in the window of Cohen's oTerminal Drug Store, 12th and Market streets, Philadelphia—a window full of hair and tooth brushes, clothes brushes, in fact brushes of all sorts and kinds. Over the top was a sign, "This window is bristling with good bargains in bristles," while in conspicuous places were cards giving the prices of each sort of brush and a few words describing it. The brushes were good, the pun was good and the prices were good, and quite a number of people stopped to look at the display. No doubt some of the many that went into the store during the few minutes the Era man waited bought some of the "bristling" articles.

* * *

A Massachusetts man has placed on the market a combination spoon that seems to have much to recommend its use in the sick-room. It has three sizes of spoons, teaspoon, dessertspoon and table spoon, respectively, that slip into one another in such a manner that any of them can be pulled out from the socket and used, or the three can be swung out so that all can be used at the same time. For measuring medicines this appears to be a good idea, and druggists might do well to lay in a stock and display them in a showcase or recommend them when handing out prescriptions. An added feature in their favor is their accuracy, and to one who knows the varying capacity of spoons this is a good point.

THE SYNTHESIS OF INDIGO.*

By J. MERRITT MATTHEWS, Ph. D.

Until within quite recent times indigo had its chief source in the plant raised principally in India and surrounding countries and islands. If we glance into the history of the dyer's art, we find that indigo was one of the first dyestuffs of common use; its application in India and Egypt dates from times too remote to be reached by authentic history. Its introduction into European countries was of more modern date, this being accredited to Marco Polo, who carried it back with him from his journeys in India about 1300. Previous to this time, however, indigo dyeing had been carried out to quite an extent in Europe by the use of woad, a plant which contains a certain amount of indigo, and is capable of being utilized in a manner similar to that of the indigo plant itself. In fact, there appears to have been quite a conflict at the time between woad and indigo, resulting in the latter triumphantly establishing its superiority. At this point it may be well to call attention to the fact, in view of the present conflict between natural and synthetic indigo, that indigo on its first introduction into Europe, was anathematized as a pernicious drug, and was spoken of as the "devil's food"; and furthermore was regarded as a very inferior dyestuff, by no means the equal to woad in fastness of color nor beauty of shade. In fact, so bitterly was its adoption opposed that laws were passed in several countries forbidding its use. However, as the natural law of the survival of the fittest will overcome all statutory edicts, true superiority must in time work out its own justification.

Although indigo has been so well known as a dyestuff from antiquity, it is interesting to find that, notwithstanding its large and almost universal use throughout the world, very little was known of its chemical nature and constitution until comparatively recent years. It is also a highly significant point that this natural product was really the starting point for the artificial color industry. Aniline, which may be said to form a basis of the vast majority of these products, was first discovered, we are told, by Unverdorben in 1826, who obtained by it the destructive distillation of indigo. This, indeed, is a remarkable coincidence when considered in relation to the synthetic reconstruction of this dyestuff from aniline products. In fact, if we look into the derivation of the word aniline itself, we will find that it comes from anil (and this in turn from the Sanscrit word nila, meaning indigo, and also signifying dark blue), the Portuguese name for indigo; hence, etymologically considered, so called aniline dyestuffs are in reality indigo dyestuffs. Again, it appears that picric acid, probably the oldest artificial dyestuff known, was first prepared by Haussman in 1788, by the action of nitric acid on indigo.

As indigo has always been the most important dyestuff in practical use—its consumption probably exceeding that of any other—it is a matter of considerable surprise to find that its production has been regulated so little by what may be termed scientific supervision. The fact that it has always been in such constant demand probably accounts for this lack of care, as the indigo producer could always find a ready market and a good price for his article, he was not much given to worrying about improvements or progress until late years. Or, it may be that like most natural processes, the raising of indigo is not capable of any pronounced scientific refinement. Since the introduction of the artificial coal-tar dyestuffs, however, chemists naturally endeavored to obtain a substitute for this all-important vegetable dyestuff, as they had in mind several considerations:

In the first place indigo is comparatively difficult to obtain in a uniform condition, so many are the influences of weather, soil, season, cultivation, preparation, etc., in determining the quality and quantity

of the dyestuffs produced from year to year; it may be said to fluctuate with the varying whims of nature, the conditions of which are but little understood, and hence not capable of proper control.

Secondly, indigo is a peculiar dyestuff, in that its application radically differs from all others, its dyeing being carried out by what are to be regarded as clumsy and laborious methods in comparison with the ordinary processes of dyeing.

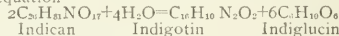
Thirdly, the commercial side of the problem was, of course, an attractive one, indigo dyeing was high priced, and stood for a high standard of excellence. Substitutes for this dyestuff would, in consequence, have a large demand. This striving to replace indigo in many of its applications by cheaper products and those more easily applied, had led to the result that there are more blue dyestuffs known than any other color, and this is especially true of those which have their chief application to cotton.

We may be sure that it was not long after the artificial dyestuffs had been firmly established, that the attention of color chemists was focussed on indigo, with the certain result that the chemical nature and constitution of this body was soon ascertained. The next step was, naturally, its synthesis and its preparation by this means on a commercial scale. The solution of the problem relating to the constitution of indigo is a fascinating subject to the student of organic chemistry, and the results which have been obtained form a beautiful demonstration of the truth and validity of chemical theory and philosophy. The successful synthesis and commercial preparation of this dyestuff, which soon followed the knowledge of its chemical constitution, has been one of the most brilliant achievements of technical chemistry, and exemplifies in a most striking manner the superiority of scientific methods.

The Constitution of Indigo.

A full discussion of the chemical studies involved in the demonstration of the proper constitution of natural indigo would be a too involved and lengthy task for the scope of this paper; but in order to understand and appreciate the working out of its synthesis, it will be necessary that we review in a cursory manner the leading points which resulted in the establishment of the chemical formula of indigo.

Indigo, as it exists in the plant, appears to be combined in the form of a glucoside, which is known by the name of Indican. This substance under the hydrolyzing influence of acids or of an enzyme is resolved, like other natural glucosides, into a glucose, there also being formed indigotin, which is indigo blue. The reaction proceeds according to the following equation



Indican Indigotin Indiglucose

The formula of indigo here given was established by Sommaruga by analysis and determination of its vapor density, its empirical formula, $C_{15}H_{11}NO_4$ having been previously ascertained by Gm and Laurent. In 1865 Baeyer undertook a systematic investigation in reference to the chemical constitution of indigo, and after fifteen years of patient labor and research, this chemist and his collaborators solved the problem, and effected the synthesis of this dyestuff. The greater part of the work was of theoretical interest, and had no industrial application, and it was not until almost twenty years more had passed that the problem received its practical solution. But it was the work of Baeyer in ascertaining the constitutional formula of indigo that laid the basis of all the future chemical work with respect to this dyestuff.

The early syntheses of indigo were of little or no value to the manufacturer, as the yield of dyestuff was insufficient, and the materials employed for its production were too expensive to allow of its being manufactured on a commercial scale, in competition with the natural dyestuff. At first, the most promising synthesis appeared to be that which used ortho-nitrobenzaldehyde as a starting point, and the methods for making this compound were so highly perfected, as to bring it within the limit of cost for the industrial

* Portions of a paper read before the New York Section of the Society of Chemical Industry. Reprinted from the Journal.

preparation of indigo. But at this point another difficulty arose which was impossible to surmount. The raw material for the preparation of nitrobenzaldehyde is toluene, and it appears that for every part of indigo finally produced by this method, there is required at the start four parts of toluene. As the annual consumption of indigo for the entire world is estimated at about 11,000,000 pounds, and as the total production of toluene itself does not much surpass this figure, it means that the world's output of toluene would have to be quadrupled in order to satisfy the demand of this chemical for the manufacture of indigo alone, to say nothing of its other uses, supposing that in order to successfully compete with the natural indigo the artificial product must be capable of being made in a quantity sufficient to supply the world's present demand for that dyestuff. As toluene is derived from the coal-tar industry in connection with benzol, and since every part of toluene obtained means also four parts of benzol, it would be necessary for the manufacturer to create a demand for that extra amount of the latter product in order to make the toluene commercially available, and such a task would be far greater even than making indigo. It was then that the derivation of the phenylglyceol compound was discovered from naphthalene, and the known method of making phthalic acid by oxidation with fuming sulphuric acid was made use of. This method furnished a raw material which was both cheap and abundant; in fact there was a surplus of naphthalene, and a quantity sufficient to supply all the demands of the indigo trade. It is interesting to note that in this connection, another important development in industrial chemistry was effected, and one which will eventually have considerable influence on other lines of work besides synthetic indigo. It was found that the lead chamber process for the manufacture of sulphuric acid was not adequate to the production of the enormous quantities of fuming acid required for the preparation of the phthalic acid from naphthalene, so the new sulphuric acid process, known as the "contact" method, was perfected. The Badische Company, to whom this valuable work was due, have become in consequence, the largest producers of sulphuric acid in the world, and are using 50,000 tons of the fuming acid annually for the preparation of their phthalic acid. In the manufacture of the other chief chemical employed, the monochloroacetic acid, large quantities of pure chlorine were demanded. The processes of Weldon and Deacon proved to be unsatisfactory, and the attention of the manufacturers were turned to the new electrolytic process for the preparation of chlorine from alkali chlorides, with the result that the method was so far perfected that the necessary conditions were realized. Hence the chlorine is now prepared electrolytically, and is used in a liquid condition.

It may be said that synthetic indigo became a commercial reality in 1897, for it was in that year that it began to appear in sufficient quantity to seriously compete with the natural dyestuff. Since then the amount manufactured has been growing with great rapidity—a fact which may be made apparent by a glance at the following statistics:

Imports of Natural Indigo to Germany.

	lbs.
First six months of 1899.....	1,771,805
First six months of 1900.....	961,837

showing a decrease of about 45 per cent.

Exports of Synthetic Indigo from Germany.

	lbs.
First six months of 1899.....	1,191,700
First six months of 1900.....	2,085,447

showing an increase of about 75 per cent. Of the above amount of synthetic indigo exported from Germany during the first six months of 1900, the United States took 695,149 pounds.

Imports of Natural Indigo to England.

	Value.
In 1899.....	\$5,897,700
1900.....	\$3,351,800
	2,610,445

showing a decrease of about 40 per cent. in one year.

According to a recent publication of the Indian Government, the exports of indigo from the provinces of Calcutta and Madras have been as follows:

1895-1896	17,242,000
1899-1900	9,777,900

showing a decrease of about 43 per cent.

These figures are very significant in their meaning. We can but behold in them the rapid extinction of the natural indigo industry, which forms one of the bulwarks of eastern trade and commercial activity. It is the case of the madder root versus synthetic alizarin over again, and we can have no doubt as to the outcome of the strife. It is merely one more step in the progress of industrial chemistry along the lines of human ingenuity, and this problem having been solved, the time is ripe for the development of other fields.

TAKING AND FILLING ORDERS.*

By EDWARD P. HIGBY, Ph. G., Stockton, Cal.

A few practical suggestions on taking and filling orders may be of interest to beginners, and perhaps there may be one or two points of some value to others.

MEETING THE CUSTOMER.

When a customer, say a lady, enters the store, advance promptly to meet her, and, unless a personal acquaintance, a slight nod of the head is a sufficient greeting. Having listened attentively to her request, repeat her order back, to show you understand what is wanted, and, if the article desired be in another part of the store, request the customer to step to that part and proceed to exhibit the article asked for. If this be of a class of which there are different grades, arrange them in front of the intending purchaser in the order of their price, at the same time indicating their value. If there be different styles of the same article, an explanation of the difference and even a few suggestions as to the advantage of some particular one is admissible.

Let the customer do as much of the talking as she will, and answer all questions politely and to the best of your ability, no matter how trivial or unnecessary they may seem to you. Never leave one customer to wait on another, unless she herself suggests that you may, and not even then unless it be absolutely necessary. Nor should you hurry a purchaser. In the wrapping of the package and the making of change is where you can show your speed.

Any samples, advertisements, or things of that nature should be wrapped in the package, which, in the case of a lady, make only one, and that as small and neat as you are able.

Should your customer have other bundles, you will learn her everlasting gratitude by offering to condense them into one bundle, or if your own package is to be delivered, offer to deliver her others also.

Little attentions like these, which cost nothing, bring big returns.

ADMINISTERING A DOSE OF MEDICINE.

When a person comes in for a dose of medicine he probably does not feel much like talking. So any attempt to start a conversation may not be very favorable. Better let him do the talking.

As the effervescent form of medicine is having its day, most calls will be for this class of goods. In giving granular effervescent salts, the principal and most important point is to have the glass absolutely dry and clean. Next, the water should be as cold as convenient. This makes the effervescent slower, which, notwithstanding the popular idea that the more brisk the effervescent the better the dose, is the thing to be aimed at. As much as possible of the effervescence should take place after the dose or while it is being taken.

Ask the customer to grasp the glass, while you add the water and stir up the draught, continuing the latter operation long enough to disintegrate the

*Western Druggist.

granules so that none remain undissolved in the glass after the dose is taken.

In the case of Seidlitz powders, one glass is sufficient. Fill this about one-third full of water, in which completely dissolve the contents of the larger package and add the smaller package all at once. Stir slightly, the patient drinking while the effervescence is at its height.

Here the point is not to use too much water. Just enough to dissolve the first powder. No more. Don't be in a hurry. Headache powders are called for quite often also. As they are nearly all tasteless, the usual way is to take them dry on the tongue, followed by a swallow of water. But, getting all the powder on the tongue is quite often a very awkward undertaking.

If possible, float the powder on a small amount of water, either in a teaspoon or a medicine-glass. Should the patient, however, prefer taking in the usual way, cut off the top of the paper where it has been folded and, holding it like a trough, cut out a piece from the middle of the paper to one end, thus leaving one end of the trough quite shallow. Now, having shaken the adherent powder loose from the paper and as near as possible to the shallow end, allow the patient to take it in his left hand, and the danger of spilling is not very great. A glass of water finishes the operation.

All may not know how to give a dose of castor oil so that it cannot be tasted, and so I will describe my method. If there be a fountain in the store, draw a liberal quantity of some syrup—say sarsaparilla—and afterwards several ounces of water from the fountain, so as to form a thick foam. Into the middle of this pour the dose of oil and let it be taken without stirring, also cautioning the patient not to smack the lips afterwards, as this renders the taste of the oil perceptible. In case there is no fountain, any beverage which can be beaten into a foam will answer.

A FEW OTHER POINTS.

A young clerk is apt to take offense and feel put out if a customer asks either for an older gentleman or some particular clerk to wait upon him or her. People like to trade with clerks they know and the time will come when you, too, will be asked for if you deserve it by being patient and obliging.

Let all conversation be in an ordinary tone. It is not necessary to whisper, nor yet to let everyone in the store know what your particular customer is buying.

If two ladies come in together, the one to "help" the other select some article, you have struck a hard combination. Whatever you suggest seems to be in direct opposition to the "other" lady's views on the article. I have tried suggesting the opposite from what I think would be acceptable, and sometimes it works all right. Another way is to divert the "other" lady's attention to some new article, even devoting your own time to her and let the real customer sell herself something. But, don't feel bad if they take nothing, as most often they are shopping and you are only one of many who has devoted some time to satisfy the shopping craze with no direct results.

ORDERS BY TELEPHONE.

The increasing number of telephones in private families has caused a corresponding increase in the number of telephone orders. If the instrument be on its "good behavior" no more trouble is experienced than waiting directly on the customer, and, in fact, not so much, as the customer knows exactly what is wanted, and so many words need not be exchanged. If, on the other hand, the machine is working badly, patience, and lots of it, must be shown. Never show your temper, as the party at the other end can often hear what you do not want heard, somewhat like a deaf person. By all means, and no matter how, get the party's address and name, and in case the order cannot be understood, send a messenger to find out what is wanted. In taking telephone orders, you must know your stock. This is especially the case in out-of-town orders, when every

moment you take to look up what is wanted costs the person telephoning money.

Don't promise to ship anything unless you are positive you have it or can get it on time.

ORDERS BY MAIL.

As correspondence by mail is mostly attended to by the proprietors, he will do the guessing when there is any to be done.

IN CONCLUSION.

When filling any kind of an order, do it to the letter, and no blame can fall on you. But if any doubt exists as to what is wanted, don't try to fill it. Better delay than a mistake.

INSECT FLOWERS.

Insect flowers are the unexpanded flower-heads of various species of *Chrysanthemum pyrethrum*, including *C. cinerariaefolium*, Visiani (*N. O. Compositae*), a native of Dalmatia. The plant is cultivated in Dalmatia and California, and is the source of the best, or Dalmatian, insect powder. It produces depressed roundish flower heads about 25 Mm. or less in diameter with a hemispherical and imbricate involucre, the scales having a whitish scarious margin. Each flower-head has a somewhat convex naked receptacle, bearing a single row of about twenty whitish ray florets and numerous disc florets. The ray florets are whitish, ligulate, three-toothed, and pistillate; the disc florets are yellow, tubular, five-toothed, and perfect. The fruits are obovate achenes, each bearing a short scarious, somewhat toothed crown. The flower-heads are collected at different stages of development, the commercial varieties being known as "closed," "half-closed," and "open" flowers respectively; they are, however, understood to be most active if collected when fully developed, but before expansion. They possess the power of stupefying and killing various insects, and even when powdered retain those properties for an indefinite period if kept under suitable conditions.

Characters.—Closed dalmatian insect flowers as met with in commerce are of a dull brownish-yellow or greyish-brown color, nearly globular in shape, and measure about 12 Mm. in diameter. The bracts of the involucre are yellowish or greyish in color, lanceolate, hairy, and membranous at the margin; they are erect in the "closed" flowers, but bend outwards as the flowers expand, the capitulum then assuming a flattened hemispherical shape. The dried ray florets have whitish or brownish ligulate corollas, while those of the disc florets are yellow and comparatively short. On removing a corolla, the calyx may be seen crowning the fruit as a raised membranous ring. The fruit is longer than the corolla and has a winged appearance, owing to the presence of five projecting ribs. Yellow shining oil-glands can be seen on both corolla and fruit when examined with a lens. The flowers have a bitter, acrid taste, and a peculiar aromatic odor.

Notes.—The distinctive characters of dried "closed" Dalmatian insect flowers are their sub-globular shape, yellowish-white bracts, disc floret, with short corolla and membranous calyx, and fruit with five prominent ribs. Expanded flowers are frequently destitute of both ligulate and tubular corollas, and the membranous crowns on the closely-packed fruits then present a reticulated appearance when the capitula are viewed from above. Persian or Caucasian insect flowers, from *C. coccineum* Widenow, and other species, are almost entirely glabrous, have nearly black involucre bracts, with ray florets which are of a dull purple color when dry, and fruits with ten ribs. They are understood to be less active than the Dalmatian flowers, and are now but rarely seen in commerce. The powder yielded by the Dalmatian flowers varies in color from yellow or yellowish-brown to yellowish-green, the finer qualities tending towards brown and the poorer qualities being more green; on microscopic examination it will be found to consist of fragments of involucre scales, composed of sclerenchyma, together with col-

lenchymatous stem tissue and pollen grains, also fragments of the corolla and of its epidermis and pilla. The better the quality of the powder the larger will be the proportion of pollen and the smaller the proportion of stem tissue. The powder is distinguished from that of Persian flowers by numerous hairs, and also contains fewer sclerenchymatous cells. Other composite flowers are used as adulterants of insect flowers, but they usually yield a darker colored powder and they are lacking in stupefying power. The presence of turmeric, quassia, fustic, lead chromate and other substances as adulterants may be detected by the aid of the microscope, or by the powder yielding more than 8 per cent. of ash and 10 per cent. of moisture. The toxic principle of insect flowers is a yellow non-volatile, butyrateous substance, named pyrethrotoxic acid; other constituents are a volatile oil, chrysanthemic acid, a resin acid, chrysanthemine—a liquid of alkaloidal nature, a crystalline glucoside, sugar, a hydrocarbon, wax, and a higher homologue of cholesterolin.—(Pharm. Journal.)

"CURATIVE DREAMS."

Our forefathers have always believed in the veracity of dreams; the gods, or the dead, were supposed to communicate with the patient in his sleep, indicating favorable remedies in order to cure his ills. Thus, in the temples of Esculape, under the vestibules, were found the statues of Dream and Sleep.

Popular ideas of the most hypocritical forms are generally founded upon a true fact of observation. Recent discoveries in hypnotism have permitted to verify this point, as well as others on the truthness of this axiom. Dreams may sometimes seem true; in witness whereof may be mentioned the following, taken from a work of Tisse: A person was prosecuted for a sum of money when he had the firm conviction that this amount was already paid, saw in a dream his father, who informed him that receipt of this claim was in the hands of a solicitor whom he named, giving as memo that at the time there was a difficulty as regards the rate of exchange of a Portuguese gold coin, and that it was agreed that the difference should be squared in a tavern. This dream was true; very likely it was a reminiscence of youthful days.

Another case of Abercrombie: A cashier once paid \$6 to a badly-clad individual who stammered, and was unbearable and grotesque, and forgot to mention this upon his books, the result of which was, that at the end of the year, when making his balance-sheet, he found this difference, which was untraceable. After several days' hard work, overcome by fatigue he fell asleep, when, in dream, he saw the individual in question to whom payment was made. A faint pain may pass unobserved while awake, and be felt as very severe during sleep; if it is the prelude of disease, the painful sensation of dream shall be considered as the forerunner of some serious affection; thus, a subject felt in his sleep a dog biting his leg; a few months after, at the very spot, was a cancerous development. It must be confessed that dreams of these sorts were quite sufficient to trouble the brain of those not versed in psychological science; the sick went formerly to the temple to be inspired with curative dreams. In Egypt sacrifices were offered to the gods, and the patients were made to lie upon the skin of the immolated goat waiting the apparition of the visions, perfumes were burnt, and music very often played; long fast was made, always followed by a bath with violent rubbing. Among the Greeks and Romans apart from sacrifices, the patient was made to lie between the doors and balustrades of the temples. The remedies indicated were, as a rule, peculiar. Varron says: Esculape appeared to me in dream, and ordered for my total recovery to eat onions and sesame. This god, according to the Emperor Marc-Aurèle, ordered one to ride on horseback, another to have cold water poured over his body, another to walk barefooted, just as would have done the illustrious Kneipp. Esculape, Galen says, prescribed one day to a patient to have his body rubbed with a liniment made with vipers.



W. H. CLIFFE, Philadelphia,
President Pennsylvania Pharmaceutical Association.

Patients generally recovered on account of their faith, and in testimony of these miracles, the columns of the temples were covered with inscriptions of the names and remedies that were beneficially prescribed. In the Middle Ages can be traced analogous histories coming from pious personages. At that time Sister Jeanne, of Angels, recovered suddenly from a disease that Doctor Fauton, who was in attendance at the convent, diagnosed as pleurisy of the worst form, and which he considered, after all attempts, as hopeless. The said patient was administered the last sacrament, the doctor having declared death inevitable in an hour or two for the most. Falling asleep she saw in a dream St. Joseph in the form of a man, the face more luminous than the sun, with long hair and with a majestic countenance far from humankind. He was followed by an angel, who appeared as a lad of eighteen, having white and brilliant hair, a garment white as snow, holding in his hands a lighted candle. St. Joseph applied his hands to her right side, and rubbed it with an ointment; after which she got up suddenly, and utterly cured, crying: "I am cured with the grace of God!" Having dressed herself, she immediately went to Church, glorifying the Almighty. Thus, Dr. Fauton had considered a case of hysteria to be pleurisy!

Dr. Pitres has quite recently had the idea of utilizing these facts to play the role of God; thus, he succeeded in curing one of his hopeless patients suffering from cardiac disease, violent headaches, with palpitations and pain in the knee. According to his observations, one day that this patient was asleep, he was told that the house surgeon would bring an ointment, with which he would rub his side, and that from then the cardiac symptoms would entirely disappear. On the morrow and from thence the patient no further complained of cardiac troubles; on the succeeding day the throat was likewise rubbed with a brush with equal results, as well as the other complaints, all being cured by suggested dreams.

A fact no less curious is reported by Dr. Gibert, of Havre, except that here the suggested cure is effected under the influence of chloroform. A patient under the effect of laborious labor is chloroformed. As soon as asleep she recited the following story: Some time after her marriage she was a lunatic, and had been confined in an asylum. The confession, under chloroform, gave an important clue to all the

accidents from which she suffered. Dr. Gibert utilized this state to absolve by suggestion the cause of this long disease. He laid special stress upon her mind of the sure paragon that she would obtain, and ordered her to forget forever the past. The success of this treatment was radical. In a second observation a young girl suffering from "coxaie hysterique" revealed, under chloroform, that she had been the object of a fierce attack of violation, and that, in her defence, her leg had become paralyzed, similar suggestive treatment under chloroform effected complete recovery. Such treatments are encouraging from a medical point of view, although many doctors are afraid of hypnotic therapeutics. Hypnotism, they pretend, is dangerous, as it excites the nerves or gives a predisposition to such attacks. These objections can no longer hold in the suggestion in the cure of diseases during natural sleep.—E. L. N. St. Cyr, Ph. C., M. P. S. (Br. and Col. Dr.)

FROM THE WOMAN CUSTOMER'S STAND-POINT.

By B. A. F.

The writer is a woman, a mere outsider, who knows no more about the drug business than she does about electrical engineering, but as the women do most of the shopping for the family and therefore comprise a large proportion of your customers, some observations by one of the sex may not be altogether out of place here.

One of the first things the feminine eye observes on entering a drug store is its condition as regards cleanliness. A floor which looks as though it were long a stranger to the touch of a scrub brush, and a general air of untidiness pervading the place, most unfavorably impress the orderly soul of a woman. Then that critical eye travels to the proprietor's face. If he has a bored, indifferent look when we make a small purchase we inwardly resolve to go elsewhere next time. A bright friend of mine remarked of a druggist of most funereal mien that when he stepped up to her she always felt as though he were going to ask, "Would you like to see the corpse?" Affability and a thoughtful inquiry about themselves or some member of the family who is ill count for much with most women. For how we do love to pour the wale of our aches and pains into a sympathetic ear! The knight of the mortar may weary over the oft-repeated tale, but he will reap his reward in the shekels we will spend at his counter.

There is a delicate flattery in being recognized and addressed by name by the proprietor, and we feel that there must be something about our appearance or personality that has caused us to be remembered. This is easy enough for the country druggist, but his city brother must needs cultivate something of Napoleon's memory for names and faces in order to do this.

Then,—"For the trail of the serpent is over us all."—a piece of news of special interest, or, better still, the art of listening with profound attention to her recital of the latest happenings of the neighborhood, is never thrown away upon a woman.

The question of price is a matter of moment to the feminine soul. Few of us can understand the inscrutable law which makes the price of a quart bottle of naphtha five cents and a bottle no larger than my finger of something else a dollar. In the latter case it would at least be a satisfaction if the man of drugs would sometimes condescend to explain that a certain ingredient—the very name of which usually inspires respect in the lay mind—was costly; we should feel we were getting our money's worth. Again, and what true woman will not echo the wail, is there never to be any chance from the interminable multiples of five in which all our prices run? Is there nothing in the whole pharmaceutical list that you could sell for 10 cents or 24 cents without involving your business in financial ruin? This, indeed, is a vain appeal, and utterly beneath your consideration, but it comes from a full heart, for the dear delights of the bargain counter, that give such a sportsman-like interest to ordinary shopping, these we never meet within your doors. I utterly scout the sordid soul that reckoned

"a penny saved" as merely "a penny gained." A penny saved at a mark-down sale is a dollar gained in satisfaction.

Lastly, as the preachers say, a general air of brightness in the appearance of the store is a treat to feminine eyes. Have harmonious colors in the shape of bright cards and pictures, a bit of drapery here and there by way of relief, a good mirror or two (we like to straighten our hats), and some living green thing, such as a palm or fern. If you have no inborn artistic sense yourself, get some of your women friends to arrange these things for you. Were there but two drug stores in my town, and one was bright and cheerful with color and the other bare and dull looking, I know which one I should patronize.

Now, being a woman, I have had my say and have finished, and as this is not intended for a treatise on "How Druggists May Become Millionaires," but merely some random jottings from my own observations, I trust you will not heap on my devoted head all the scorn and contumely which doubtless my presumption warrants.—(New England Druggist).

KNOW YOUR CUSTOMERS.

A merchant should have a good memory for names and faces. This is something that it would well repay any merchant to cultivate. In fact it is almost indispensable to success in nearly all towns where the transient trade is small. A regular customer who makes the discovery that her name and face are not familiar would feel that either her trade was not sufficiently appreciated or that the merchant took but little interest in his customers, and it would be only human nature for her ardor and interest in that store to receive a decided check. It is the best paying customers who are often the least known. The customer who has bought hundred of dollars' worth of goods in the store and paid cash for them may be known by sight among the clerks at the counters she has most frequently visited. The proprietor may also have noticed that she is one of his regular customers, but that is all he knows about her.

Is it all he cares? Would it not pay to get better acquainted? Find out who she is and where she lives from the clerk the next time she has a parcel sent to her home. Then, instead of a formal "How the next time she enters the store, you will be able to address her by her name and show that you appreciate her trade by many little attentions and inquiries which are in the power and province of every merchant to make. The customers thou hast and their cash purchases tried, bind to thy store with hoops of steel, but waste not all thy honeyed smiles on dead beats with long past due accounts upon thy books." It is usually the one that owes the most who is the best known.

It is a positive misfortune for a merchant of any kind not to be able to remember his customers. Clerks cannot commence too early to cultivate this faculty. It means extra sales and big books to the clerk who is best acquainted with his trade. For that man it means a good, fair business connection all ready to start in with, which will save him years of hard toil and much anxiety. There are many instances on record in which a salesman's business has been his capital, and has been the means of his promotion from clerk to a member of the firm, his knowledge and acquaintance with the trade being considered of sufficient importance to secure for him an interest and a partnership in the business.

The most important thing after knowing your customers and who they are, is to know who are not; especially if your business is in a small town whose transient trade is small. You should know who their trading away from home—the mail order customers of the big city houses. They are easily known in small towns. They usually belong to one of two classes: those who trade with large city stores for reasons of economy, supposing that city buying and city competition force down prices; the other to the unpatriotic class who always imagine that home talent is too crude for their cultivated tastes, and that therefore their trading must be done elsewhere, and the farther away the better.—Dry Goods Reporter.

PHARMACY.

POISONING BY YEW LEAVES.—The sudden death a few days ago of an inmate of the Mullingar Union, through eating yew leaves (*Taxus baccata*) reports the *Pharm. Journal*, has drawn public attention to the risk of adorning pleasure grounds with trees and shrubs of well-known lethal properties. Hundreds of years ago it was proved by old writers that the leaves of the yew act as a narcotic-acid poison, and as the tree is common throughout the country the wonder is that fatal results from the use of the leaves are not more frequent, they being a favorite "old woman's cure" for worms and other similar ailments. Formerly the yew leaf was used as a substitute for foxglove in the treatment of heart troubles, and an infusion of the leaves was some years ago a popular prescription for convulsions and epilepsy. There is no doubt that the yew contains a deadly poison, and the knowledge ought to have the effect of excluding its cultivation from all places where its leaves are liable to be used by the careless or the irresponsible.

CYTOTOXINES.—According to E. Metchnikoff, cytotoxines are cell poisons isolated from the animal organism. The following are known: Hepatotoxine, isolated from the liver; nephrotoxine, from the kidneys; trichotoxine, from epithelial hairs; haemotoxine, from defibrinated blood; leucotoxine, from the lymphatic ganglia; spermotoxine, from the spermatozooids; and neurotoxine, from nerve substance. In all cases the emulsions from the organs of one animal, when injected into another animal, produced a serum that proved a strong poison to the first animal. —(*Zeitsch. d.allg. ost. Apt.-Ver.*)

IN THE TREATMENT OF CARBOLIC ACID BURNS AND POISONING Dr. Charles Platt (*American Medicine*) states that while alcohol is efficient in preventing phenol eschars, its use internally, under certain conditions, is decidedly dangerous. For internal administration he believes nothing is more efficient in preventing local injury than vinegar or diluted acetic acid, an agent too little used—in fact, it seems too little known—in this connection. In all cases, however, sodium sulphate should be administered as a chemical antidote to the phenol already absorbed. The physiologic antidote will be suggested at the bed-side.

VISCIN is a syrupy liquid, containing the purified birdlime obtained from the berries and bark of *Viscum album*, dissolved in "benzene." The solution has a green color, owing to the presence of chlorophyll, and is strongly adhesive. As a basis for plasters, 1,500.0 grams of viscin solution is mixed with 100.0 grams of powdered orris, 400.0 grams of starch, 280.0 grams of Venice turpentine, and 30.0 grams of dammar resin; this mixture is reduced to a paste by evaporation, and the product medicated as required, with iodoform, zinc, oxide, chrysarobin, pyrogallol, sulphur, etc. —(*Merck's Annual Report*, 1900).

NEW OINTMENT BASE.—In a paper recently read by H. Foster before the Wolverhampton and District Chemists' Association, England, the author proposed a mixture of equal parts of lard, anhydrous adeps lane, and petrolatum, as being an excellent ointment base. The fats are simply melted together, and this mixture allowed to cool, stirring being unnecessary. In making ointments, the author thinks it desirable, where practicable, to prepare them in the cold by simple trituration with the medicinal substance. —(*Merck's Rept.*)

MAGIC PHOTOGRAPHIS.—Make a print on albumen paper in the usual way, fix and wash thoroughly with water, immerse the print in a saturated solution of bichloride of mercury until the image disappears; wash and dry. To make the invisible image appear, place the picture in contact with a moistened piece of blotting paper previously soaked in

a saturated solution of hypo-soda, when the image will reappear with all its pristine vigor, as if by magic. —(*Can. Pharm. Journal*).

"GLYCOGENOI." is the name given to a white, odorless, tasteless powder found in the animal organism and nearly allied to glycogen, (*Merck's Report*). It is soluble in water and insoluble in alcohol or ether; the aqueous solution is opalescent, but is cleared up by the addition of acetic acid. It is recommended in the treatment of tuberculosis and typhoid fever in doses of 0.02 gram, either hypodermically or per os.

RESALDOL is an intestinal antiseptic, described as the acetyl derivative of a product of reaction between chlor-methyl-salicylic aldehyde and resorcin. It is an amorphous light-brown powder, insoluble in water or dilute acids, but soluble in dilute soda solutions. Dose.—3.0 to 5.0 grams daily taken in wafers or in the form of anenias.

SAPOLAN is a brownish-black ointment consisting of 2.5 parts of fractionally distilled raw naphtha, 1.5 parts of lanoline and 3 to 4 per cent. of anhydrous soap. It differs from tar preparations in not giving rise to a disturbing irritating action.

PERUOL is a 25 per cent. solution of peruesabine or benzoic benzylester (the active principle of Peru balsam) in castor oil. It is used in cases of scabies.

MANUFACTURE OF COCOANUT BUTTER IN MANNHEIM.

The manufacture of cocoanut butter is an industry of some importance in Mannheim. This factory is said to be the only one of any considerable size in Germany. It has an output of about 10 tons of butter per day. The business was started in 1880, and, the proprietors say, shows a steady increase. The product is sold under the name of "Palmin"—a registered trade name—or cocoanut butter (German, "Kokosnussbutter"). It is manufactured from the kernels of cocoanuts and used as a substitute for butter and lard in cooking. As sold, it is generally white in color, almost tasteless, melts at about 80°, and is of about the consistency of mutton or beef tallow. When desired by consumers, as bakers, confectioners, etc., the product is colored to resemble ordinary butter. When furnished to dealers, it is unlawful to color it. The proprietors claim an analysis of their product shows it to contain more than 99 per cent. of vegetable fat, with but a slight trace of water, while ordinary butter contains about 8 per cent. of fat and nearly 15 per cent. of water. It is stated that the substance does not become rancid easily, that it will keep for three or four months in a cool room, and that it is much more wholesome and easily digested than the ordinary fats used for baking and cooking. For this reason the product has met with considerable favor in German hospitals and other institutions, and for use in army camps.

Cocoanut butter is generally put up in square packages wrapped in parchment paper, a small percentage being sold in tins cans. The latter are hermetically sealed for shipment during hot weather. The product is sold at one price throughout Germany, namely, about 16 cents per pound, or about half the price of ordinary butter.

The processes of manufacture are, for the most part, secret, and it is claimed, are protected by patents. The kernel of the cocoanut is imported in thoroughly dried strips, forming the "copra" of commerce. It is subjected to various refining processes by which all the free acids and other substances are separated, leaving only the vegetable fat. In the latter stages of the manufacture the product resembles ordinary butter recently churned. It is placed in machines similar to the separators used in creameries, in which the water and other foreign substances are separated by centrifugal force. In the manufacture of cocoanut butter a by-product, consisting of free acids and other substances, is obtained and sold to soap manufacturers. —*Scientific American*.

PROGRESS IN ORGANIC CHEMISTRY.*

Undoubtedly the most rapid strides in the development of chemistry have been made in the past century in that department known as organic chemistry. One hundred years ago our knowledge of the compounds occurring in the organs of plants and animals was very meager indeed. A few organic substances had been isolated, but their composition was very imperfectly known, as the methods of analysis were very crude. Leibig in 1830 improved the method of analyzing these compounds and thus laid the foundation of organic chemistry.

A century ago it was generally believed that organic compounds could not possibly be made artificially by synthesis in the laboratory, as was the case with mineral compounds. It was thought that a peculiar vital force in some way intervened in their production in the organs of plants and animals, and that we could never expect to prepare them in the laboratory. But this idea soon had to be abandoned, for in 1828 Wöhler succeeded in building up urea from simple organic substances, and thus the first synthesis of an organic substance was effected. This was soon followed by that of acetic acid by Kolbe, and then year after year an ever larger and larger number of substances was added to the list of synthetic compounds. It would take too long to enumerate all the compounds that have been made artificially in the laboratory. It is enough to say that the hydrocarbons of petroleum, common alcohol, wood alcohol, fusel oil, the ethers, the ethereal and essential oils, the fatty acids, glycerine, grape sugar and fruit sugar, coloring matters and dyestuffs like indigo and turkey red, aromatic substances like oil of bitter almonds, vanillin and coumarin and many others, have been made.

One hundred years ago it was generally believed to be impossible for two substances of entirely different properties to have the same composition. When Leibig in 1823 found that Wöhler had analyzed silver cyanate, and stated the percentage of composition, he saw that it was identical with the percentage composition of silver fulminate as found by himself. He at once wrote to Wöhler and told him that he must have made a mistake. Silver cyanate and silver fulminate were very different substances, he said; they could not possibly have the same composition. Wöhler repeated his analysis and found that they were correct. Leibig again analyzed silver fulminate and found that his figures also were correct. Both substances had the same percentage composition. A few years after, Berzelius showed that racemic and tartaric acids have the same composition, but different properties, and from this time on substances of this kind have been called isomeric. This phenomenon of isomerism, so rare at one time, is now very common. We have, for example, 53 substances having the formula $C_4H_{10}O_2$, all having the same elements in the same proportions, or the same kind of atoms and the same number of atoms of each kind. To explain isomerism it was necessary to assume that in these different bodies the atoms are differently arranged or grouped. Thus there came into chemistry the idea of structure or constitution, and by this term is meant the way in which the atoms are united to form the smallest particles of compounds. By studying the methods of formation and of decomposition of compounds it has been found possible to draw conclusions as to which atoms are more closely associated with one another. In the year 1865 the methods of determining the constitution of substances had been brought to a high state of development as the result of the work of Prof. Kekule in Bonn. Kekule proved experimentally that in a compound each atom is not united directly with all the other atoms, but that certain atoms act like links in a chain and hold different atoms together to form definite structures.

The immediate effect of this theory was that it led to a great deal of work, the object of which was to determine the way in which the atoms are linked in different substances. When once this structure had

been determined, it was easy to see how the compound might be built up from simpler substances. The outcome was that hundreds of substances were made synthetically, and in the attempt to make artificially the valuable and useful substances, very often new ones were discovered that in turn were found to possess valuable properties. For instance, after determining the constitution of atropine, Ladenburg, in making it synthetically, succeeded in making several modified atropines, such as homatropine, which also have valuable properties. Prof. Fischer attempted to unravel the structure of grape sugar and to make it synthetically; he succeeded in this, but in addition he has made twenty other sugars that had never been known before.

As work went on in organic chemistry and the methods of working with these substances were improved, and the means of distinguishing between them became more refined, it was found that there were even finer kinds of isomerism than had at first been observed. It is possible to have two or more substances of identical composition and of exactly the same chemical behavior, but differing from one another in only a very slight way. For example, one will rotate the plane the same number of degrees, but certain number of degrees to the right while the other will rotate the plane the same number of degrees, but to the left. In short, there are right and left handed compounds. This physical isomerism, as it is called, can only be explained by assuming a different arrangement of the atoms in space. Since 1888 a great deal of work has been done in the development of the theories of space chemistry or stereochemistry. We are in a position now not only to determine how the atoms are linked to one another, but also how they are actually grouped in space. Stereochemistry is the most attractive field of research in organic chemistry to-day. Prominent among the men who have contributed to this department of chemistry are Van't Hoff, Wislicenus, Baeyer, and Emil Fischer.

Progress in Physical Chemistry.

During the past fifteen years the borderland between chemistry and physics has been very successfully cultivated, and a new department of chemistry has resulted. This is the department known as physical chemistry, and it deals with such subjects as thermo and electro chemistry, with chemical statics and chemical dynamics and with the laws of solution and electrolytic dissociation. A great deal of progress has been made in all these directions. It is especially the new theories of solution and of electrolytic dissociation that have most profoundly changed our ways of looking at chemical action. We now regard a substance in solution as in a condition analogous to the gaseous state. Like a gas, the dissolved substance exerts pressure, and this pressure, which is known as osmotic pressure, obeys the same laws that gas pressure does. One great practical benefit that has resulted from the laws of solution is that it is no longer necessary to convert a substance into a gas in order to find its molecular weight; it is only necessary to dissolve it in some solvent, and from the changes which it produces in the freezing point or boiling point of vapor tension of the solvent to calculate the molecular weight.

The theory of electrolytic dissociation has greatly modified our ways of interpreting the ordinary reaction of analytical chemistry. We now hold that in all dilute solutions of acids, bases and salts—in short, the compounds of inorganic chemistry—we have no longer the unchanged substances, but their positive and negative ions. In the act of dissolving in water the acids, bases and salts are more or less completely split into their ions, and the chemical changes that take place in these solutions are reactions between these ions. A great many facts of analytical chemistry, of electrolysis and such empirical laws as the law of thermoneutrality of salt solutions and of the constant heat of neutralization of acids and bases, heretofore inexplicable, have now received a rational and natural explanation by means of this theory of electrolytic dissociation.

* Portion of a paper by Edward H. Keiser, delivered before the Academy of Science, St. Louis.—Science.

QUESTION BOX.

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of the Era. Copies of these may be obtained at ten cents each.

Bleaching Straw Hats.

(H. H.) The straw having been well washed with weak soda lye, is rinsed in plenty of clean water, lightly shaken, etc.; remove superfluous moisture, and place, supported on a stick, under a large glazed earthenware pan (turned upside down). A very small pipkin, capable of holding about $\frac{1}{2}$ pint, is now placed on the fire, and about $\frac{1}{2}$ ounce of roll brimstone placed in it. When the brimstone is all melted, a light is applied to it, so as to cause it to catch fire. The pipkin, with the inflamed sulphur, is now placed under the glazed pan in such a position as not to scorch the article to be bleached. The spaces between the pan and the table or floor on which it rests, must be carefully closed with damp cloths placed around to prevent the escape of the sulphurous acid gas, produced by the combustion of the sulphur. In about two hours the pan may be removed, when the straw will be found nicely bleached.

(2) Or the articles having been washed as before, may be placed for an hour in weak chloride of lime water, and then hung out on a line to dry slowly. The chloride of lime water should be made by mixing 1 part (by weight) of chloride of lime with 20 of water, agitating the mixture with a stick until all the particles of chloride of lime are thoroughly broken up, allowing the mixture to settle, and pouring off the clear portion from the dregs for use.

(3) Kurrer states that straw may be economically whitened by being steeped repeatedly in boiling water and very weak alkali, and, after all the soluble matters are in this way removed, by treating alternately with very dilute solutions of chloride of lime and sulphurous acid vapor, until decoloration has been effected. This method, though tedious, is said to be very effectual for divesting the straw of its natural varnish which renders it very brittle.

(4) Soak the goods in caustic soda, and afterwards use chloride of lime, or Javelle water. The excess of chlorine is afterwards removed by hypochlorite of soda (antichlor).

A simple method of cleaning straw hats which have become deteriorated by the action of the sun or have lost their original gloss, follows: At first the dust is brushed off as well as possible. After this the hats or other objects are well brushed with tooth brushes and lemon juice, and then placed in a box or chest which is dark until perfectly dry. After a short time—a few minutes—finely pulverized sulphur is rubbed in with a white flannel cloth. Hats which have been treated in this manner immediately appear fresh again. If there should exist streaks of fat they should be removed with benzine before the lemon juice is used.

Henna.

(R. A. D.) "Please insert in your next issue some information about henna."

Henna, the dried and pulverized leaves of *Lawsonia inermis*, is much used in the Orient as a hair dye. By the women this powder is used for coloring the hair and nails red-brown. In the Turkish sweating baths the attendants scatter the henna upon the hair of the women and tie it upon the finger nails. The women then frequently remain for hours in the steam bath, whereby the powdered henna is converted into an extract-like mass which colors hair and nails red-brown. It is said that henna even colors the coal-

black hair of the Arabs red-brown, which is considered beautiful. Before treating with henna, the hair must be freed from fat with soap or fuller's earth. Hair dyed red with henna acquires a beautiful black color when subsequently treated with indigo, this mode of dyeing black being much in vogue in the Orient. The process is as follows: The hair, being freed from fat with soap, is divided into separate strands and anointed with quite a stiff paste prepared from pulverized henna and lukewarm water. The hair, after being smoothed, is allowed to remain for at least one hour in contact with the paste, and is then rinsed off with luke warmwater. Being slightly dried, it is then in the same manner anointed with a paste prepared from indigo and water, and allowed to remain in contact with it for one hour. The hairs which were colored orange-red by the henna, now give a greenish-black appearance, but by the oxidation of the indigo in a short time acquire an intensely blue-black color, which is extraordinarily durable, the hair only after several months requiring to be again dyed (Deite).

Piesse gives the following process:

Rich Brown Henna Dye.

If the hair be first made light by the use of peroxide of hydrogen, it may be dyed to a rich golden brown by the application of henna. This is used as follows: Henna in powder is made into a paste with water to the consistence of cream, and this is applied to the freshly washed but not completely dried hair, very thoroughly, and is left on for several hours—say twelve; it is then completely removed by copious rinsing with tepid water, leaving the hair of a rich auburn brown color, which is very permanent. Of course, as the hair grows through the scalp it must be dyed in the same manner, so as to keep the color uniform. Henna is said to be occasionally used in medicine, both internally and locally, as a remedy in jaundice and leprosy and other affections of the skin.

Oils of Cedar and Hemlock.

(W. A. S.) For methods of distillation we would refer you to Kremer's translation of Gildemeister and Hoffman's "Volatile Oils," a most valuable work on the subject. The bulk of the oil of cedar of commerce is economically produced by distilling the sawdust and waste wood of the lead pencil factories, the yield from this source being from 2. to 4.5 per cent. According to the work above named a very inferior oil of cedar is obtained as a by-product from the drying chambers of the lead pencil factories. These chambers are so constructed that the escaping vapors from the cedar wood can be condensed. In this case, however, the high boiling constituents of the wood remain behind, and only the more volatile constituents are obtained. As a result, the oil thus obtained is more mobile; its odor is both less fine and less permanent than that of the normal, and not serviceable for perfumery. Oil of cedar wood is almost colorless, somewhat viscid, and sometimes contains crystals of cedar camphor. The wood from which the oil is derived, we should state, is yielded by the *Juniperus virginiana*, a coniferous tree native of the greater part of the United States. As you are probably aware, the name cedar is applied to two totally different trees; the *Juniperus*, just mentioned, and *Thuja occidentalis*. It is said that distillers of the oil of cedar leaves not only use the leaves of both species indiscriminately, but also those of other conifers, and consequently the cedar leaf oils of commerce vary considerably in their properties. Genuine cedar leaf oil consists principally of limonene with cadinene and some borneol, also small amounts of bornyl esters. It is said that oil of cedar wood is frequently used for the adulteration of other oils, for which purpose it is well adapted on account of its feeble odor. It can be recognized by its high specific gravity, 0.945–0.96, its high boiling point, its strong laevorotation, and by its slight solubility in alcohol.

You may be able to get considerable information concerning the market value of these oils by corresponding with such houses as Fritzsche Bros., 37 Barclay St.; Dodge & Oleott, 86 William St., this city.

and other manufacturers. Present quotations in jobbing quantities are as follows: Oil of cedar, red, 55 to 60 cents per pound; white, same price; pure, 85 cents to \$1.00 per pound. Oil of hemlock in cans of 20 pounds or less is quoted at 50 to 60 cents per pound.

Dandruff Cure.

(R. A. D.) Here are a number of formulas. You can take your choice:

(1) Chloral hydrate	66 grains
Tincture of cinchona	2 fl. drams
Tincture of cantharides	1 fl. dram
Phosphate muriate	4 grains
Bay rum	16 fl. ounces
(2) Resorcin	60 grains
Glycerine	60 minims
Alcohol	3 fl. ounces
Bay rum	3 fl. ounces
(3) Camomilla	1 grain
Essence musk	10 minims
Benzol acid	10 grains
Oleumum	10 grains
Oil of lavender	3 grains
Jasmine pomade	2 grains
Rectified spirit	10 ounces

Mix all together, shake well two or three times a day, and in four days filter.

(4) Resorcin	3 scruples
Olive oil	8 drams
Ether	8 drams
Alcohol	6½ ounces
(5) Potassium carbonate	1 dram
Ammonia water	4 fl. drams
Tincture cantharides	2½ fl. drams
Oil nutmeg	12 drops
Cologne spirit, enough to make	1½ pint
(6) Tincture of cinchona	1 fl. ounce
Solution of potash	1 fl. dram
Salt of tartar	1 dram
Cologne water	1 fl. ounce
Water up to	1½ pint

Mix. Apply to the head twice or three times a week.

Dandruff Lotion.

Resorcin	1 dram
Castor oil	2 drams
Balsam peru	¼ dram
Oil geranium	10 minims
Oil lavender	10 minims
Alcohol, 45 p. c., enough to make	8 ounces

Books on Flavoring Extracts.

(H. H.) There is no one book devoted exclusively to this subject. The *Era* Formulary contains the largest and best collection of formulas under this heading with which we are acquainted. Dubelle's "Soda Fountain Requisites" is another work which contains many formulas for flavoring extracts particularly adapted to the manufacture of fountain syrups. A small work on the subject is Harrop's "Monograph on Flavoring Extracts." In addition to these works you may be able to gather considerable information from Brant's "Treatise on Animal and Vegetable Fats and Oils." Part II of this book is devoted entirely to the consideration of essential oils, their manufacture, etc., giving physical and chemical properties, uses, etc. Many practical rules are also given for testing these oils.

Sel de Gregory.

(T. P.)—"Sel de Gregory" is the name applied by the French Codex to a mixture of the hydrochlorates of morphine and codeine, as precipitated from an aqueous solution of opium by chloride of calcium. The process for the preparation of morphine hydrochlorate in the British Pharmacopoeia, employs chloride of lime to precipitate the morphine and codeine as hydrochlorates, the morphine hydrochlorate thus formed being afterward decomposed by ammonia, the morphine subsequently washed and treated with hydrochloric acid. This process was first presented by Dr. Grégory, of Edinburgh, and adopted by the Edinburgh College, hence the name.

To Give Ammonia Water a Green Color.

(X. Y. Z.) A writer in one of our exchanges reported some time ago that water-soluble chlorophyll, as ordinarily found in the market, imparts a fine green

to ammonia water. The permanence of the color, however, is a matter of doubt. He also stated that a certain green-tinted ammonia solution of proprietary make deposits a portion of its coloring substance after a time, which would indicate that manufacturers who have given especial attention to the matter have not yet found a perfect means of coloration.

Photographic Supplies as a Side Line.

(H. H.) See last week's *Era*, page 65.

CALCIUM CARBIDE FROM IMPURE RAW MATERIALS.—Calcium carbide is almost unique among commercial products in that it cannot be refined by any known method. Refining processes have been developed for all of the metals, and for the common marketable chemical products a process of purification is elaborated and adopted as a matter of course. The high melting point of calcium carbide, however, excludes processes involving recrystallization or sublimation, or any such fusion treatment as is applicable to iron, and the metals generally; and its insolubility under all circumstances prevents the application of any of the methods based upon treatment by and separation from solvents. Pure calcium carbide is now produced, therefore, only from pure raw materials, and is of necessity very costly as compared with the lower grades.

On the other hand, it is a comparatively simple matter to produce acetylene of sufficient purity for ordinary use from a low grade of carbide. The calcium hydrate which remains as a residue when the carbide reacts with water is itself an efficient absorbent for hydrogen sulphide, and other gases evolved can be readily absorbed by appropriate reagents. But the necessity for the application of any purifying means, however simple these may be, to the evolved gas, at once takes away from calcium carbide one of its chief advantages over other sources of illuminants, viz., its availability for small, and especially for portable, generators. It remains, therefore, as a sole practicable alternative to so conduct the furnace operation as to enhance the purity of the product, either by applying during the reduction or by incorporating with the charge, such agents as will determine the elimination of the more noxious impurities, or will tender them inert during the subsequent treatment of the carbide for the production of acetylene.

This is a neglected field of study, but two suggestions to this end being noted in the literature. Hewes has proposed to use a furnace charge consisting of 26 parts of carbon, 64 of lime, 8 of calcium carbonate or limestone, and 2 of peroxide of manganese. From this charge carbides of calcium and of manganese are formed simultaneously, the latter acting as a flux to reduce the temperature of the reaction and to increase the fluidity of the product, and serving also by evolution of methane (CH₄) to somewhat dilute the acetylene and hence to lessen its tendency to deposit carbon. The calcium carbonate yields a considerable volume of gas which, bubbling through the molten carbide, is said to mechanically carry much of the sulphide and phosphide of calcium to the surface, where it forms an easily removable crust.

The second suggestion is due to Dr. Walther Rathenau, of Berlin, and forms the subject of a patent recently issued (June 18). It is proposed by him, when producing calcium carbide from either lime or coal of high silicic acid content, to incorporate with the charge a metal or compound capable of forming a silicide stable at the temperature of the reaction, in quantity sufficient to unite with all of the silicon present. If iron or iron oxide be chosen the silicide formed collects beneath the molten carbide and may be tapped from the surface, or afterward detached from the carbide block. Compounds of copper, manganese or chromium will serve the purpose as well as iron, but the latter metal is preferred, not only on account of its cheapness, but because of the many industrial uses which are being found for its conductive and chemically resistant silicides.—(Electrical World).

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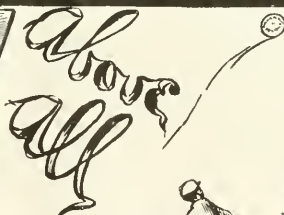
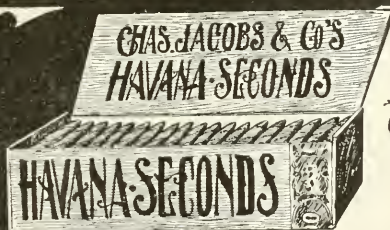
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NEWS DEPARTMENT.

NEW YORK AND VICINITY.

ARRANGING FOR THE EXHIBIT AT THE A. PH. A. MEETING IN ST. LOUIS.

Thomas P. Cook, of the New York Quinine and Chemical Works, Ltd., recently returned from a trip to St. Louis where he went in the interests of the Committee on Exhibits of the American Pharmaceutical Association, of which he is a member. Mr. Cook is the only New York member of this committee, the other members being Joseph P. Remington of Philadelphia, Dr. H. M. Whelpley and Thos. Layton, both of St. Louis. The annual meeting of the association begins September 16, in St. Louis, and Mr. Cook is very enthusiastic in his belief that the attendance will be unusually large. The exhibit will be an extremely interesting one and Mr. Cook says that "while this feature will be of moderate size it will be under careful supervision, and all objectionable matter will be refused space. It is expected that only those having articles of special merit or interest to pharmacists will exhibit; hence the officers of the Association have not hesitated to offer exceptional opportunities for having exhibits noticed by those in attendance."

"The exhibit hall is in the Southern Hotel, easy of access from rotunda, and a portion of one or more sessions will be set apart for exhibitors to briefly state the salient points of their displays; furthermore a carefully written report will be prepared on each exhibit which will become a part of the permanent record of the Association, and printed in the annual proceedings."

BEDFORD PHARMACEUTICAL ASSOCIATION OUTING.

The first outing of the Bedford Pharmaceutical Association, since organization, was celebrated at Ubert's, Beach, Channel Station, Rockaway Beach Railway, Wednesday, July 17. A business meeting occupied the first hour and a half. The minutes of the last meeting were read and approved. Reports from various committees were heard, and short discussions followed. Little new business was done, but a letter from a prominent druggist was read, protesting against having his name on the "black list." This was laid on the table to be dealt with at the next meeting. The meeting adjourned at 6 p. m. The dinner put on by host Ubert, one of Brooklyn's veteran druggists, was thoroughly enjoyed by all. About 11 o'clock, after some short speeches by prominent members, the party left for the city. The officers of the association are: J. G. Wischerth, president; W. Bussenchutt, secretary; Geo. R. Christ, treasurer. The membership is over 50 and at the next meeting, in August, a larger attendance is looked for.

INJUNCTION DENIED.

The preliminary injunction asked by the Keasbey & Mattison Company against the Philip Carey Manufacturing Company, the Schoellkopf, Hartford & Hanna Company, the American Magnesia Company, and their officers, for infringement of certain patent rights in an improvement in non-heat conducting coverings for boilers and steam pipes, has been denied by Judge Lacombe, in the United States Circuit Court in this city. The denial was made upon the ground of doubt as to the validity of the patent upon which infringement was alleged, and also as to the infringement. The patent in question is No.

345,843, issued on July 20, 1886, and is for "non-heat conducting coverings for boiler and steam pipes, consisting of a composition of carbonate of magnesia or calcined magnesia, combined with asbestos or other fibrous material."

The matter will come up at another hearing and it is probable that it will be finally decided next fall.

A NEW DRUG COMPANY.

The Wise Drug Company, whose incorporation under the laws of the State of New York, was recently announced in the Era, is getting ready for business at No. 177 Broadway. The company expects to open several retail drug stores in various parts of this city, and ultimately to do a wholesale business as well. Louis Jerkowski, of Swartz, Jerkowski & Co., clothiers, is president of the corporation; Herman Gardner, of M. Gardner & Co., linen importers, is the vice-president; Max Beck, of Joseph Beck & Sons, liquor dealers, is treasurer, and Louis Wise, formerly of Bloomingdale Bros., is secretary. James Hazlett, formerly buyer for McKesson & Robbins, occupies a similar position with the new company. Mr. Wise said that his company hoped to begin business about August 1.

RETAIL DRUGGISTS BOWLING.

The New York Retail Druggists' Bowling Association had its second annual outing at Feltman's Long Island, Friday, July 19. Ten members left 2nd street in one of the "Iron" steamboats, at 10 a. m. Two exciting games were bowled before dinner. A few more members arrived after dinner, and some good games were bowled. Considerable time was spent at the "Steeple Chase," and some of the "surprises" met with there were very amusing and exciting. Supper was eaten at "Pabst Loop." The fireworks display of the Mecca Shriners in the evening, was one of the features of the outing. The party took in the Manhattan Beach Theater, and left for home about 11:30 p. m.

DOCTOR VIOLATES THE PHARMACY LAW AND IS FINED.

Dr. H. M. Harman, of Frenchtown, N. J., was recently arrested at the instance of the New Jersey Board of Pharmacy, for violation of the pharmacy act. The case was tried before Justice of the Peace Hart, of Lambertville, N. J., and was promptly decided in favor of the board. Harman is a practicing physician, and although notified by the board that he was violating the pharmacy law, persisted in his wrong-doing, with the above result.

BEWARE OF THIS SCHEME.

Many druggists in Brooklyn have been victimized by a swindler who is practicing the old, well known game of passing worthless checks. The scheme is to call the druggist up on the telephone, giving the name of some physician well known to the druggist, and ask him to cash a check ranging from \$15.00 to \$50.00, saying that he was busy, but would send his office boy for the cash. The scheme has worked in nearly every instance and many druggists have fallen easy victims.

NOTES.

—The Fraser Tablet Company, of New York City, was incorporated on July 10th, with a capital of \$1,500,000.00. The object of the incorporation, as stated in the charter, is to manufacture drugs and chemicals and prepare the same into powder, solid or liquid form. The Fraser Tablet Company succeeds the Fraser Tablet Triturate Manufacturing Company and Fraser & Co.'s retail stores in New York City. Horatio N. Fraser is the president and general manager, and James H. Hutchens, of New Rochelle, is the treasurer.

—The regular quarterly meeting of the Jersey City Retail Druggists' Association, which was scheduled to be held Tuesday, July 16, was indefinitely postponed, no quorum being present. Many of the members are away on vacations, and the intensely hot weather furnished an excuse for the absence of some of the others. It is expected that N. D. A. R. matters will be discussed at the next meeting, and an attempt will be made to better the existing condition of affairs in the drug trade in Jersey City.

—Charles A. Loring and E. McGill, representatives of Lehn & Fink, 120 William street, have returned to their respective fields of labor, after a ten days' stay in New York. S. H. Cohen, Kentucky and Indiana representative, is here on his semi-annual visit, and W. W. Cresswell is expected from Texas in a few days. E. G. King, another representative, is now in the territory recently covered by W. W. Wilcox. Mr. King formerly represented Schieffelin & Co. in Pennsylvania.

—The firm of Franklin Howes & Son, at 757 Broadway, Manhattan borough, has been succeeded by a new corporation called the Franklin Howes' Medicine Company. The officers are Jos. L. Howes, president, and W. B. Lincoln, secretary and treasurer. The company manufacture several well known remedies, and the laboratory and general offices will hereafter be at Woonsocket, R. I., although the office at 757 Broadway will be continued for the time being.

—Albert Lucas, the managing partner of John Lucas & Co., paint manufacturers at Gibbsboro, N. J., is in the city. Mr. Lucas says dealers have shown a great deal of interest in their window display competition, so much so that they have decided to extend the time to Sept. 1st. The result of the competition will be announced in the Era of Oct. 3rd.

—The Upjohn Pill & Granule Company has removed to its new quarters at 48 Vesey street, where it has secured a ten years' lease of a five-story building. The new building gives the firm better facilities for making shipments, and will also allow the carrying of a larger stock. The offices of the company are located on the second floor.

—Charles W. Rice, of Lazell, Dalley & Co., 12 Duane street, has returned from an extended trip through the West. He also enjoyed a week's vacation at St. Paul, Minn. E. P. Montague, of the same firm, sailed on the Trave on July 20th, for Genoa, and will visit different parts of Europe before returning to New York.

—John F. Sprague, W. W. Curtis and J. L. Prior, three of the traveling staff of Sharp & Dohme, 41 John street, are having their vacation. Before returning to business, they will visit Kingston, Ont., Thousand Isles and the Pan-American Exposition. Mrs. Sprague accompanies the party.

—M. R. Thurlow, of Fox, Fultz & Co., 31 Warren street, is spending his vacation at his home in East Machias, Me. W. C. Doremus, a new addition to the traveling force of Fox, Fultz & Co., will hereafter cover territory in part of New Jersey and New York State.

—W. L. Strauss, head of the firm of W. L. Strauss & Co., 27 Warren street, is in Europe with his family. The company has recently opened a European office. Mr. Leistner, one of the firm's representatives, leaves Chicago next week for an extensive Western trip.

—Karl Schnackenberg, corner Amsterdam avenue and Eighty-first street, Manhattan borough, is a believer in the old adage, "All work and no play, etc.," he closes his store on Sundays from 1 to 3 p. m., and also only requires his clerks to work ten hours per day.

—P. A. Raby, of the Evergreen Chemical Company, 130 Fulton street, has just returned from a trip through Maine. Mr. Raby reports the druggists in that section satisfied with the summer business and looking forward to a good fall trade.

—John G. Wischerth, of Wischerth & Dozier, 689 De Kalb avenue, Brooklyn, took his family to Tollman, Conn., for a month's outing, last week. Mr. Wischerth recently returned from a visit to the Pan-American Exposition.

—Henry Turrell, of the local office of Parke, Davis & Co., is spending his vacation at Saratoga Springs. Chas. Miller, another member of the company's office force, has returned from a business trip to Detroit.

—The New York College of Pharmacy commences its seventy-second annual session, Monday, September 30. The number of students who have already matriculated is greatly in excess of last year's record.

—The Medical Specialty Company, of New York city, has just been organized with a capital of \$5,000. The directors are W. J. Schultz and W. R. Bruyere, of New York city, and G. F. Jacobus, of Jersey City.

—Wm. Townley Case, with Boehringer & Soehm, 5 Cedar street, has returned from a two months' stay in Europe. Mr. Case was in poor health, but has been greatly benefited by his trip.

—The drug store at Avenue D and Third street, which has been run by R. M. Rosenthal, will hereafter be conducted by Rosenthal Bros., Solomon Rosenthal having been admitted to partnership.

—J. M. Aufmewesser, a well-known druggist of Covington, Ky., and his bride, were in the city last week. Before returning home they will visit the Pan-American Exposition at Buffalo.

—Mr. and Mrs. Miller, of Charleston, South Carolina, were at the Imperial last week, on their way to the Pan-American Exposition. Mr. Miller is connected with the Greer Drug Company.

—E. S. Wells, of Breitenbach & Co., 53 Warren street, has gone to Quogue, Long Island, where he has his summer residence. Mr. Wells will probably remain away until late in August.

—D. S. Green, superintendent of the sundry department at Fox, Fultz & Co.'s was married recently to Miss G. Politzer, at the home of her parents, 62 East 129th street, New York.

—John E. Serwe, representative of Lazell, Dalley & Co., in San Francisco, was recently called to his home in Fond du Lac, Wis., to attend the funeral of his mother.

—G. H. Rosell, Freehold, N. J., has had his drug store, recently damaged by fire, repaired and restocked, and the previous condition is decidedly improved.

—Thos. Furey, manager of the petty cash department at McKesson & Robbins', returned to work Monday, July 22, after an illness of nine weeks.

—S. H. Carragan, of J. J. Carr, and G. S. Marlager, of Parke, Davis & Co.'s local offices, left for a fishing trip through parts of Canada, on July 24.

—The Elmer & Mendelson Company, formerly at 156 Franklin street, have removed to the new Lehn & Fink building, 120 William street.

—Wm. G. Andrews, manager of the Waterbury Laboratories, at 110 John street, is at his home in West Haven, Conn., this week.

—A. S. Katzman, of 962 Second avenue, expects to start a branch store at the corner of Second avenue and 120th street about August 1.

—Chas. U. Kile, formerly with the Hegeman Co., 106 Broadway, New York, is opening a store at 1362 Bushwick avenue, Brooklyn.

—Louis Garbarino, formerly with W. L. Olive, 6 Bowery, has bought the store of D. Marini, at 123 West Houston street.

—Nathan J. Gillespie, manager of the Columbia Drug Company, Savannah, Georgia, visited the city trade last week.

—George J. Seabury, of Seabury & Johnson, 59 Malden Lane, was on a fishing excursion to Ainslee Lake last week.

—B. Feidler has bought the store at 70 Rivington street, Manhattan borough, formerly owned by Henry Kopf.

—Harry Hall, secretary of the Drug Trade Club, left on July 19 for the West. He will be gone a month.

—W. G. Ungerer, of Ungerer & Co., 18 Cedar street, is on a western trip, in the interests of his firm.

—Dr. P. J. Fagen, with Sharpe & Dohme, is taking his vacation; at present he is in Albany, N. Y.

—Martin H. Wagner, of J. L. Hopkins & Co., 100 William street, is visiting at Shelter Island.

—Chas. C. Hinchman, of the Michigan Drug Co., Detroit, visited the city trade last week.

—John Lake Parker, wholesale druggist of Birmingham, Ala., visited the city trade last week.

—J. G. Ham, of the Centaur Company, 77 Murray street, is away on his vacation.

—M. Weil, of Weil & Reyder, Kansas City, is expected to arrive in New York this week.

—H. T. Jarrett, of Mallinckrodt Chemical Co., 90 William street, is away on a short trip.

—D. H. Smedley, treasurer of Parke, Davis & Co., Detroit, is visiting in the city.

—W. D. Olney, of Middletown, N. Y., visited the city trade last week.

—P. J. Tormey, San Francisco, is in the city.

IN AND ABOUT BOSTON.

A TEMPEST IN A MORTAR.

Boston, July 20.—They have been having a "merry" time of it up in Clinton, because of the forced removal of an electric illuminated mortar over the entrance to the drug store of H. B. Merchant & Co. It appears that it was objected to because it protruded over the sidewalk, and a crusade against all overhanging signs lately was begun in Clinton. The superintendent of streets was responsible for the removal of the mortar, and later he was arrested, charged with the larceny of it, and in court was fined \$15.

For five years or more this mortar, brightly illuminated, has been a nightly feature of Clinton's main business street. Its removal, if the druggists objected, might have been sought through the courts, but this step was not taken. When the attacking party arrived at the pharmacy it brought every needed thing for the work, including a ladder. An expert electrician was with them to cut the wires, in itself a serious offence, as the selectmen, and not the street commissioners, control the electric wires in Clinton. Mr. Merchant protested against what seemed to him an outrage, but to little effect. After cutting the wires, the iron supports and mortar were removed and actually carted away, which the court construed as larceny. The chief of police stood by and refused to help Mr. Merchant, when the druggist appealed to him for protection of his property.

In the court, Mr. Merchant testified to coming to Clinton in 1895, and to taking at that time the store he occupies now. Shortly after that he placed the mortar on the outside of the store as an advertisement, having had the verbal consent of the members of the board of selectmen at that time. He told of the manner of fastening the mortar on the building, and described the removal of it. He was corroborated by E. F. McCaffery, Jr., and Newman Harrison, two of his clerks, who were in the store at the time of the seizure.

The judge was a little severe in his criticism of the whole proceeding, and in passing sentence said the court would consider the defendant as the servant of the town and the penalty would, therefore, be light. He also said that the sentence would be as much of a warning as would a heavier one. The counsel for the defence immediately gave notice of an appeal.

HAVE FORESWORN CIGARETTES.

Boston, July 20.—At Leicester, Mass., all the dealers who formerly sold cigarettes, including druggists of that town, have foresworn these "aids to the grave." There have been fifteen places where cigarettes formerly were sold. The women of Leicester started the crusade, which did not attract much attention and was not looked upon with much favor, as it was thought that it would not amount



R. C. MCGOWAN

Firm of Hubbell & McGowan, Boston, Mass.

C. E. HUBBELL

to much. People who do not realize the condition of things thought that there was no call for such a thing, but when the good results were called to their attention a few times the sentiment was changed. The women visited some of the druggists and other storekeepers in town, and also sent circulars, asking them, in the interest of humanity, to stop the sale of cigarettes. In spite of the fact that the law did not allow the sale of the weed to boys under sixteen years of age, the majority of the smokers of the cigarette were boys under that age. At the first request, two of the dealers stopped the sale and several others promised to stop selling as soon as the stock they had on hand had been disposed of, and now, several months after the first request was made, there is no one selling them. The women are members of a society interested in such work, and they are to prepare circulars and send them to other towns, with the idea of holding up Leicester as a model.

A WEEK OF EXCELLENT BUSINESS.

Boston, July 20.—All in all, the week has been one of excellent business. It appears, for retailers have had a little more than the usual amount of trade, if anything. This has included a better demand for many sundries and toilet goods, and many articles which, as one dealer put it, can be handed right out, all ready and not requiring the customer to wait, as is necessary when a prescription is to be compounded. Soda fountain trade has kept up well and in some places has been especially good and brisk. Prescription work seems to keep about steady, with no special impetus given it just at this time. Quinine has been the feature of the wholesale trade, although it has been quiet, and a rather close watch is being kept on it. Opium also is without life, and the general list of drugs shows inactivity. In comparison, chemicals are far more lively and with the advance in prices on some of the acids there is more interest just now than for some time past. On a fairly steady market there is a moderate trade in dyestuffs and tanning materials. While alcohols hold firmly, there is not overmuch trading in them. Waxes keep steady on fair dealings.

LACK OF INTEREST IN PROJECTED MONUMENT

TO WILLIAM PROCTER, JR.

Boston, July 20.—Word having gone quite generally about the country that, to honor the memory of William Procter, Jr., of Philadelphia, a national research laboratory of pharmacy may be built in some large city, inquiry has been made in Boston and fails to elicit any special interest at all in the project. It has been stated that pharmacists everywhere would be expected to co-operate in the plan for this memorial. The suggestion of a memorial is reported to have quickly gained favor with the members of the New York State Pharmaceutical Association, which organization has placed itself on record as being heartily in favor of the idea, but here in Boston no interest has been manifested. Two or three leading men in the trade here have said that if anything is done it will be by individual effort, rather than by the trade or organizations related to it.

NOTES.

—The tenth annual report of the Suffolk Dispensary, located at 4 Charter street, this city, a charity established by the laws of the State to afford free medical aid to the worthy poor, has just been issued. The Dispensary furnishes relief not supplied by any other institution in Boston, and in its work among the poor nearly 60,000 patients have been treated. The report states that the receipts for the last fiscal year, including money, merchandise, and donations from all sources, amounted to \$2,672.20. The expenditures for the same period were \$2,755. The Dispensary is a practical and worthy enterprise, and while the board of officers are averse to making any special or public solicitation for funds for its support, it is clearly an institution which should be maintained.

—Vandals recently attacked the large gilt mortar in front of Emus's drug store at Winchester, and injured it so badly that the police were obliged to take it down entirely to allow people to pass by, since it obstructed the sidewalk. The vandals also stole a bicycle rack, which the druggist had placed in front of the store, and threw it into the river, where it later was found. Charles Chase, who is employed at this same drug store, while wheeling recently, collided with an unknown rider. Mr. Chase sprained both arms and one leg, and received a bad shaking up.

—The Buffington Pharmacy at Worcester showed enterprise this week by sending to the camp-meeting grounds, at Sterling Junction, a wagon stocked with drugs, note paper, toilet goods, witch hazel, court-plaster, flavoring essences, and a lot of similar articles thought to be necessary to the summer camper. The young man in charge of the outfit did an excellent business until he had notice called to his attention that his work required permission, because the "general store" on the ground had in stock the same goods and became envious of the intruder.

—H. D. Foss & Co., Boston, manufacturers of chocolates and confectionery handled by the drug trade, has just become an incorporated company, to be known as the H. D. Foss Company, Incorporated. The capital stock is \$24,000. Herbert D. Foss is president and Charles D. Rice treasurer, and the third incorporator is Charles S. Fuller. The company is in the process of moving from its former plant in South Market street to a commodious building in Union street. It had far outgrown, in its increased business, the old place.

—Charles Carter, a clerk until recently at Hall & Lyon's Pharmacy, at Worcester, has left that place to take a similar position in Frank Emerson's drug store, in South Lawrence, where he replaces Leon Luther. Mr. Luther has been there several years, learning the trade and meanwhile has studied at the Massachusetts College of Pharmacy and passed successfully the Board of Registration in Pharmacy. His home is in Vermont, where he will spend the summer, and in the fall Mr. Luther will take some new position.

—Under the laws of Maine, to do business in Massachusetts, the Hallowell Manufacturing Company has been organized with Nathan D. Pratt of Lowell as president and treasurer. It is planned to make and deal in suppository moulds, capsule fillers and strainers, tablet moulds, fluid cocks and like things. The capital is \$100,000.

—With a capital stock of \$100,000, of which nothing has been paid in, the Arctic Polar Spring Water Company has been organized at Portland for the purpose of buying, selling, charging, bottling and dealing in spring waters. George O. Pettibone, of Worcester, is to be the president and treasurer of the company.

—Among many recent small fires in Boston was that at the drug store of Shapira & Hertz, at 100 Salem street, the Jewish quarter. The fire was confined to the store, which occupies the first floor of the four-story brick building. It was caused by a gas jet igniting some camphor. The damage was small.

—Among the Massachusetts Legislative expenses reported officially at the State House is the return of the Massachusetts State Pharmaceutical Association, which reports under the lobby act, that it paid W. W. Bartlett

\$100 for appearing before the committees to give expert testimony.

—At Goldthwaite's drug store, at Whittenton, there has been a display of pictures representative of the Fourth of July celebration in that town, with buildings decorated, etc. The photographs have attracted large numbers to the drug store to see (and also buy) these souvenirs.

—Letters have been received from P. R. Warren, connected with the Moxie Company, who went abroad to Austria some time ago to be treated for deafness. He reports having made great progress, with every evidence of his hearing being entirely restored eventually.

—C. I. Hood, of C. I. Hood & Co., Lowell, is at the Oceanside, a fashionable hotel at Magnolia, Mass., where he and Mrs. Hood, who is with him, will remain throughout the season.

—After several years' service as clerk at W. C. Gregory's drug store, in Marblehead, Horace S. Trall has been offered, and has accepted, an excellent position in H. K. Mansfield's pharmacy, in Salem.

PHILADELPHIA.

SODA BUSINESS WELL UP TO THE MARK—OTHER BUSINESS QUIET.

Philadelphia, July 20.—Business, and pretty much everything else connected with the drug trade, has been quiet this week and there has been a dearth of either news or happenings. Soda trade keeps well up to the mark and is now the most profitable feature in many stores. Prescription business is quietly settling down to the summer dullness, although quite a number of druggists are making a good thing of "repeats" and filling new prescriptions for out-of-town customers. The "Progressive Drug Company" mentioned in last week's correspondence does not seem to be doing much business with Philadelphia druggists, who take the view that the proposed scheme is impracticable and not at all likely to materialize. It must be said, though, that the parties behind the scheme seem to be in earnest, and it is rumored that they approached Geo. B. Evans and C. G. Loder with offers to buy their stores, which were promptly declined. Several owners of stores located in the business section of the city have also been approached, but at the present writing there is no report of any one having accepted the offers of the "Progressive Drug Company." So it looks as if the plan to start an "Atlantic & Pacific Tea Company" of drug stores in Philadelphia is still a dream of the future, though one can never tell what will happen in the drug business. The appointment of W. G. Minnick of Allegheny to fill the vacancy on the State Pharmaceutical Examining Board caused by the retirement of Mr. Emanuel is an example of the foregoing theory, the name of this gentleman not having been even mentioned in this connection. Mr. Minnick did not have the support of a single local association; gossip says that the appointment is partly personal and partly political, the appointee being a close friend of Governor Stone. In the present condition of state politics nothing is remarkable.

SCIENCE AND FIRES.

Philadelphia, July 20.—A preliminary meeting was held at the Commercial Museum on Wednesday for the purpose of forming an organization of fire insurance men to promote the science of and improve the methods of fire protection in large cities. It is also likely that a laboratory will be established where demonstrations may be given of the dangers of storing and handling modern chemical products and for conducting experiments as to the explosiveness and inflammability of many chemicals widely used in the arts and sciences. A rather remarkable feature of the meeting was a demonstration given by Inspector William McDevitt of the explosiveness of certain chemicals long looked upon as being harmless when stored alone. Chlorate of potash, now believed with good reason to have been the cause of the Tarrant explosion,

was shown to be highly explosive when heated in the presence of smoke from burning wood, and saltpeter, picric acid and others were shown to be only slightly less dangerous. A few grains of chlorate of potash were placed in a porcelain crucible, a splinter of wood laid on top of the crucible and then placed in a tightly closed canister. On applying heat from a gas jet for a few minutes a loud explosion took place, accompanied by violent detonation, and much smoke and flame. The danger of "flash-light" powders was shown by suitable experiments, as was the inflammability of the vapors of benzene, carbon disulphide and ether. Speaking of chlorate of potash, Inspector McDevitt declared it to be the most treacherous and dangerous of explosive substances in common use, it being transferred from a harmless substance to one full of danger by the mere proximity of oxygen consuming substances. In this declaration is a warning to both wholesale and retail druggists as to the handling of substances that part with their oxygen easily. It is quite likely that stringent regulations governing the sale and storage of such substances will be framed and put into effect by the fire insurance people here and in other large cities.

SPECIAL MEETING OF LUZERNE COUNTY ASSOCIATION.

Philadelphia, July 20.—A special meeting of the Luzerne County Druggists Association was held last Tuesday to hear the report of the committee appointed to consult the only Allentown cutter as to adopting a price schedule. The report was unfavorable, the cutter positively declining to confer or agree on a price list, so, after an extended discussion, it was unanimously agreed to put up an aggressive fight and a committee was appointed to draw up a list of popular patents at prices below cost and submit it to the secretary so that a circular to members can be issued apprising them of the prices agreed on and the list of patents to be "cut." A fight to a finish is promised, unless the recalcitrant cutter sees the error of his ways, and as the Association comprises 61 out of a possible 75 druggists in Luzerne County now, it has a good chance of winning out.

Resolutions were also passed at this meeting to refuse to handle proprietary articles, the proprietors of which do not reduce the prices in accordance with the reduction of the Stamp tax. The L. C. D. A. is full of enthusiasm and is going about its work with unusual vim and vigor, and it has already materially improved conditions locally.

ARRESTED FOR SELLING SODA WATER ON SUNDAY.

Philadelphia, July 21.—W. W. Chalfant, the well known Philadelphia druggist, was arrested last Wednesday for selling soda water on Sunday at his Ocean City drug store, but was released on his own recognizance by the magistrates before whom the case was brought. This and other prosecutions are the outcome of an attempt of certain Philadelphia "reformers" to enforce the old "Blue Laws" at Ocean City, it having been necessary for the Informer to go twenty miles away to find a justice who would issue a warrant against the offenders. Mr. Chalfant is naturally indignant over the matter and a pretty fight is looked for when the case comes up for trial, as there seems to be a good bit of persecution in the case. Mr. Chalfant, by the way, came very near to being appointed to the State Board, having the backing of numerous influential men, but declined the honor at the last moment.

NOTES.

—Evidence of the influence of the P. A. R. D. and National Association work was well shown here this week by the voluntary adoption of the "price restrictive plan" by a prominent shoe manufacturing firm who also sells to the trade a preparation for corns, sore feet, etc., and the printing of the exact words of the "Worcester Plan" restriction on all of their bill-heads. This action was

wholly voluntary on their part and was a recognition of the wishes of local druggists.

—D. E. Bransome, city representative of Johnson & Johnson, met with a peculiar and painful accident lately, a finger of his right hand accidentally getting within the sweep of an electric fan and being badly torn, the bone also being injured. In spite of the fact that he will have lots of dressings for it, he would rather trade the injury off for a pound of absorbent cotton.

—The store of W. W. Chalfant was entered by burglars last Friday night, July 12, and over \$100 in cash and stamps stolen. Owing to the new "Juvenile Criminal Court" law recently enacted, the burglars, boys of ten and twelve years, apparently cannot be suitably punished for their crime, although having been known to have robbed other stores.

—John Fredericks, manager of the Chas. Lippincott Company, manufacturers of soda water apparatus, is expected home soon from an extended tour through Europe in the interests of his firm. American soda fountains are gaining in popularity in England and sales in Paris are reported.

—Secretary George and Mr. Porter of the State Pharmaceutical Board were in Philadelphia on business this week and consulted with their attorney on some proposed prosecutions for adulterations.

—Mr. Knauss, of Allentown, was recently prosecuted by the State Board for conducting a drug store on an assistant's certificate and was sentenced to pay a fine and costs for so doing.

—J. M. Stoever, owner of the Broad street station pharmacy, has just returned from a three weeks' stay at Virginia Hot Springs, where he has been for treatment, owing to recent ill-health.

—C. E. Cartmell, of Wilmington, was in the city yesterday on a business trip. Mr. Cartmell is the delegate of the Wilmington Retail Druggists Association to the N. A. R. D. Convention.

—Mr. Joyce, for a number of years clerk for W. J. Jenks, is now making a vacation trip through Canada. On his return, Mr. Joyce will enter the retail drug business as a proprietor.

—C. A. Eckles has taken a cottage for his family at Atlantic City and is giving as much of his time as he can spare from his many stores to enjoying the delightful surf bathing there.

—R. W. Johnson, of Johnson & Johnson, has returned from a trip to the salmon fishing grounds off the Labrador Coast, and reports the fishing and catch the best for years.

—H. A. Laessle, formerly owner of a drug store at 31st & Berks street, has bought and opened a new drug store at 59th & Market streets.

—H. L. Stiles and family are spending their summer over in "Jersey." Mr. Stiles going out Sundays to gun for Jersey "Skeeters."

—F. E. Holliday, chairman of the National Executive Committee, is spending a few weeks with his family at Ocean City, N. J.

—Chas. Leedom and family are spending their vacation up in the country about Mount Airy, Pa.

—D. Scott Keene, a well-known retail druggist of Galveston, and president of the Galveston, Texas, Retail Druggists' Association, has been elected a delegate to represent the association at the annual meeting of National Retail Druggists' Association in Buffalo. Mr. Keene reports that Galveston is the only town in Texas having a cut-rate store. The members of the Galveston association feel much encouraged over the outlook, however.

—Foote & Jenks, manufacturing perfumers of Jackson, Mich., have just moved into a new laboratory on Cortlandt street, in that city. The building is 40 by 100 feet in size, two stories high, being constructed with special reference to the wants and requirements daily met with in their business. The laboratory is thoroughly equipped throughout, and is said to be a model with respect to conveniences.

BALTIMORE.

MARYLAND PHARMACEUTICAL ASSOCIATION.

Baltimore, July 20.—The nineteenth annual meeting of the Maryland Pharmaceutical Association opened in the casino of the Hotel Plimhinmon, Ocean City, last Tuesday afternoon with a moderately large attendance, which was augmented as the sessions continued. The druggists were called to order by President William E. Turner, of Cumberland, at 3 o'clock, an address of welcome being delivered by W. F. Johnson, of Snow Hill, in the absence of Mayor Clayton J. Purnell, who was unable to be present. Dr. A. R. L. Dohme, for the association, made a graceful response.

President Turner then addressed the delegates, advancing a number of excellent practical suggestions as to what might be done to enlarge the influence and prestige of the organization. He dwelt on the propriety and advisability of holding a rally and ratification at the semi-annual meeting, which is to take place at Annapolis, where the legislature assembles, or soon thereafter, to discuss the proposed pharmacy bill and to urge its passage. Discussing the differences between physicians and pharmacists, President Turner said:

"The time is at hand when the unsettled feeling between the two professions should be completely harmonized and conciliated, and a mutually satisfactory understanding established as to the respective rights and privileges of the two callings, and as to ample facilities for the compounding of prescriptions."

In conclusion, he reviewed the year's discoveries in the science of pharmacy, and predicted for the association continued growth in interest, influence and membership. He said the organization would yet become a source of great gratification and pride to the citizens and druggists of Maryland.

Part of the evening was taken up with a contest to determine who could fold one dozen powder papers in the shortest time. The contest was open to ladies.

Two business sessions were held on Wednesday, the 17th inst. Among the first matters to receive consideration was the appointment of special committees. That on nomination of officers consisted of John J. F. Hancock, H. P. Hynson, Charles H. Ware, Dr. A. R. L. Dohme and W. C. Powell. Oscar E. Ross, J. Webb Foster and Daniel Rose were appointed a committee to suggest time and place for the next meeting.

Secretary Louis Schulze read his report, which was unanimously adopted. It showed a membership of 201, 47 names having been added to the rolls during the past year. Treasurer W. M. Fouch, in his report, stated that there is a balance of \$128.38 in the treasury, against \$86.93 at the beginning of the year.

The reading of the report of the committee on legislation followed. Dr. Dohme presenting the document. Dr. Dohme said among other things:

"The work of this committee has been to help as best it could to have the war tax repealed, and we feel that our little helped to make the stream that carried both the White House and the Capitol before it. We have also been very busy laying our lines for an attack upon the State House, at Annapolis, next Winter, and our plans are to circulate petitions in every county of the State, through the pharmacists thereof, and have them signed by the citizens of the State. If we can bring these petitions in duplicate to Annapolis, and present them to the Senate and House of Delegates, they will have more influence than hours of talk before committees. We propose to introduce the amended bill that was passed by the last House of Delegates, for it will not and cannot well meet with any objection from store keepers, and this has been the hurdle that has thrown all our champions in the past. It is useless to try to fight the store keepers, for they outnumber us and are more influential, as experience has taught us. Let us get a bill that establishes our standing and our rights before the law and the public, and let the store keeper continue in his present course of selling medicines, but do not allow him to compound prescriptions."

Following Dr. Dohme's report, the secretary read the

report of the chairman of the committee on pharmacy, H. Lionel Meredith, of Hagerstown. Prof. William C. Anderson, of Brooklyn, was then requested to speak. In his talk he proceeded to set forth the benefits of the N. A. R. D., and urged all Maryland druggists to join it.

The chairman of the committee on adulterations, H. P. Hynson, gave a very interesting account of the examinations made by himself of several popular preparations, and employed blackboard demonstrations which greatly added to the interest of the report. The subject of wood alcohol was touched upon. This dangerous substitute for grain alcohol had been found in the product of but one concern, although several others had been examined. One sample of essence of ginger was found to contain only 33 per cent. of ethyl alcohol, when the proportion should have been 95 per cent. Tincture of iron was examined, but none of the seven specimens submitted to tests contained wood alcohol. Several, however, contained not more than 55 per cent. of grain alcohol, when 75 per cent. was required by the United States Pharmacopoeia. The quantity in one sample was not more than 5 per cent. Of six lots of tincture of iodine examined, two were made with wood alcohol, and all but three proved to be greatly deficient in iodine. Much adulteration was shown in the common saltiliz powders. The number of samples with an over-weight in the quantity of the chemicals required was as large as that with insufficient quantities.

An animated discussion was occasioned by C. H. Ware's paper in reply to the query, "Can the Retail Pharmacist Make His Own Secret Preparations With Financial Success to Himself?" It was finally decided that he could.

The election on Thursday resulted in the choice of the following officers:

President—Louis Schulze, Baltimore.
First Vice-President—J. Webb Foster, Baltimore.
Second Vice-President—Eli T. Y. Reynolds, Rising Sun.
Third Vice-President—Otto G. Schuman, Baltimore.
Secretary—Owen C. Smith, Baltimore.
Treasurer—John G. Beck, Baltimore.
Executive Committee—W. U. Powell, Snow Hill; W. E. Brown, Baltimore; H. Lionel Meredith, Hagerstown.

The committee on a pure food and drug law reported that it had been unable to accomplish anything of importance, as there had been no meeting of the Pure Food Congress nor of the legislature since the association assembled last year. The committee advised a continuation of affiliation with the National Congress, and urged the passage by the Maryland General Assembly of a law regulating the quality of food and drugs. The recommendations were accepted, and a contribution was voted to the National Congress.

Several other committees reported, and a number of the queries were discussed. Much was said about shorter hours for druggists, but no one appeared to be able to suggest a feasible plan or one which the organization was disposed to endorse. The idea of requiring all candidates for examination by the board of pharmacy to be graduates from some reputable school of pharmacy did not meet with much favor.

The closing session took place on the morning of the 19th inst. Changes in the by-laws were ordered, to restrict the holding of "certificates of competency" from the association to resident druggists only. Permanent committees on membership and on deceased members were appointed.

As anticipated, the storm came with the consideration of the report of the committee on affiliation of the organization with the N. A. R. D., and the endorsement of the "Worcester plan," now being discussed everywhere throughout the country. The committee's report was favorable, but formidable opposition developed to the affiliation clause. There was also a decided feeling against paying the expenses of a delegate to the convention of the national association at Buffalo.

After much discussion, and some strong personalities had been indulged in, the amended report was adopted by a large majority vote. The report, as finally sanctioned, re-established relations with the N. A. R. D., provides for the payment of the per capita tax, directs the sending of a delegate to the Buffalo meeting, and binds the organization to defray the delegate's expenses. It also

carries an endorsement of the Worcester panel. This result was largely due to President W. C. Anderson, of the national association, who was present during all the sessions and kept closely in touch with the Maryland members. H. P. Hynson was elected a delegate and W. E. Brown an alternate to the Buffalo convention.

W. E. Brown, R. S. McKinney, Oscar E. Ross, John M. Wiesel and W. C. Powell were appointed a committee on trade interests, with power to act on commercial questions. The committee on the president's address reported favorable upon the recommendations made by that officer. Principal among them were the appointment of county sub-legislative committees and the selection of Annapolis as the place for the semi-annual meeting of the association during the session of the legislature, next Winter.

Dr. A. R. L. Dohme read a paper on the use of acetic acid as a menstrum, instead of alcohol for fluid extracts, and strongly opposed the use of the substitute.

An interesting paper on the revision of the United States Pharmacopoeia, by Henry Malsch, of Baltimore, advocated the dropping of a number of obsolete products and the introduction of formulae for the more popular preparations which are not yet official, but are largely prescribed by physicians. The association embodied Mr. Malsch's views in a resolution, which is to be forwarded to the committee on revision of the Pharmacopoeia.

The officers were installed by Messrs. Ware and Wiesel, all the newly elected men making happy addresses. After a rising vote of thanks had been tendered the retiring officers, the ladies and the hotel management, which had looked so thoughtfully after the comfort of the visitors, the association adjourned, to meet next year at the Blue Mountain House, on a date to be fixed by the proper committee.

The social features of the annual meeting proved to be a great success. On Wednesday evening a dance was given at the casino of the Hotel Plimlimmon. A swimming contest, in the afternoon, was won by Dr. A. R. L. Dohme, with William Dawson second and Owen C. Smith third.

An egg rolling contest on Thursday was won by Mrs. A. R. L. Dohme, with Mrs. Otto Schuman second. J. Webb Foster emerged as the victor from the hen race, Dr. W. C. Anderson getting the second prize. At night a cake walk in the casino attracted a large crowd. Altogether, the gathering must be designated as most successful and profitable. The regular proceedings were full of instruction, and the diversions developed excellent good fellowship.

OLD FIRM CHANGES HANDS.

Baltimore, July 20.—It is announced that the business of the Charles A. Vogeler Company, manufacturers of St. Jacob's Oil and other proprietary articles, has been acquired by E. Geddes, of London, and that a stock company will be organized to continue it. The company failed about two years ago, and has since been in the hands of trustees. The sale includes all American interests in all the rights and patents held by the company. The building was sold some time ago to Gilpin, Langdon & Co., wholesale and manufacturing druggists, and is now being fitted up for the firm's purposes.

NO CHANGE IN THE STATE OF TRADE.

Baltimore, July 22.—The past week in the drug trade has been almost without change. The absence of a number of druggists at the annual meeting of the State Association and on other trips had marked quieting effect, causing attention to be centered upon other than trade matters. The volume of transactions, however, assumed fair proportions and there was no real cause for complaint. The normal movement was maintained in the several departments.

PITTSBURG AND VICINITY.

STATE BOARD ANSWERS.

Pittsburg, July 22.—An affidavit of defense was filed last week, in the suit of the Perkins Detective Agency against the State Board of Pharmacy, to recover \$1,874 alleged to be due for services rendered in prosecuting violators of the "Act to regulate the practice of pharmacy and sale of poisons, etc.," approved May 24, 1887. The affidavit sets forth that the contract embodied in the bill of complaint is correct, and that the plaintiff was authorized to investigate violators of the pharmacy act, and to prosecute such violators. It is averred that the plaintiff did for a while diligently investigate violators and prosecute them, for which services the plaintiff was paid the sum of \$5,735.13. It is set forth that the plaintiff then became very careless and unprofessional in further prosecutions and that the work was done in a very unsystematic and unsatisfactory manner, the reports being vague and incomplete. It is also alleged the plaintiff reported persons guilty who were carefully complying with the laws, while others who were violating them were not reported at all; that by reason of plaintiff's conduct and negligence in bringing suits it became necessary for the defendants, during the early part of December, to notify the plaintiff that on and after January 1, 1901, it should cease to make further investigations, which notice was given to the plaintiff; it being mutually understood that the plaintiff and his agents should prosecute such violators of the law as they had discovered, and to let their agents appear at such hearings of cases as the attorney for the board would institute on the information obtained by the plaintiff or his agents, and for which they were to receive the fee as stipulated in the contract. When the board was about to bring suits it is averred the plaintiff did not produce any witnesses. The suits were postponed from time to time, and were finally decided against the board, putting them to much expense and annoyance. In view of the foregoing the board prays the honorable court to nolle prosequi the case.

DRUG CLERK FOUND DEAD.

Pittsburg, July 22.—J. Byron Flenniken, employed at the Central drug store, in Mt. Pleasant, Pa., was found dead in his room at the Central Hotel, at that place, last Sunday morning.

Flenniken seemed to enjoy life, and was always in the best of health. It is said, however, that of late he had been worrying over family matters, and the night before his death had written a letter to his wife, who resides in Uniontown, after which he tore it up and seemed in a generally bad humor. Coroner Wynn held an inquest, and found that death was caused by worry, which led to an excessive use of alcohol. The victim was 30 years of age. He had formerly worked in Beck's pharmacy, in Pittsburg.

NOTES.

—A well known Wylie avenue druggist sauntered down town the other evening, and, after mingling freely with the flowing bowl, sought to put society in the lower district on a reorganized basis. His ambitious efforts were rewarded by a complimentary ride on the central station line. The return trip in the morning, however, cost him \$10.

—The Mecca Pharmacy is the name of the newest drug store in Elliott, a suburb of Pittsburg.

—Theo. Cappel has sold his handsome Oakland pharmacy to J. T. McFadden.

Druggists who are interested in Vanillin of a fine quality should write to O. Porsch Chemical Co., Department T, 19 Liberty St., New York. In addition to Vanillin, they manufacture Ottaf of Rose and Coumarin, which they offer at special prices in their advertisement on the front cover of this issue.

CHICAGO.

BUSINESS FAIR IN CHICAGO.

Chicago, July 20.—Business this week has been well up to the average for July. The manufacturers are quite busy, though there seems to be no particular rush of orders. Jobbers state that country orders are good, and say the same of city orders, laying especial stress on the unusual quantities of fountain supplies sold. One jobber stated that the business of his house for July had been so far quite phenomenal, running more than a thousand dollars a day ahead of any previous July. Such reports are very encouraging and argue a healthy condition in the trade.

DENIES REBATE ON BORAX DUTY.

Chicago, July 20.—In the United States Circuit Court for the Northern District of Illinois this week, Judge Kohlsaat decided that the use of borax in preserving meats for shipment, does not constitute the manufacture of a new article. For this reason, the court held that the packers are not entitled to a rebate on the tariff duties paid under the act of 1897. The case will be carried to the higher courts and if the decision is sustained the packers of the country will lose many thousands of dollars.

NOTES.

—The manager of the Lakeside Directory Company—R. R. Donnelly & Sons Company—states that directories will not be leased this year, but that those who desire to buy them may do so. The new Chicago directory is just out. The slot machines will be continued, and more will be put in wherever wanted. The manager says that these machines have yielded just about enough for the books put in them, but not enough for the machines themselves. The company, however, is willing to continue their use.

—L. R. Diller, one of the oldest druggists in Illinois, has sold his drug store in Springfield to Hoy & James. It may be, although your correspondent is not informed that such is the case, that the senior member of the above firm is Luman T. Hoy, secretary of the State Board of Pharmacy.

—Leo Elie, the well-known druggist of South Bend, Ind., was in Chicago last week, and visited the Chicago College of Pharmacy for the purpose of getting points for fitting up the School of Pharmacy of the University of Notre Dame, in which school he holds the chair of pharmacognosy.

—James Adams, a popular druggist at 611 Forty-seventh street, has bought the store of Buck & Evans, at 541 Forty-seventh street, and will conduct both stores.

—The Penn Drug Company, of Oshkosh, Wis., has been incorporated in Virginia for \$250,000. The company will do business in Wisconsin.

—Laughner Brothers, druggists, of Whitestown, Ind., have dissolved partnership, Frank L. Laughner succeeding.

—P. Stabb & Co., of Chillicothe, Ill., have sold out.

Rubber Bands Which Will Not Get Hard.

What druggist is there who has not become discouraged in trying to buy rubber bands which he can keep in stock? The poorer quality of bands are notoriously poor keepers, they get hard on the shelves and soon become unsalable; but dealers who buy only the Para band, made by the Goodyear Tire & Rubber Co., Akron, O., do not have this trouble. These bands positively will not get hard. They are always packed in green boxes bearing the trade mark and the Goodyear Co.'s corporate name in white letters, and each box contains a guarantee slip. These bands are absolutely sure to please your customers.

Four-Fold Liniment bears the stamp of age and respectability. It has been sold in the drug trade for 50 years.

LOUISVILLE.

FIFTY YEARS IN THE DRUG BUSINESS.

Louisville, July 19.—There was a novel reunion and anniversary celebration at Boonville, Indiana, a small town not far distant from Louisville, one day last week. Harry Fox celebrated the fiftieth anniversary of the foundation of his drug store, and did it royally. The celebration was held in the store in which he began business. The building is an unpretentious old red brick, with high ceilings and small windows. The old druggist, for he is now seventy-five years of age, is a unique character in the town. He and the little corner grocery store have grown but little. His show cases, bottles and fixtures are of the pattern that was relegated to the wood-pile years ago. He don't claim to be much at filling prescriptions, but when it comes to curing chills and fever, "ager" as he calls it, he boastfully claims "that he is second to none." His drug store was the first brick building in the town, and he enjoys the distinction of being the oldest inhabitant. In addition to being wealthy, he is the father of five sons and one daughter. All of them are druggists. The daughter, who is the youngest child, was graduated from one of the pharmaceutical colleges of Indiana last year. Of course, when Mr. Fox held his anniversary celebration, everybody in the city of Boonville attended.

NOTES.

—The friends of James Gleason, of Corydon, are congratulating him upon the good luck which followed his investment in oil wells in Texas. Gleason is the most prominent druggist in the city. His family originally came from Texas and owned considerable land in the oil field at one time. The druggist received a farm at the death of his father. So did the other children, but they sold their farms almost immediately. Gleason held to his share, and proved a clear title when the land became valuable. He was importuned to sell it, but he very wisely clung to it until he was able to sell at his own figures. Then he disposed of some of it, but held to the remainder as an investment. He has already realized enough to insure his never wanting anything that he can buy, but he is determined now to become rich, in fact, very rich.

—The Thompson-Norton Drug Company, recently organized at Lexington, Kentucky, filed articles of incorporation in the office of the Secretary of State at Frankfort July 18. The company has a capital stock of \$10,000, and will engage in the sale of drugs by the wholesale. The incorporators are W. T. Thompson and F. H. Norton and Kate Norton.

—Henry Jacobs, who recently sold his drug store at Tenth and Jefferson streets, will probably go to Alaska in a short time. Mr. Jacobs has long wished for an opportunity to hunt the yellow metal, and it now seems that his longing is to be gratified. His former employer found a fortune near Dawson.

—All of the druggists of Sellersburg, Indiana, and their wives, children and sweethearts, passed through Louisville, enroute to Mammoth Cave, last Sunday morning. There were about eight Hoosier druggists in the party, and as far as they were concerned there was no medicine sold in Sellersburg that day.

—The Scribner Pharmacy people have employed two additional clerks in the past week. They are Tom Buchanan, of Owensboro, and James Davis, of Indianapolis.

—A new drug store will probably be opened at Tenth and Walnut streets in the near future. The name of the druggist is not known.

—Walter Van der Espt, the druggist of the "Chute," has just returned from a business trip to New York.

Careful dispensers who want corks of fine quality and those who believe that it pays to buy the best corks obtainable, will do well to try the "Trefoil" brand, made by the R. W. McCready Cork Co., Chicago. These corks are kept on sale by jobbers, and come in two grades, "M" and "B."

ST. LOUIS.

J. S. MERRELL DRUG CO. INCREASES CAPITAL STOCK.

St. Louis, July 20.—The J. S. Merrell Drug Co., of this city, has taken steps to increase its capital stock from \$100,000 to \$400,000. This is one of the oldest wholesale drug firms in the West. In the circular given out, it is stated that owing to the great increase of business during the past few years, it has become necessary to have more capital to meet the expectations of the drug trade. One hundred thousand dollars preferred 7 per cent. stock has been subscribed for by outside capitalists. The remaining \$300,000 of stock will be held by the present owners and a few employees, who have worked well in aiding to build up the business. It is further stated that there will be no change in the management, except possibly the placing of more responsibility upon some of the employees who have taken a financial interest in the house. There will there be any change in the policy of the business except where it is necessary to adapt it to larger operations. Under the laws of the State, the matter cannot be legally closed under sixty days, although the financial arrangements are all completed at the present time. The house will be obliged to have larger quarters and negotiations are pending, though there is nothing definite to report at present.

NOTES.

—J. C. Haffner, druggist at Twenty-eighth street and Manchester avenue, had a narrow escape from a severe fire last Tuesday night. He and his wife were awakened about 2 a. m. by their pet parrot crying fire. The room was full of smoke, and they were both nearly suffocated. The fire originated in his store below, which was almost totally destroyed, and it will be more than a week before he will be open for business again.

—The committee appointed by the Retail Druggists' Association of St. Louis to call upon the wholesalers in regard to discounts, etc., laid the matter before these people early this week. It has been taken under advisement by the wholesalers, but as yet no reply has been given to the retailers. The general opinion is that no concessions will be made to the retailers.

—The evening boat excursion given by the St. Louis Drug Clerks' Society last Thursday was so largely attended that it was almost too crowded for enjoyment. The full passenger limit, 3,500, were on board before schedule time for leaving, and the boat pulled out leaving several hundred disappointed pleasure seekers on the bank.

—The St. Louis Retail Druggists' Association will give a select evening boat excursion on August 7. This will be the first entertainment feature given by this organization. Every druggist in the city is a member of this association and the excursion will undoubtedly be well attended.

—Arrangements have been made to hold what is called a "druggists' night" at the Delmar Garden, August 17. It is under the auspices of the combined local druggists' organizations, and will undoubtedly be of interest and mutual benefit to all concerned.

—L. P. Hemm, of Kirkwood, left one week ago for Colorado, for his health. His wife received a telegram from his physician yesterday, requesting her to come at once. Mr. Hemm's condition is said to be very critical.

—Dr. J. F. Pfeffer, of Pfeffer's Pharmacy, Eleven street and Lafayette avenue, is rejoicing over a visit from the old stork last Wednesday night. He now has a young daughter in his family.

—F. W. Fahrenkroag, of Kirkwood, is moving his store into the building formerly occupied by Mr. Allen, who made an assignment a short time ago.

—F. Zahn is opening a new drug store at Vandeventer and Folsom avenues. He also has a drug store at Nineteenth and Sidney streets.

—Thomas Leitch, formerly of Toronto, Canada, has accepted the chief clerkship with Raboteau's Pharmacy on North Broadway.

—A new drug store is being opened at Nebraska avenue and Cherokee street. W. Graul will be the proprietor.

—G. B. Self, in charge of the local office for Eli Lilly & Co., has gone to Colorado to spend his annual vacation.

—J. V. Fisher, druggist at Park and Compton avenues, is spending this week at the Buffalo Exposition.

THE SOUTH.

TENNESSEE DRUGGISTS.

Memphis, July 19.—The Tennessee Druggists' Association met in Monteagle yesterday with a good attendance. Two honorary members were enrolled, Rev. W. D. Powell of West Tennessee and Daniel Champion of Alabama. A number of papers were assigned and read, and the following officers were elected: President, H. W. McDonald, Lebanon; first vice-president, J. C. Treherne, Memphis; second vice-president, J. D. Kuhn, Nashville; third vice-president, J. J. Ingle, South Pittsburg; secretary, W. R. Vickers; treasurer, J. C. Ammons, Gleason. D. H. Owens, of Clarksville, and G. P. Evans of Shelbyville, were appointed delegates to the next meeting of the National Association of Retail Druggists at Buffalo, N. Y., in September. A. B. Rains of Columbia; J. C. Treherne of Memphis and J. F. Voight of Chattanooga, were selected delegates to the American Pharmaceutical Association meeting at St. Louis in October. Bon Aqua Springs was selected as the place for the next annual meeting.

BUSINESS A LITTLE OFF.

Memphis, July 19.—Trade with the wholesalers has taken a decided drop within the past week, the reason for this being the continued drought that has prevailed for more than a month. Up to several days ago the outlook for cotton was gloomy and corn was nearly ruined. Now, however, the rain that has fallen over nearly all the cotton country has relieved the situation and everybody is feeling better. The retail stores in the city are all doing a splendid business. The pharmaceutical men report lots of business in the interior. The sale of quinine and chill cures is very large. This summer promises to be a record breaker in soda water sales, all fountains doing a rushing business.

NOTES.

—Yeiser & McElrath, wholesale druggists of Paducah, Ky., recently sustained a severe loss by fire. The fire originated near the chemical department and most of the damage was done to that part of the building. The loss was about \$8,000 with small insurance.

—Morrow & Conington, who opened a store about a year ago at Decatur, Ala., have been so successful that they have started a branch house at New Decatur, Ala., with every prospect of its being a profitable investment.

—Dr. Robert L. Coley of the Coley Drug Co., Milan, Tenn., left recently with Mrs. Coley for an extended trip. They will visit Buffalo, Niagara, New York and other points east before coming home.

—S. B. Street, Jr., who has been in business with his father for several years at Columbus, Miss., will open a drug store in Greensboro, Ala. He purchased his stock in St. Louis.

—The Hayes Drug Co., Dyersburg, Tenn., will remove their stock to Paducah, Ky., about August 1st, where they will push their line of special preparations.

—J. J. McCree, who recently graduated at Vanderbilt University, Nashville, will join his father as a partner in the latter's store at Trenton, Tenn.

—Emmett Humphries, who graduated recently from Vanderbilt University, has accepted a position with Osborn & Pope, Columbus, Miss.

—J. C. Treherne has returned from an extended trip to New York. He spent part of the time fishing and hunting in the Adirondacks.



D. SCOTT KEENE,
Galveston, Texas.

—W. G. Poole has returned from his trip north and is now covering his territory in Mississippi in the interest of Nelson, Baker & Co.

—H. G. Lambert, head clerk for J. C. Treherne, will leave about the 20th for a two weeks vacation to his home in Virginia.

—Myrick Cox, formerly with E. C. Chapman, has accepted a position with Curry, Lipscombe & Caine, Columbus, Miss.

—Jack Harris with his wife is spending several days at Mont Eagle. Mr. Harris is with the Coley Drug Co., Milan, Tenn.

—P. P. VanVleet has gone to New York with his daughter. Miss VanVleet will enter school in that city.

—W. C. Pryor has recently had his store renovated and remodeled. He now has an exceedingly pretty place.

—James Curry, a partner in the drug business of Curry & Scruggs at Tusculumbia, Ala., died recently.

—Hiram Bradford of A. J. Meadows & Co., Ripley, Tenn., will spend his vacation at Kingston Springs.

—Emmet Jones, traveling for the Wm. S. Merrell Chemical Co., in Alabama, was married recently.

—Dr. Alexander, druggist of Tunica, Miss., is visiting at Mont Eagle, Tenn.

—The new pharmacy of W. B. Waddell, Sheffield, Ala., is doing a good business.

—C. A. Minsey has opened a new store at Waverly Place, Nashville, Tenn.

—Spicer & Craig have been succeeded by W. A. Craig, Clinton, Ky.

—Smart, Doty & Co., succeed Sid Houston, Wartrace, Tenn.

Insect Powder.

One of the specialties of McCormick & Co., Baltimore, Md., is Dalmatian Insect Powder. They are said to be one of the largest importers and dealers in this particular drug. They import the flowers direct, and grind them at their own mill. They invite druggists who have never purchased insect powder from them to send for a free sample, and to compare the powder obtained from McCormick & Co., with that procured from other concerns. McCormick & Co.'s general offices are at 44 Charles street, Baltimore, Md.

Samples of Las Palmas Cigars, the special brand for druggists, free and prepaid to druggists who will send their address to Chas. Jacobs & Co., 353 E. 78th St., New York.

THE NORTHWEST.

St. Paul, Minn., July 19.

—Successions: The Taylor-Gardner Drug Co., Nora Springs, Ia., by the Taylor Drug Co.; Ellston Drug Co., Ellston, Ia., by T. J. Clark & Co.; W. A. Ballentine, Monona, Ia., by J. B. Drill & Co.; J. E. Hollister & Co., Erwin, S. D., by N. A. Nelson; Klingaman & Co., Dows, Ia., by O. B. Klingaman; A. E. Graves & Co., Ledyard, Ia., by O. L. Graves; E. P. Delander, Madrid, Ia., by E. P. Delander & Co.; Elerick Drug Co., Blakesburg, Ia., by Guy F. Hall.

—Recording the fact that a soda fountain in Missouri exploded the other day, killing one man and seriously injuring another, prompts the Minneapolis Journal paragrapher to observe: "Missourians, who have always shied at soft drinks, will be more timid than ever."

—Among the country trade visiting the wholesale houses this week are F. I. Barker, of Monticello; W. S. Savage, of Harris, and E. D. Holmes, of Havana, S. D.

—New: A. W. Swenson & Co., Maddock, N. D.; Clarence Crandall, Springville, Utah.

—Tim O'Keefe is now in East Grand Forks, Minn., working for Peterson & Sinclair.

—James Peterson has begun the manufacture of soda-water at Fergus Falls, Minn.

—C. E. Tranchell, Springville, Utah, and H. L. Swan, Waubay, S. D., have sold.

—Henry Heinz has gone to work in Hanson's drug store, West Superior, Wis.

—The affairs of H. L. Arms, Hector, Minn., are in the hands of a trustee.

—Knapp & Co., Rock Valley, Ia., have given a bill of sale.

—Adolph Neuman has gone down into Iowa for a time.

—N. E. Berseng & Co., Eleva, Wis., have dissolved.

—Peter Engeldinger, Hedrick, Ia., will discontinue.

—C. A. Blair, Cherokee, Ia., has discontinued.

—Bernard Libemann has gone to Sisseton, S. D.

THE WORCESTER PLAN.

Worcester, Mass., July 16.

To the Editor:—The Era has done so much in furtherance of proprietary price protection that it is with reluctance that I attempt to controvert your article in the July 4th Era (page 2), pertaining to the Worcester Plan.

Your conjecture is that is would be detrimental to one proprietor if he were to protect the price of his goods if his competitors did not do the same.

In my letter of June 20, a copy of which was sent to you (See last week's Era, page 74—Ed.), I assumed that the price of a proprietary medicine is not the determining factor in its sale; that the merits of the medicine and the influence of the druggist have more to do in effecting sales than the cheapness of price. The soundness of this assumption almost any druggist could verify from daily experience or observation. Corroborative testimony can be obtained from the sale of non-medicinal proprietary goods, the purchase of which depends less on personal preference than the purchase of medicines. The proprietors of the E. & W. collar, the Shawknit Hose, and scores of other articles, did not delay fixing their prices until their competitors did so. Had they thus delayed, their prices would still be unfixed; nor have they failed to market their goods on account of competitors not following their example.

Very truly,
JAMES F. GUERIN.

Pharmacists who specify the "M. C. W." Morphine will make no mistake, as the article is of unquestionable purity, and as beautiful in appearance as any which has been brought to our notice. The Mallinckrodt Chemical Works announce that they supply it in the form of "Flakes" and "Cubes," and offer it at the lowest current prices.

MONTREAL.

Montreal, July 19.

—At this month's meeting of the new council of the Pharmaceutical Association the following officers were elected for the ensuing year: President, S. Lachance; first vice-president, J. E. Tremblé; second vice-president, Harry Willis, of Quebec; treasurer, C. J. Covernton; secretary-registrar, E. Muir; auditors, H. A. Gourlay and A. Goyette, with E. Dubé supervisor for Quebec. Board of Examiners: R. W. Williams, Alex. B. J. Moore, A. J. Laurence, W. H. Chapman, Henri Lanciot and E. Giroux, Jr.

—At the last meeting of the Retail Druggists' Association representatives of each of the wholesale houses were present on invitation of the retail council, the object being to cement a feeling of fellowship and good will between both and for any exchange of views which would further the interests of the entire drug trade in this province.

—Leeming, Miles & Co., who were recently burnt out, on St. Sulpice street, have now one of the finest warehouses and suite of offices in Montreal. Their new building, known as the Mussen block, occupies the northwest corner of Notre Dame street and St. Lambert's Hill, and is one of the busiest centers in the city.

—The many friends of A. J. Laurence will be pleased to hear that he is now convalescent, but will regret to learn that his physicians forbid him taking any active part in his pharmacy during the summer, as they consider a complete rest from business duties will be the only means of restoring him to health.

—Among the list of graduates of Montreal College of Pharmacy two have recently obtained accessory degrees, viz., G. St. Jacques, who has gained the diploma of Doctor of Pharmacy of the Philadelphia College of Pharmacy, and J. C. Sutherland, Bachelor of Arts from Queens College, Kingston.

—W. P. Watson, M. C. P., '86, apothecary to the Montreal General Hospital, has been appointed radiographer to that institution. He leaves shortly for a trip to Philadelphia, where he will study the subject of X-rays, the hospital having decided to get a complete outfit, with all the latest improvements.

—C. Nelson, of the Nelson, McPherson & Sutherland Drug Co., Vancouver, spent last week in the city. He is now on his way to England, where he intends purchasing goods for his company, which comprises six or eight pharmacies in British Columbia.

—The druggists of Westmount have acquiesced with the demands of the councillors of that suburb, and will keep their pharmacies open on Sunday for five hours only, during which hours prescriptions and necessary drugs will be sold exclusively.

—John Cuddy will for the future represent Lyman, Knox & Co. in the west end of the city, while the interests of the same firm will be looked after in the east end by Messrs. McGarrity and Lafreniere, late of Kerry, Watson & Co.

—Gilmour Bros., whose stock and building were completely destroyed during the great boat of trade conflagration, are now completely settled at their new premises, on McGill street.

—S. Lachance, president of the Pharmaceutical Association, has gone on a trip to the old country. He intends visiting France and Germany ere he returns to Montreal.

—T. J. Quirk and J. H. Harte, two of our west end druggists, are spending a couple of weeks with their families at Notre Dame du Portage.

—A. D. Mann has been successful in having a branch post office placed in his west end pharmacy, corner of Tower and St. Catharine streets.

—W. Furze is at present spending a few weeks at New Glasgow, whither he has gone to recuperate, after his late illness.

—J. E. Brandt has gone to his country seat for a few weeks. J. C. Demault will be in charge during his absence.

—C. J. Covernton is at present visiting relations in Ohio; he expects to return to work in August.

—The Magog pharmacy has again changed hands, and is now in charge of E. W. Prevost.

—J. W. Elcome has gone on a fortnight's vacation to Boston and Old Orchard Beach.

—J. Cavanagh, head clerk for John Lewis, is spending his vacation at Cornwall.

—J. S. Nicholle is preparing for a contemplated trip to England next month.

—R. H. Bryson is summering on his island, near Brockville.

MAINE PHARMACEUTICAL ASSOCIATION.

The Maine Pharmaceutical Association held its thirty-fourth annual meeting at Portland, July 9-11, some of the sessions being held at the Mt. Pleasant House, in the White Mountains. Fifteen applications for membership were received. President H. Boynton, of Biddeford, was unable to be present on account of illness, and his address was not read. The reports showed that eight members have died during the year, one had withdrawn and twenty-eight new members have been added, making an active membership of 281. Percy L. Lord, president of the Maine Commission of Pharmacy, reported that the board had examined 91 applicants for registration during the year. About 125 people joined in the excursion to the Mt. Pleasant House, White Mountains. The following papers were presented: "A Brief History of Cinchona," by J. F. Sanford, Lewiston; "Our Customers, How Shall We Treat Them So As to Increase Their Number," A. G. Gilmore; "Cinchona; History; Methods of Cultivation and Collection; Products and Alkaloids," E. T. Bowers, Lewiston.

The following officers were elected: President—F. R. Partridge, Augusta. Vice-Presidents—D. P. Moulton, Lewiston; F. T. Crane, Machias; G. W. Wiley, Bethel. Secretary—M. L. Porter, Danforth. Treasurer—W. A. Drew, Portland. Executive Committee—Five officers with George W. Dorr, Waterville; S. F. Clark, Portland. These delegates were appointed: New Hampshire Pharmaceutical Convention—Wm. D. Grace, Portsmouth, N. H.; E. C. Marr, Farmington, Me.; J. B. Stover, Bucksport, Vermont Pharmaceutical Association—G. R. Wiley, Bethel; F. R. Buck, Bingham; D. M. Moody, Boothbay, Connecticut Pharmaceutical Association—A. M. Robinson, Bangor; W. F. Norcross; A. H. Snow, Damariscotta. National Wholesale Druggists' Association—Charles Cook, Portland; George L. Fogg, Portland; C. Swett, Bangor. Proprietary Association—A. S. Hinds, Portland; C. M. Hay, Portland; E. C. True, Auburn. National Retail Druggists' Association—D. W. Heseltine, Portland; M. L. Porter, Danforth. Committees On Drug Market—H. B. Fennell, B. R. Lane, J. E. Gould, Portland. Pharmacy—D. W. Heseltine, Percy L. Lord, Calais; J. F. Young, Augusta. Legislation—Seth Wakefield, Lewiston; S. S. Lighthody, Waterville. Papers—L. B. Swett, Bath; W. C. Gawkes, Waterville; Ernest Jordan, Auburn.

Dr. Garst, of the Phenyo-Caffein Co., was present during the session, and addressed the members on the "Worcester Plan," and the association passed resolutions favoring its adoption by manufacturers. The entertainment features included various athletic sports, carriage drives among the mountains, and an informal reception and ball at the Mt. Pleasant House. The time and place for holding the next annual meeting was left to be selected by the executive committee.

—The Iowa Board of Pharmacy, at its recent meeting, granted certificates of registration to D. W. Carey, Red Oak; James T. Burns, Eddyville; John W. Schott, Council Bluffs; Geo. L. Keamie, Story City; Earl Hill, Mt. Vernon; T. C. S. Cooper, Ogden; M. W. Head, Imogene; J. A. Maics, Luxemburg; Peter J. Dustee, Remsen; Harry T. Patten, Clearfield; Charles W. McGuire, Iowa City, and J. J. Underwood, Sharpsburg.

BOOK REVIEWS.

SELECT METHODS IN FOOD ANALYSIS.—By Henry Leffmann, A. M., M. D., professor of chemistry and Toxicology in the Woman's Medical College of Pennsylvania, etc., and William Beam, A. M., M. D., formerly chief chemist of the Baltimore and Ohio Railroad. 8vo, 883 pages, 63 illustrations, cloth, \$2.50 net. Philadelphia, P. Blackiston's Son & Co.

The publication of this book fills a long-felt need, and will find a warm welcome among analysts. As a work on food analysis it is a storehouse of information, not only for the analyst and chemist, but also for the physician and the surgeon. While the book is intended for the needs of practicing analysts and advanced students in applied chemistry, it is not beyond the student with some knowledge of laboratory and analytical methods, for the fact that a great many physical and chemical methods are described in detail to assist in securing uniformity of operation. Special attention is given to the detection of preservatives, artificial colors, and poisonous metals in foods, but the effects of, and means of controlling, food adulteration, being considered out of the province of the analyst, have been omitted. While the work is brevity itself, it covers a wide field by making appropriate deletions, the hiatuses thus made to be filled by the judgment of the student. This book should and will eventually find a place in the working library of every analyst.

THE VALUE OF THE CACTUS.

In southwestern America, in Arizona, Nevada and southern California in particular, there is a wide stretch of arid, sandy desert land, consisting of plain and foot hill, which, according to the saying popular in the West, "will raise nothing but sand and cactus," says the Mexican Herald. Formerly this arid district was much larger than now, but irrigation has taken away the terrors of some portions of it, and the reclaimed districts have been made to blossom like the rose. But great stretches of the original desert, hundreds of square miles in extent, still remain, on which nothing will grow but the various kinds of cactus.

For so many years has the word cactus conveyed to the minds of Americans the idea of something utterly worthless that it is only now, after decades of familiarity, the residents of southwestern America are beginning to realize that in the cactus they have a potential source of immense wealth. Almost daily are new uses being found for the products of the cactus, and the possibility of cultivating the plant is being seriously considered. Although the different kinds of cactus are found in fair abundance all over the great desert, nowhere do they grow in luxuriance. When propagated, however, by cuttings or seed, they grow readily, and the raising of a large crop of cactus would be quite feasible if earnestly undertaken.

There are in the southwest more than 500 different cacti, but the principal are the giant cactus, the *Opuntia tuna*, or cochineal cactus; the yucca, the barrel cactus, and the maguey, or agave. They are all grotesque in appearance, being of almost any conceivable shape. The giant cactus has some branches that reach upward and some that droop. The barrel cactus consists of a thick stem covered with thorns or spines. The yucca looks like a stunted oak, with bunches of spines at the end of the branches, while the maguey consists of a series of great, flat, spiny blades, issuing from a central bulb.

The commercial value of the giant cactus lies in its adaptability to use as paper-making material. With criminal heedlessness Americans have been feeding into the insatiable maws of the paper machines whole forests of trees from all parts of the country, and the denudation of several States is threatened. The giant and other cacti supply a way out of the difficulty of finding suitable paper-making material, since their fibres are in many cases admirably suited to the purpose. The cost would be much lower than that of any other material.

The principal peculiarity of the yucca lies in the character of its wood, which possesses no grain, but consists of an intricate and compactly interwoven mass of

wood fibres. An inventive Yankee has discovered that the yucca weed can be molded into any shape with good results, and he is utilizing his discovery in the manufacture of surgeon splints and other articles. The fibres of the yucca are also peculiarly adapted to the manufacture of an indestructible variety of paper invaluable in the printing of bonds.

When in bloom the cacti bear beautiful blossoms and some of them edible fruits. The giant cactus especially produces a delicious fruit, from the crimson pulp of which the Indians have for centuries made preserves of great excellence. That of the cochineal cactus, or *Opuntia tuna*, is possessed of certain medicinal virtues, being used to allay fever and as remedy for ulcers. From it also a valuable pigment is manufactured. The cochineal cactus is so-called because on it are raised the valuable cochineal dye insects. The fruit of the tuna is known as the prickly pear, or Indian fig, and is highly esteemed in southern Europe, the Canary Islands and Northern Africa.

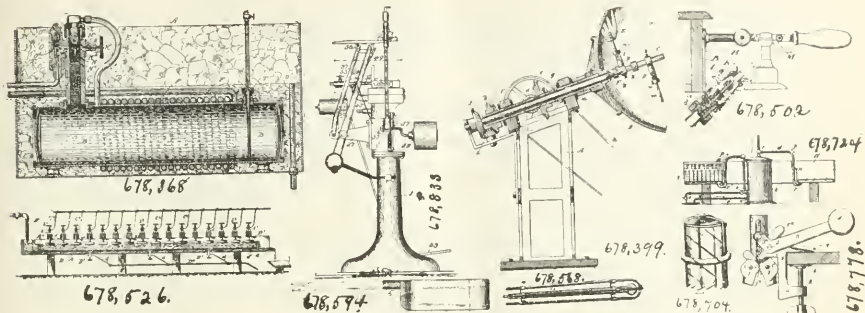
COLORADO PHARMACISTS.

The Colorado Pharmacal Association held its twelfth annual meeting at the Cliff House, Manitou, June 19 and 20. In his annual address the retiring president, Chas. D. Barnes, of Denver, endorsed the work of the N. A. R. D., and deplored the enactment of the recent law requiring druggists to pay a State liquor tax of \$25. A number of interesting papers were discussed at the meeting. Telegrams of congratulation were sent to the Colorado Medical Society, in session at Denver, and to the Missouri Pharmaceutical Association, which was holding its annual meeting at the same time in Pertle Springs, Mo. The following officers were elected for the coming year: W. L. Shockey, Cripple Creek, president; D. Y. Wheeler, Denver, first vice-president; F. F. Witting, Denver, second vice-president; Chas. E. Ward, Denver, permanent secretary; H. F. McCrea, local secretary; J. F. Pezer, treasurer. The next meeting will be held in June, 1902, at Denver, the exact date to be decided by the executive committee. The attendance was not as large as that of some previous meetings, although considerable interest was displayed by those taking part in the deliberations, and a number of applications for membership were received. Considerable credit is due to the ladies auxiliary association, or the "Silent Partners," which contributed to the social features of the meeting.

—At the examination, held by the Illinois Board of Pharmacy, in Springfield, July 9 and 10, the following passed as registered pharmacists: M. Blumenthal, W. Paulds, E. Hoernig, J. C. Krittenbrink, M. A. Levering, F. C. W. Meyneke, F. L. Newman, A. H. Schulze, all of Chicago; E. C. Corzan, Tamaroa; W. Downey, Wenona; E. Evedett, Jr., Atkinson; H. W. Giese, Bloomington; J. A. Houser, West Salem; A. J. Leonard, Chicago Heights; F. M. Leslie, Manito; G. T. Mason, Springfield; F. A. O'Connor, Evanston; E. Peyton, Pinckneyville; F. L. Pfaff, Centralia; C. O. Schlueter, East St. Louis; J. Wilber Tudor, Homer. Assistants—C. H. Althoff, Quincy; J. F. Becker, Freeburg; W. S. Denton, Taylorville; A. Platt, Decatur; F. Simpson, Vienna; I. E. Trace, Chicago; W. C. Wich, Quincy.

The Board of Pharmacy desire to have it distinctly understood that no applicant who has gained his experience in Illinois drug stores will be examined or given an interview until after being regularly registered as an apprentice, and under the new law it is now the imperative duty of the registered pharmacist to see that his apprentice is registered. The next meeting for examination will be held at 144 East 39th street, Chicago, September 24, 1901, at 9 a. m. New applications must be on file in the office at Springfield at least ten days previous to the above date. Under no circumstances will this rule be varied from, and no one will be given the examination who has not complied fully with these requirements. Affidavits from registered pharmacists of time service must be filed at least three days before the examination. Address all communications to L. T. Hoy, Secretary, Springfield, Ill.

PATENTS, TRADE MARKS, ETC.



PATENTS.

Issued July 16, 1901.

- 678,368.—Edward E. Murphy, Revere, Mass., assignor to New Era Carbonator Company, Charleston, W. Va. Carbonating apparatus.
 678,390.—Benjamin F. Hays, assignor to H. N. Fraser, New York, N. Y. Machine for coating tablets.
 678,400.—John A. Hoeg, Christiania, Norway. Distributing-box for powders.
 678,401.—Fritz Hofman, Elberfeld, Germany, assignor to Farbenfabriken of Elberfeld Co., New York, N. Y. Salicylic ether of quinin.
 678,502.—Robert Long, assignor to J. J. McLaughlin, Toronto, Canada. Siphon-filler.
 678,526.—Charles P. Stewart, Oakland, Cal. Apparatus for the recovery of gold from cyanid solutions.
 678,568.—Richard J. Hires, Decham, Wis. Syringe.
 678,594.—John W. Tully, Kansas City, Mo. Case for tooth-brushes.
 678,704.—Frank M. Weir, assignor of one-half to E. G. Bowman, Monmouth, Ill. Non-resalable bottle.
 678,724.—Louis Gangloff, Hagerau, Germany. Apparatus for Pasteurizing liquids in bottles.
 678,732.—Charles M. Hall, Niagara Falls, N. Y. Purifying bauxite.
 678,773.—James Coomber, Chicago, assignor, by mesne assignments, of one-half to A. Krieg, Freeport, Ill. Cork-extractor.
 678,833.—Patrick P. Cassidy, assignor to Boston Bottle Wiring and Labeling Company, Boston Mass. Bottle-labeling machine.
 678,848.—Joseph Kroulik, Rochester, N. Y. Binocular microscope.

TRADE-MARKS.

Registered July 16, 1901.

- 36,744.—Certain Named Medical Compounds and Toilet Preparations. Victor Bergwall, Worcester, Mass. The word "Cassinett."
 36,745.—Hair-Tonic or Hair-Renewer. Samuel Allen Richmond, San Francisco, Cal. The word "Parasitine."
 36,746.—Proprietary Medicine. Oklahoma Drug Co., Oklahoma City, Okla. The trade-name "Quin-India."
 36,747.—Tonic. Knoll & Co., Ludwigshafen, Germany.
 36,748.—Tonic. Andrew McNally, Chicago, Ill., and La Muada, Cal. The word "Kito."
 The word "Triferlin."
 36,749.—Remedy for a Certain Named Disease. Verus Pile Cure Company, Los Angeles, Cal. The word "Verus."
 36,750.—Remedy for Asthma. Ella M. Barton, Poughkeepsie, N. Y. The representation of a pen of fire and a seal.
 36,751.—Remedy for Indigestion. Harry Clinton Hill, Buffalo, N. Y. The letters "P. I. C."
 36,752.—Certain Named Medical Preparation. The Geer Drug Co., Charleston, S. C. The word "Bromalgia."
 36,753.—Certain Named Medical Compounds. Burg Chadwick, Smethport and Bradford, Pa. The facsimile of the Registrant's signature.
 36,755.—Medical Compounds for Internal Use. The Recco Pharmaceutical Co., Worcester, Mass. The word "Reposia."
 36,756.—Rheumatism and Kidney Cure. John W. Trefry, Yarmouth, Canada. The representation of a bouquet of flowers of clover, dandelion, and thistle, with their roots.
 36,757.—Drug for the Treatment of Drunkenness and Drug Habit. Vincent Newton Turvey, London, England. The word "Tacquaru."

36,779.—Certain Named Perfumery. The George Lorenz Company, East Orange, N. J., and Toledo, Ohio. The word "Triumph."

LABELS.

Registered July 16, 1901.

- 8,541.—Title: "Pepsino." (For a Breath Perfume.) The Pepsino Co., Covington, Ky. Filed June 12, 1901.
 8,542.—Title: "Slater's Australian Rheumatism Cure." (For a Medicine.) Arthur Slater, New Decatur, Ala. Filed June 3, 1901.
 8,543.—Title: "Canadian Herbs." (For a Medicine.) Herrick Hewitt Roche, Kingston, Canada. Filed June 21, 1901.

DESIGNS.

- 34,779.—Inhaler. John J. McPherson, Montgomery, Ala. Filed April 29, 1901. Serial No. 58,002. Term of patent 7 years. The design for an inhaler.
 34,782.—Bottle-Filling Nozzle. John H. Fox, New York, N. Y. Filed April 20, 1901. Serial No. 56,798. Term of patent 7 years. The design for a bottle-filling nozzle.
 34,783.—Bottle. John Schies, Anderson, Ind. Filed June 12, 1901. Serial No. 64,353. Term of patent 14 years. 1901. Serial No. 64,358. Term of patent 14 years. The design for a bottle.
 34,784.—Bottle. Frank MacMonnies, New York, N. Y. Filed June 14, 1901. Serial No. 64,355. Term of patent 14 years. The design for a bottle.

Imperial
 PURE FINE PARA RUBBER BANDS
REGISTERED TRADE MARK

OLD HEADS
 IN THE BUSINESS SAY

**"THEY ARE
 THE BEST
 EVER MADE"**

THE GOODYEAR TIRE & RUBBER CO.
 EAST AKRON STATION
 AKRON, OHIO.

A New Departure.

Lehn & Fink, the wholesale druggists and manufacturing chemists, of this city, have recently inaugurated a Sundries Department. The plans for its operation are conceived and executed in accordance with their established standard. Particular attention is being given to high-grade bristle goods—hair, nail and tooth brushes, to Chamois Skins, Suspensory Bandages, tin boxes, ornament jars, etc.

Among the specialties that are at present attracting an uncommonly wide circle of proper attention one of the most interesting and useful is "The Holdfast," a rubber shower-bath spray that stays on. It is adjustable to any style of faucet, and so constructed that the pressure of the water only tightens its grip. There is an increasing tendency among physicians nowadays to recommend cold baths, along with cutaneous friction, for all nervous ailments. The best method of combining these two elements of treatment is by applying a swift spray to the body, the force of the stream acting as a substitute for rubbing of the skin. Therefore, shower-bath sprays are to be considered among modern therapeutic agents. They expel effete matter from the cuticle and impart to it a salutary stimulation. In cleansing the hair and scalp their efficacy is incomparable. Hitherto the use of shower-bath sprays has been limited, because of the annoyance they caused by repeatedly becoming detached. Henceforth, however, we may know the luxury of an invigorating shower-bath and a penetrating shampoo without stopping every now and then to replace the rubber tube on the faucet, for the Holdfast does not come off so long as the water is running. It has fulfilled a long-felt desideratum.

The Relation of Fixtures to Business Success.

In his announcement in this issue Mr. Bangs calls attention to the progressive spirit of the present generation, and to the fact that every person, who lives by and with a community must follow or lead the spirit of that community. Mr. Bangs specially points out the fact that the druggist who tries to get along with a poorly fitted store is badly handicapped in the race for success. He does not claim that the fixtures will take the place of ability and energy, but intimates that one of the signs of great ability is the power of perceiving the necessity of utilizing every facility that leads to easier roads. He claims that a druggist with an attractively fitted store, but who possesses no better general education or pharmaceutical training than his competitor whose store is poorly fitted will travel much more quickly and easily to the goal of success. Unquestionably, Mr. Bangs is right. Druggists who contemplate additions to or changes in their store fixtures should write to C. H. Bangs, President, C. H. Bangs' Druggists Fixtures Co., Jewelers' Bldg., Boston, Mass.

A New Nail and Corn File.



This little article possesses many desirable features not usually found in so small a file. It is made of cold-rolled steel, tempered very hard, yet it is fairly flexible and not liable to fracture. The ends are beveled and polished, making it a most excellent manicure instrument. It may also be used to take the place of sand paper files, which have lately come into vogue for filing corns. Each file is in a leatherette case, which come one dozen on an easel. They retail at 10 cents, and the druggist pays 75 cents a dozen for them. They are manufactured by J. C. Kenyon, Owego, N. Y.

Profitable Preparations.

The proprietary preparations made by the P. L. Abbey Co., Kalamazoo, Mich., are well known as those on which the druggist can make a most excellent profit. They are goods which sell well, which please the customer, and which induce second orders. Price list is sent to any druggist who will write for one. Kalamazoo is the center of the celery growing district of the United States, and preparations of celery made in Kalamazoo have a world-wide reputation.

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—At the recent meeting of the Wisconsin Board of Pharmacy, held at Manitowoc, W. R. Klingholz, Manitowoc, and W. F. Diedrich, Ripon, were given licentiate certificates, and G. W. Douglas, of Norwalk, was licensed as a registered pharmacist. Assistant's licenses were granted to C. H. Barnstein, Manitowoc; J. B. Bardowski, Milwaukee; O. H. Herman, New London; N. H. St. John, Janesville; P. A. Born, Sheboygan; S. F. Ptak, Milwaukee, and C. Zechel, Manitowoc. Registration certificates were granted to C. H. Welty, Milwaukee, and H. Gildenberger, of La Crosse, both registered pharmacists from Iowa. Two cases are pending in Marinette county against dealers, Dr. J. R. Currens, of Two Rivers, President of the State Board of Medical Examiners, was present at the meeting.

The Pharmaceutical Era.

EVERY THURSDAY.

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SEE LAST READING PAGE FOR COMPLETE
INDEX TO THIS NUMBER.

URINALYSIS FOR THE PHARMACIST.

One of the most valuable diagnostic agencies at the command of the physician is the analysis of urine. This secretion not only serves to carry off the normal effete and exhausted products of the system's activity, but gives quick notification of morbid changes, of alteration in tissues and fluids and malassimilation of nutriment, giving instant alarm of dangerous conditions prevailing or likely to prevail. Variations in the proportions of normal constituents in the urine and the presence, character and quantity of abnormalities must be known to the physician if he is to intelligently and successfully combat disease. By life insurance companies urine analysis is, and justly, regarded as a factor of prime importance in determining the advisability of a risk.

But the analysis, who is to conduct it? The physician, in his daily round of activity and responsibilities, finds it difficult, even impossible, to personally make the examination, and must call upon some one qualified and who has the necessary facilities and time to do the work for him. Here is where the pharmacist comes in, and many have grasped the opportunity and succeeded in building up a very remunerative little business in this line of professional work. Aside however, from the financial reward which may be secured, the pharmacist is peculiarly the one who should do this work, and who is the one best fitted for it by his professional training and relation to the medical man. The pharmacist is the physician's right hand in many another capacity, why not in this? He knows more chemistry than the doctor, he need not be biased

by personal knowledge of the patient under treatment, he can draw his conclusions from the facts he discovers during the analysis, and from these alone. He is not bothered or influenced by any knowledge of the patient's idiosyncrasies or habits of life and diet. His report, because of all this, is the more reliable. The great number of papers on this subject which have appeared in pharmaceutical literature within the past few years evidence the interest that has been taken in the work by many successful pharmacists. They all say it has been a most satisfactory means of increasing their revenues and one of the ways of advancing their standing in the community.

THE CALIFORNIA PHARMACY LAW.

Pharmacists in California are very much interested as the present time in discussing the constitutionality of the pharmacy law enacted by the legislature of that State and approved March 15. Those who are opposed to the law give as reasons for their opposition that the law discriminates, in that, while retail druggists and their clerks, as the handlers of poisons and the compounders of prescriptions, are compelled under its provisions to be registered as pharmacists, there is no provision whatever for the registration of wholesalers and their clerks. And while the retailers employ none but graduates in pharmacy, or men expert through long years of experience in the handling of prescriptions and familiar with chemicals and their combinations, the wholesalers, it is claimed, in many cases employ boys and cheap assistants. Those opposed to the law claim that the mixtures of the wholesale dealer reach as many or more sickbeds than the prescriptions put up behind the prescription counter by graduates in pharmacy.

Another reason for opposition to the law by some is in the matter of collecting back fees. Under the old pharmacy law, repealed by the passage of the present act, there was a certain laxity in the collection of registration fees, and many druggists, it seems, allowed their fees to fall into arrears, not through inability or unwillingness to pay, but simply because the secretary of the old board did not make sharp collections. It has been ruled by the new board that all such men who are in arrears under the old law must, before they are registered under the new, make up such arrears, or else submit to a new examination by the State board before they will be registered and permitted to practice their profession in California. These individuals claim that the hardship in this lies not in the exaction of the money, which is a small matter, but in the compelling of men who have committed no fault to take time from their business to

cram for an examination, which might do either for school boys with no practical knowledge, but which also might stump the more expert pharmacist who had not kept up with his studies. Under the new law graduates in pharmacy are compelled to take the examination the same as other individuals, and of course this causes dissatisfaction with some.

In reading over the law we have come to the conclusion that in the main, it is a good one, and it is to be hoped that it will be given a trial. Only thoroughly experienced men should be allowed to practice pharmacy, and the new law seems to provide for these.

AN ENGLISH DECISION IN THE CUT-RATE PROBLEM.

An interesting decision regarding the cut-rate problem has just been handed down in England, which is virtually collateral with the American decision in the Phenyto-Caffeine cases. An English manufacturer sold some of his products to a jobber who gave a required written agreement not to job to cutters, but to require of the retailers to whom he would sell the goods a similar signed agreement to maintain prices, nor himself to sell below a certain figure. The jobber violated the contract by selling some of the products in question to a retailer of whom he did not demand an agreement to uphold the stipulated range of retail prices. The manufacturer immediately brought suit against the jobber for an injunction to restrain him from selling the goods below the stipulated price, and also for damages from both the jobber and the retailer. The decision of the judge, in effect, was that, despite the defendant's contention to the contrary, the contract between the manufacturer and the jobber was valid, and that the jobber violated it by failing to require of the retailer the required agreement regarding retail prices. But the judge would not grant an injunction as to past action nor as to future, but informed the plaintiff that his only remedy lay with himself—refusing to sell goods to the defendant. This brought the suit down to a question of damages, admittedly merely nominal. As to the suit against the retailer, the action failed. The judge said that the plaintiff could sue only on a contract, and there existed none between him and the defendant. While the suit for an injunction failed, the fact that the contract in the eyes of the law was valid is an ample justification of the manufacturer, and will serve as a notable precedent.

PHYSICIANS AS PHARMACISTS.

In the report of the secretary of the Missouri Board of Pharmacy, read at the recent meeting of the State Pharmaceutical Association, the statement was made that during the few months in which physicians were allowed to register as pharmacists on their medical diplomas 2,242 physicians had been granted certificates. This state of affairs seems to call for a few words of comment. The law for licensing pharmacists to sell drugs is designed to protect and sustain that business, not to hamper it. It is to protect the public against incompetency, and to protect the pharmacist against the professionally unqualified. A certain class of physicians of Missouri is not different from a similar class in other states. There

has always been a lot of these fellows clamoring for the privilege of entering the drug business. There can be no objection to this, provided they prove their competency as pharmacists. Any man possessed of a thorough knowledge of his calling has a feeling of confidence in his ability, and fears no examination to ascertain his qualification. It is the incompetent who fears the examination, and it is he who tries to sneak in by the back door. The training obtained by the medical student and the practitioner is not of a pharmaceutical nature, and this fact is appreciated by worthy followers of the profession of medicine. They realize that for the proper compounding of a prescription is needed knowledge of a kind different from that embodied in the ability to correctly write it. The study of the effect of drugs is very different from the study of drugs themselves.

THE LATEST COLLEGE YELL.

We believe it was Dr. Holland who remarked that he trembled to think how many entered the medical profession because they had neither piety enough for preaching nor brains enough to practice law. He even felt so badly, it is said, that he heaved a sigh for the human race when he thought of the great army of little men yearly commissioned to go forth into the world with a case of sharp knives in one hand, and a magazine of drugs in the other. The good doctor was generally sound in most of his reasoning, and argued that there must be something conditionally wrong with our educational system or our political institutions to produce such a condition. But how would the following have influenced him?

"Well man, sick man, dead man—stiff!
Dig 'em up, cut 'em up—what's the diff?
Humorous, tumorous, blood and gore!
Syracuse medicos, 1904!"

This may seem to some like an exercise in onomatopoeia, where the sound of the words bears a resemblance to the signification; but it is not. It is the college yell adopted by the medical students of Syracuse University, and which comes to us via San Francisco.

FAILURES IN THE DRUG BUSINESS.

In a recent issue of Dun's Review is given some statistical information of business failures according to occupation, and also to size, for the second quarter of the year, April to June inclusive. This record is most instructive, for an aggregate of liabilities or a number of mercantile defaults has value, indicating in a general way the condition of business. Thus, there were 11 failures of manufacturers of chemicals, drugs and paints, against 10 for the same period in 1900; 9 in 1899; 14 in 1898 and 14 in 1897. The liabilities for these failures were \$270,459 in 1901; \$299,629 in 1900; \$329,100 in 1899; \$117,626 in 1898 and \$111,525 in 1897, or an average of \$24,587 for each failure. Among dealers in drugs and paints there were for the same period 71 failures in 1901; 59 in 1900; 62 in 1899; 95 in 1898 and 107 in 1897. The liabilities were \$308,330 in 1901; \$310,426 in 1900; \$347,356 in 1899; \$416,880 in 1898 and \$526,877 in 1897, or an average of \$4,342 for each failure. These figures may be taken to indicate a comparatively prosperous condition of business throughout the country.

Laboratory Notes.

THIS DEPARTMENT is designed to afford an avenue to publicity for the large amount of valuable scientific material to be found in the laboratories of the pharmaceutical manufacturing houses, but which heretofore has not been published because of lack of suitable facilities. Investigators in these houses are continually gaining information, making discoveries, improving processes, testing trade commodities, making scientific investigations, etc., in the line of their daily work, which are not strictly trade secrets, but which, on the contrary, if given for publication, would prove of great utility.

The department also includes results of investigations by the individual pharmacist, chemist, teacher, or experimenter which have a direct bearing upon pharmaceutical progress. Short notes and paragraphs relating to simple processes, solutions of practical problems, improvements in manipulation, etc., are especially desired, and every one is invited to contribute.

All contributions are printed with full credit to those making them.

DETANNATED FLUID EXTRACT OF CINCHONA.

Recently we had occasion to examine some of the market preparations of cinchona, and were rather surprised at what was furnished for fluid extract of cinchona detannated.

Of the three different makes examined only one gave evidence of having been prepared directly from the drug, and this one was sadly deficient in its alkaloid content.

Below are tabulated the results obtained:

No.	Alkaloids.	Tannin.	Sulphates.	Chlorides.
1	 3.23 per cent.	Absent	Present	.....
2	 4.45 per cent.	Absent	.....	Present
3	 0.50 per cent.	Present	Absent	Absent

No. 1 was of a deep red-brown color, and was both artificially colored and flavored.

No. 2 was of an amber color and possessed a purely alcoholic odor, having none of the characteristic aroma of the bark.

No. 3 was of a deep greenish-brown color, had a pronounced acid reaction, and a peculiar odor somewhat suggestive of pyroligneous acid.

In addition to this there was present iron, probably held in solution as a tannate by the acid present, some of the organic acids possessing this property.

Laboratory of W. R. LAMAR.

SCHIEFFELIN & CO.,

New York.

NOTE ON CERTAIN PRECAUTIONS IN WEIGHING GLASS CONTAINERS.

The tare of a glass beaker or flask is generally assumed to be an absolutely constant quantity. It must be verified from time to time on account of the possibility of loss of substance through abrasion, but under ordinary usage and losses should be infinitesimally small.

Not long since, when verifying the weights of some tared beakers that had been recently washed and dried by wiping, in order to make sure that they were thoroughly dry, I wiped them carefully again immediately before weighing them.

In each case the beaker was found to have lost apparently from two to four milligrams in weight. On weighing after an interval of half an hour, the beakers were found to have regained their ordinary weight.

I have since made the experiment repeatedly, and generally with the same result. The beaker may have been kept for some time in a desiccator before weighing; still, wiping would seem to lower its weight. If placed in the desiccator again for fifteen or twenty minutes the weight would come back to normal.

I cannot be sure that the change in weight is not due solely to warming of the beaker by friction during the wiping. One would not expect so marked an

effect from this cause, and yet it would be safer always to assume that such a change had taken place and allow time for the beaker to come to the room temperature before weighing.

However, while experimenting on the effect of wiping dishes, I discovered that it was possible to produce electrical disturbances which affected their apparent weight to a much greater extent than is liable to occur from any possible warming by friction. A small beaker electrified by wiping with a silk handkerchief apparently gained in weight fully 50 milligrams. In dry weather in winter merely passing the coat sleeve over the surface of a beaker, as one may do thoughtlessly, or to remove possible particles of dust or sand, may cause sufficient electrical disturbance to affect the weight notably.

The point to bear in mind is that when it is necessary for any reason to wipe a glass container that is to be weighed, it should be allowed to stand afterwards at least ten minutes before it is put on the balance.

It is not an uncommon thing to find that organic substances become spontaneously electrified when dried. I have observed this especially in quinine sulphate. It is easy to see how erroneous results of weighings of such substances may occur.

Further experiments will be made to ascertain whether the loss of weight that occurs in wiping glass containers with an ordinary towel is due to change of temperature simply, or to some other cause.

Laboratory of

A. B. LYONS.

NELSON, BAKER & CO.,
Detroit.

ASSAY OF FLUID EXTRACT ACONITE ROOT.

In No. 26, Vol. XXV. of the Era, Lyman F. Kebler recommends a method for assaying aconite root and leaves, by extracting the drug with lighter ether-chloroform and ammonia. We also have applied this method as well to the drug as to its preparations for several years, but instead of using 10 per cent. ammonia water we later on used 5 per cent. sodium bicarbonate solution for liberating the alkaloid, as we found that in applying the latter, the resulting amount of alkaloid was somewhat higher, probably due to a partial decomposition of aconitine when using caustic alkali.

For assaying the fluid extract the following process was used: 10 Cc. of the extract was mixed with about 5 gr. of oak saw-dust, and the alcohol removed by moderate heat. The saw-dust was then transferred to a 6-oz. bottle, 75 Cc. of ether, 25 Cc. of chloroform and 10 Cc. of a 5 per cent. sodium bicarbonate solution added, and the mixture shaken well for some minutes. After standing for 2-3 hours, the mixture was shaken once more, and after becoming clear 50

Cc. of the fluid were poured off into a separator and shaken with three successive portions of 25, 20 and 15 Cc. of 2 per cent. sulphuric acid. The combined acid solutions were rendered slightly alkaline with ammonia water, and shaken with three portions of 30, 20 and 15 Cc. of a chloroform-ether mixture (equal volumes). The chloroform-ether was evaporated at a low temperature, and the residue, after treating it twice with ether to expel last traces of ammonia, was titrated in the usual way with decinormal sulphuric acid and centinormal caustic potash, using hematoxylin as indicator.

The same results were obtained when using for extraction amylac alcohol instead of ether-chloroform. The resulting alkaloid was very pure, light yellow in color, and of a varnish-like consistence.

As a third method, Prollius' fluid was used as menstruum. This, however, cannot be recommended, as the results are much lower than by extracting with ether-chloroform or with amylac alcohol. The average results of several assays of the same fluid extract were:

- I. Ether-chloroform extraction.....0.735 per cent.
- II. Amylac alcohol extraction.....0.735 per cent.
- III. Prollius' fluid extraction.....0.696 per cent.

A method to determine the aconitine by the amount of acetic acid obtained by hydrolysis was worked out in this laboratory some years ago, but without any satisfactory results.

The methods above apply equally well to fluid extract of aconite leaves.

Laboratory of A. R. L. DOHME,
SHARP & DOHME, H. ENGELHARDT.
Baltimore.

AN ADULTERATED PENNYROYAL OIL.

In connection with the investigation of the chemical composition of the oil of *Pycnanthemum lanceolatum* Pursh. (Pharm. Review, 16, p. 414.), Mr. F. W. Alden had occasion to examine a sample of pennyroyal oil that had been purchased for the purpose of making pulegoneoxime. The oil was labeled "Oil, Pennyroyal, Discolored," by the druggist, but should have been labeled "grossly adulterated" as well. Its specific gravity was 0.960, whereas the U.S.P. requires 0.93 to 0.94. Besides being a thick liquid it was so dark that the angle of rotation could not be determined.

Before distillation with water vapor 57 per cent. of volatile products were obtained, a residue of 42.6 per cent. remaining in the flask. By means of the Prussian blue test the presence of iron in the residue was ascertained. This was probably the cause, in part at least, of the dark color of the oil. The oily distillate had a sp. gr. of 0.8843 and a rotatory power of $+9^{\circ} 27'$ min. The rotatory power of the oil, according to G. H. & K., "Volatile Oils," p. 618, varies from $+18^{\circ}$ to $+22^{\circ}$. The low specific gravity with a noticeable odor of turpentine readily indicated at least one of the adulterants.

The oily distillate, about 35gm., upon fractionation yielded the following results:

Fraction 155-165°	15 ccm.
Fraction 165-175°	7 ccm.
Fraction 175-188°	4 ccm.

The first fraction was dextrogyrate $9^{\circ} 57'$ min., sp. gr. 0.8678. Further evidence of its being turpentine oil was brought by the chemical test for pinene: To a mixture of 5 ccm. of the fraction with 5 ccm. of glacial acetic acid and 6 ccm. ethyl nitrite, kept cold in a freezing mixture, a mixture of 3 ccm. concentrated hydrochloric acid with 3 ccm. glacial acetic acid was slowly added with constant agitation. The white precipitate which resulted was removed with the aid of a force filter, and washed with methyl alcohol. It was then digested with an alcoholic solution of potassa for about half an hour, the mixture poured into ice water, neutralized and the precipitate filtered. It was further purified by steam distillation and dried in a desiccator. The melting point of this substance and that of nitrosopinene, taken side by side, agreed.

In as much as pinene is not a constituent of pennyroyal oil, it may be assumed beyond doubt that tur-

pentine oil had been added as an adulterant. The amount of pinene present, together with the resinous residue upon steam distillation (42.6 per cent.) led one to suppose that the "discolored pennyroyal oil" in question was nothing more or less than a solution of rosin in turpentine oil, flavored with some pennyroyal oil. The storage of such a product in tin cans (hence the iron and color), is but in keeping with its composition.

EDWARD KREMERS.

University of Wisconsin,
Madison, Wis.

SHOP TALK.

Said a New York druggist the other day, "The photographic side line is doing better this season than for several years past. My sales for June and the part of July we have passed are fully double what they were in the corresponding time last year. This I attribute partly to the revival of the 'camera fiend' and the decadence of the 'wheel crank,' and partly, to the fact that I took opportunity, like time, by the forelock. I have rigged up a dark room over there in the corner where amateurs can develop their plates and refill their plate-holders, and so on. My only charge for the use of the dark room is for the developer, and," he said with a smile, "I assure you that is no insignificant part of my revenue in this line. I have advertised this convenience in neat little circulars, and also that I will do the finishing myself charging but moderately for it. O, yes, I am very well satisfied with the photographic side-line. The little circulars I got out were really neat. I made some photographs of very pretty country views, and they were really good. You know, I'm graduated out of the amateur stage. I took great pains in finishing the photographs and then had an excellent half-tone cut made of each view. These cuts incorporated into my circulars made fetching ads, and well—I'm reaping as I've sown."

* * *

A large sign with the word "Morgue" on it in a drug-store window is gruesomely suggestive and sufficient to hold the attention of the least curious of persons. A Harlem druggist has a most striking display of which the "Morgue" sign is a feature. In the front of the window are a number of bottles containing what a neat card attached to them calls "sure death to insects of all kinds," and proceeds to enumerate a various and long list of them. Behind this, on a little platform are ranged a score or more of bugs and other insects upon their backs. They were composed, apparently, some of wood and others of stamped tin, all colored and having a fair resemblance to the originals which they were intended to represent, and ranging in size from about one to three inches in length—mammoth of their kind. This was the morgue. Each "corpse" had a little sign attached to it, on one of which was written, "Identified—Name, Mr. Bedbug, Address, Our Bedstead"; and on another, "Mr. Cockroach, Our Kitchen"; and so on through the whole range of insect pests, not omitting the Jersey Mosquito.

* * *

According to a story that comes from a town in Southern Minnesota, two rival druggists there recently gave each other little love taps quite original in character. One of them, J. Doe, slyly tampered with the drugs of the other, R. Roe, substituting an astringent for a cathartic. The consequence was that many cures were brought down upon the heads of the physicians who got their drugs from Roe. Before long Roe barred the truth and found who the author of the mischief was. One day, not long after, a customer while in Doe's store called his attention to the fact that in the big sign outside, "J. Doe, Pharmaceutical Chemist," somebody had changed the "J" in chemist to an "e." And J. Doe didn't have to advertise or employ a detective to find out "who did it."

BUSINESS PHARMACY.

The Experience of Druggists with Profit-Bringing Methods. Hints and Suggestions. Original Papers from Practical Business Druggists. The Various Phases of Drug-Store Management and Economy.

SUGGESTIONS FOR THE DRUGGIST.

By NORTH CAROLINIAN.

If one were to attempt to write under the above title without saying something that has already been said in the Era he would be forced to search about considerably in order to get material to begin with. Repetition of "business pointers" and suggestions will do none of us any harm. I think it would be a good thing for all of us to save the different articles that have appeared in this journal under the head of "Business Pharmacy," and read them from time to time. It would surely be of an incalculable amount of benefit to us.

There are a lot of small things that go to make up a progressive drug store. I fully believe that it is absolutely necessary for the successful druggist to be a master of all details of the drug store.

We might begin to enumerate them. Say we start with the proper labeling of packages and bottles. Bundles, like packages of salts, sulphur, etc., should be wrapped with two wrappers, and the label should be neatly pasted on both inner and outer wrappers, instead of simply sticking it on the outer one. Because, when the customer gets ready to use the contents, he almost always tears off the outer wrapper and throws it away. You see the situation, a half pound of Rochelle Salt without a label—the customer takes a dose and puts the balance away. Probably a week later he wants another dose. He finds the package, but no label, and you could not persuade the average person to take another dose out of that package with anything like human argument. He simply says it was your fault, and makes his next purchase at another drug store. Another thing: the label, which should be a neat one bearing your name, or the firm's name, serves as an advertisement by keeping your name before your customer and preventing his forgetting you. Whenever a bottle with a label bearing the name of another drug store is brought to you to be filled with the same medicine as is indicated by the label, always remove the label and put one of your own on. It serves as an advertisement. For instance, in many homes the camphor bottle occupies a conspicuous place, and if it bears your label it may help to bring you a customer or two. Always place the label, without too much paste on it, on the front of the bottle, a little above the middle.

Never be idle, be doing something, it "keeps up appearances," and there are a very few people who do not admire industrious folks. When there is nothing else to do straighten the bottles on the shelves, dust them off, run over the patents and the entire stock, and find out what is running low and place it on the "want book," which should be kept as properly as your ledger. It is a serious thing to be out of any drug—it is assisting your competitor. It takes but little experience to find out that it is impossible to keep up your stock without a want book.

When we have nothing to do around our stores we are getting ready for a busy day by wrapping up five and ten-cent packages of salts, sulphur, copperas, borax, alum, etc. When you have plenty of time you can wrap up a neat package, whereas in a rush you often make a very untidy looking one, which is a poor advertisement for a drug store.

Keep abreast of the times. Read the newspapers and know what is going on generally. A druggist is supposed by all to be a wide-awake person. Read the drug journals from one end to the other, advertise-

ments and all. It won't hurt you to read the ads. You may run across some bright ideas, something that will help you to get up an ad. of your own.

Keep up with the changes of prices in the drug market. Always keep the latest quotations where you can quickly get your hands on them. The trade supplements of the drug journals will serve you excellently for this purpose.

Keep a formula book, in which have a copy of the formulas of your own preparations—which should make a long list. I believe the proper name for a formula book like our's would be the Druggist's Scrap Book. I have copied in such a book the formulas of all our preparations, among which are cough syrups, vegetable pills, magic toothache drops, corn cures, headache salts, liniments, horse and cattle powders, etc., all good ones, too. I guarantee all of them, and seldom have to take one back. I have posted in this book most excellent methods, cut from drug journals, for preparing almost anything, as cold cream, elixir, iron, quinine and strychnine, lactated pepsin, etc. I also have copied in it all the veterinary remedies of the neighborhood. It is very easy to get a long list of these remedies in a country where there are stock dealers, who come in and have prepared for them their favorite colic preparations and the like, and when they leave I take down the formulas, and get some good ones, too, that sell and bring a profit.

Nowadays, it is absolutely essential for a druggist to handle insecticides. To handle them successfully, it is necessary to have a knowledge of the different plant destroyers, and the best preparations for their destruction. Secure the publications of the experiment stations of your State and of the Government. They cost you nothing, and always publish the latest and best methods and remedies for destroying cabbage insects. Only a few days since a gentleman asked me what would destroy cabbage lice. On page 657, of the Year Book of 1898, the United States Department of Agriculture showed that kerosene emulsion would do the work, and having some made up, I could immediately supply his wants. On page 660 of the same book you will find an excellent method for preparing kerosene emulsion, which, by the way, is a good seller with us at this season of the year, as it destroys grapevine enemies, potato bugs, cabbage worms, and lice—very warlike beings, at the present time. We would be in the dark if we were to attempt to get along without keeping on hand good quantities of Paris Green, bisulphide of carbon, coal tar, kerosene, benzine and turpentine.

In other words, be strictly up-to-date in everything, and be courteous and economical.

HOW TO MAKE THE DRUG STORE PAY.

By GEORGE W. HAGUE, Ph. C., Hempstead, L. I.

To make a drug store pay requires just as much study and hard work as it does for a student to pass through a college of pharmacy. To make a store pay depends on conditions; the locality, class of people, composition, etc. No man can start a store in some far off city and tell how he is going to run it before he gets there and learns the people. I have been employed in about a dozen drug stores, and find that no man under any conditions can make a success of his business unless he is clean, honest, careful and reliable.

Now, to begin with, open the store promptly at a quarter of seven, to catch the mechanics going by

your store mornings to work, and also to have the cleaning done before the other trade begins. Now that the opening time is settled, live up to it; don't be ten, fifteen or twenty minutes late every morning, as it is sure to hurt your stand, and morning patrons are always in a hurry.

The cleaning should always be lived up to; the show cases polished every morning, the windows at least once a week, the fountain and glasses every morning, for no one cares to drink soda water in a dirty store.

Allow no foul talk in the store, or loud laughing among yourselves. Never come out to wait on customers with a scowl on your face, no matter what you may have on your mind. These little things will make more difference to a business than one naturally supposes.

Postage stamps in a drug store are a nuisance and also a loss. This I find to be a fact after careful study. When you pay a clerk fifteen dollars a week to stand behind the counter and sell stamps all day, how are you going to benefit yourself? Out of every dollar's worth of stamps you handle there will be at least one stamp ripped so that it cannot be sold.

All physicians write prescriptions; some write many, others write few. Some write for a class of preparations you can make but little on, others write for a class of preparations you can make a big profit on. The physician who writes for the latter class is the one to go for. Write letters to him. Tell him that you have in stock the class of preparations for which he writes. Also tell him that you can do justice to him and his patients by giving the kind of goods he writes for, and also say a word about your competent assistants.

Don't stop here, but write to the dentists and tell them of your different mouth washes, tooth brushes, tooth cleaners, and the different things you have for neuralgia. Also write to the veterinary surgeons and tell them of your long experience in preparing this kind of prescriptions, etc., etc. Send printed circulars to the housewife, and tell her you keep cloves, cinnamon, mustard, celery seed and all kinds of spices, also cream of tartar, bicarbonate of soda, etc. Tell her you can make her a superior baking powder, etc. This is one branch of the business which should be stimulated more than it is. If no one in your store smokes it might be found profitable to keep cigars, but if you and several of your clerks smoke, you are apt to lose money with all your systems.

Employer's relation to his clerks. I am glad the Era has given this as one suggestion to write on. I could write a book on this subject alone. There is nothing that will help your business so much in the long run as kindness to your clerks. You can't give your clerk a good tongue-thrashing and then expect him, after it all, to turn around and work for your interest. Allow him time to talk to his friends when they come in to see him. If he knows a few little pointers that you don't, allow him to exercise them. Don't be stubborn. If you ill-treat your help, they will only sit down and take it easy when you are away. They will also let the business run down.

Sunday should be, as much as possible, a day of rest. The window shades should be pulled half way down, and the fountain and all cases should be covered up, and only medicines sold on this day. The store should be closed early in the evening. People eat on Sunday, but they get their supplies the day before; they can do the same with regard to their drug store supplies.

Have on hand a full line of your own preparations, and set them on the show cases where they will sell on sight, also recommend them. Your own toilet preparations should be colored, pleasing to the eye, as they will sell much more readily.

Label everything you send out: not because it is the law to do so, but do it to advertise your business. This will keep your place of business before the public. No matter how busy I am, I always remove another druggist's labels and put on my own, when refilling a bottle.

Buying is an important feature in considering how to make a drug store pay. Pay cash and buy in gross lots when buying patent medicines, and get the liberal discounts which are offered to you. If you are not able to buy in such large lots as a gross, form a buying club with a few of your friends and all buy in gross lots between you and divide up. Take about five other friends, making six in the club. If you are all honest men, you can buy cheaper than others with less capital.

When ordering from your jobber, make everything plain; it will save you no end of trouble and disappointment.

Dress your windows to suit the seasons. In the spring put in blood medicines, at Christmas time, articles suitable for presents, etc., and back your effort up with advertisements. Don't be helpless and don't be wild.

THE USE AND ABUSE OF FOOD PRESERVATIVES.*

Some Common Methods of Preserving Food.

By W. D. BIGELOW.

Assistant in Charge of Food Investigations, Division of Chemistry.

In hot, acrid regions the question of the preservation of food is of little interest. An animal may be slain and its carcass hung in the air to dry. Other foods keep correspondingly well. Putrefaction and decay are almost unknown. On the other hand, wherever climatic conditions favor decay this question becomes important, especially for those who live at a distance from markets and who kill and preserve their own meat, and for those who, either on land or sea, are for a number of days remote from a source of supply.

The methods most commonly employed for preserving food, by drying and smoking and with salt, vinegar, alcohol and sugar, have long been known. Some of them are probably as old as civilization itself, and, indeed, are not unknown to many tribes of savages. We are told by Herodotus that the ancient Egyptians were conversant with the art of preserving meat with salt, and six centuries before the Christian era Cyrus sustained his troops on long expeditions with salted meat. The aborigines of North and South America were accustomed to cure their meat by smoking or "jerking" (tearing from the bone in long strips and drying in the sun), according to the requirements of the climate. The preservation of meat by salting, drying and smoking is practised in Oriental countries by a number of the Mongolian tribes, including the Tartars and the Chinese. It is a matter of common information that these methods are still employed largely in civilized countries, and not alone by those in rural districts who preserve their own meat. Our large packing houses smoke immense quantities of meat with hickory wood. One establishment in Chicago has 43 smoke houses, each of which holds 60,000 pounds of ham or shoulder, or 120,000 pounds of side meat, besides 11 houses of half that capacity. Meat so preserved is recognized as wholesome. It is not always suitable for the sick room, but its taste is a sure indication of its character and the method of its preparation. This makes it impossible to mistake these products for fresh meats, and thus removes the great temptation to fraudulent practice that attends the use of tasteless preservatives. The preservation of meat by freezing has always been practiced, and in localities where the temperature favors this method nothing else is to be desired. Until recently, however, this method has necessarily been of limited application.

Introduction of Chemical Food Preservatives and Their Effect.

Within a quarter of a century numerous new methods for the preservation of food have been introduced, and the use of some already known has been

*Yearbook of U. S. Department of Agriculture, 1900.

developed. Some of these methods have been wonderfully beneficial, others are of questionable nature and value, and still others are open to the most weighty objections. The refrigerator has become a household article, the ice machine has been invented and perfected, and cold storage established in packing house, market, car and boat; the antiseptic and toxic properties of chemicals have been studied, and the preparation and sale of chemical preservatives have become a distinct industry.

It is now a common thing for wholesale druggists, grocers, dealers in dairy supplies, and especially dealers in butchers' supplies, to advertise as a recent discovery some article of "wonderful preservative properties—but entirely wholesome."

On account of the perishable nature of many foods, it is obvious that a substance having the properties claimed for the various commercial food preservatives would be of incalculable value. At the same time it is of the utmost importance that nothing should be added to foods which is toxic in itself, or which interferes even to the slightest extent with the process of digestion. This last point is especially important in its relation to invalids and children. Food treated with antiseptic drugs may perhaps be eaten with impunity by adults who are in good health, and yet turn the scale against an infant or invalid whose life is in the balance; and, indeed, we cannot say that the continued use of small amounts, even of those antiseptic chemicals which seem to interfere least with the normal functions of the body, will not exert a deleterious influence in time.

Again, we must remember that the absence of preservatives is often an indication of wholesome food, at least as far as cleanly methods and appliances, complete sterilization and careful, efficient management can make it wholesome. On the other hand, the presence of chemical preservatives may often be taken as an indication that food products have been prepared by shiftless, slovenly, uncleanly and generally inefficient methods.

Food preservatives are not used for the purpose of killing the germs that cause the decay of food. That would require an antiseptic of such a nature and in such quantity as to be distinctly dangerous to health and life. It would require such drastic measures as are employed by surgeons in disinfecting their instruments. The agents recommended by dealers for cleansing dairy utensils, when used in the quantities directed, only paralyze the germs and delay their action for a time. They can in no sense fill the office of plenty of sunshine and steam or boiling water. The use of antiseptics can no more take the place of careful, cleanly work in the preparation of foods and the cleansing of food receptacles than cheap perfume can replace soap as a toilet article.

No tasteless food preservative has been suggested which is entirely nontoxic, and which does not have a marked influence on digestion, even when taken in relatively small doses. Some there may be whose antiseptic action is so slight that food treated with the minimum amount necessary for its preservation is not unwholesome for adults in normal health. But in any case food so treated should be plainly labeled with the name and amount of the added preservative.

Practices of Manufacturers and Dealers.

In using preservatives of unknown composition, reliable and well-meaning food manufacturers may unknowingly commit two wrongs: (1) They may add to their product a compound of markedly toxic properties; (2) they may violate the law. Dependence cannot be placed on the claims of others. Representations of wholesomeness are worthless, because they accompany every food preservative. The statement that a given preservative may be used according to directions without violating the provisions of any pure-food law is always false. All claims of new discoveries and exceptional preserving power are without foundation. In this category should be placed those preservatives which by name, trade-mark and advertising matter are represented as having the same

effect on food as ice, differing only in the temperature produced.

Need of Restrictive Legislation.

The states that use large amounts of commercial fertilizers have found it necessary to enact laws requiring that fertilizers be sold only in bags, on which the composition of the contents is marked. Such legislation has been found equally advantageous to consumers and to reliable manufacturers, and has changed a business in which honesty once seemed impossible into one in which misrepresentation and deceit are relatively rare. Such laws work no hardship to any one. They encourage trade and restrict fraud. They receive practically the unanimous support of all reputable citizens who have opportunity to observe their working.

It would seem that similar legislation regarding food preservatives would not be untimely. This would not sanction the miscellaneous use of preservatives, but would restrict abuses. The air of mystery with which many dealers attempt to surround their wares would thus be dispelled, and preservatives could not be sold, as they sometimes are now, for from twice to thirty times their value.

Composition of Commercial Food Preservatives.

With a view to determining the nature of substances most commonly used for the preservation of food, the writer has recently collected and examined as many as practicable of the more common commercial food preservatives. The collection of samples of this nature is attended with many difficulties, for dealers who advertise their wares as "free from salicylic acid, boric acid, sulphites, formaldehyde, and other poisonous ingredients," and "manufactured in accordance with all pure-food laws," are often anxious to keep their products out of the reach of the chemist. The composition of these samples, and also of various commercial preservatives examined in other laboratories, is given in the Appendix of this Yearbook. Of the 67 samples examined, 33 contained borax or boric acid; 10 sodium, potassium, or calcium sulphite; 8, salicylic acid or its sodium compound; 7, benzoic acid or its sodium compound; 1, boric acid and salicylic acid; 1, boric acid and ammonium fluoride; 3, formaldehyde; 1, ammonium fluoride; 2, pyroglycolic acid; and 1, beta-naphthol. These substances may be divided into two classes, those which are undoubtedly injurious, such as formaldehyde, salicylic acid and sulphites, and those whose toxic action is disputed—like borax and benzoic acids. The addition to foods of substances belonging to the first class should be proscribed. The others should be used only with food which is so marked as to inform the purchaser of their presence.

The efficiency of commercial food preservatives being due to the presence of one or more of a few very familiar chemicals or drugs, these latter will now be briefly considered.

Borax and Boric Acid.

The antiseptic property of boric acid was noted in 1856 by Jacquez; who preserved the carcasses of rabbits by immersing them in a 5 per cent. aqueous solution and by injection with a 5 per cent. solution. Its use as a food preservative did not become general until about 1880, since which time it has steadily increased. Both boric acid and borax are now extensively employed for the preservation of meat, fish and dairy products.

According to the directions of dealers in food preservatives, meat that is ready for smoking may be dipped for a few minutes in a solution of 1 pound of boric acid to about 4 gallons of water; chopped meat and sausage are to receive an addition of from 1 to 4 ounces of boric acid to each 100 pounds of meat; brines used in curing meat may be treated with about 1 pound of boric acid to each 30 gallons of water, while to each 15 gallons of milk and each 30 pounds of butter may be added about an ounce of boric acid. A portion of the boric acid is often replaced with about one and one-half times its weight of borax, and occasionally the latter is used alone.

While boric acid and borax are not as objectionable as some other preservatives, yet they are toxic compounds, and there are still doubts as to whether their use should be permitted. In any case, only the minimum quantity should be used, and the sale of foods containing them should not be permitted unless so labeled as to indicate their presence and the amount employed.

The medicinal dose of borax and boric acid is from 30 to 40 grains of the former and from 5 to 15 grains of the latter for an adult. A pound of meat treated according to directions with a boric-acid preservative will contain from 5 to 19 grains, while an infant who is fed each day a quart of milk so treated will receive 8 grains, or a fair-sized dose for an adult.

Borax is used in the ordinary crystallized form with 10 molecules of water, in the rhombohedral form with 5 molecules of water, and as "burned borax." Both the hydrated and the anhydrous boric acids are employed.

Sulphites.

In the preparation of casks for storing wine it has long been customary to treat them with a small amount of burning sulphur. The sulphurous acid so formed assists in sterilizing the casks and preventing the after fermentation of the wine. Attempts have repeatedly been made to replace sulphurous acid in controlling fermentation with other preservatives, such as salicylic and boric acids, abrastral and formaldehyde, but all have resulted unsuccessfully. In all wine-producing countries except America the amount of sulphurous acid so employed is limited by law to one or two parts in 10,000 parts of wine (0.1 or 0.2 gram per liter, or from 1.5 to 3 grains per quart). In this connection it must be remembered that the sulphurous acid content of the wine is largely combined as aldehyde sulphurous acid. Free and sulphite sulphurous acid are only permitted in European wines in one-tenth the amount given above. The compound is recognized as distinctly toxic, and a larger proportion than that mentioned is universally recognized as injurious. The sale of beer containing sulphurous acid or sulphite is specifically prohibited in almost all civilized countries.

By following the directions of dealers in food preservatives, we would add from 1 to 4 ounces of sodium sulphite, or its equivalent, to 100 pounds of meat, or the same amount to from 35 to 50 gallons of cider, beer, or other liquid.

The maximum amount given is clearly unreasonably large, and considering the fact that sulphites are no more efficacious than less deleterious preservatives, it would seem entirely proper that their additions to foods should be prohibited.

The medicinal dose of crystallized sodium sulphite is from 10 to 60 grains, and that of sodium bisulphite half as much. This is equivalent to from 2½ to 15 grains of combined sulphurous acid. A pound of meat, treated according to the directions mentioned above, will contain from 2½ to 10 grains of sulphurous acid, while a quart of cider, beer, etc., similarly treated, will contain from 1 to 7 grains.

The preservatives of this class are not so numerous as those containing boric acid. They are much too common, however, and are often advertised as possessing such unheard-of properties that their promoters are relieved of all suspicion of ingenuousness.

Salicylic Acid.

In 1874 H. Kolbe was led, by the readiness with which salicylic acid is converted into carbolic acid, to investigate the antiseptic properties of the former. He found that it prevented the fermentation of amygdalin and sugar, and the putrefaction of meat and eggs. He also suggested that South American meat be packed in tight receptacles, covered with salicylic acid, and shipped to Europe.

The perfection of Kolbe's method of manufacturing salicylic acid in 1874 greatly cheapened the product and led to vigorous efforts to extend its use. During the first three or four years immediately following the discovery of its antiseptic properties, and before its physiological action was at all understood,

a number of prominent chemists warmly advocated it as a food preservative. It gained in favor at first, and its use increased rapidly until 1880. In that year it was claimed by the industries interested that 110,000 pounds were used in France for the preservation of foods.

Since 1880 the mass of the evidence resulting from physiological studies with salicylic acid tends to condemn the addition of this substance to foods under all circumstances. It is possible that the majority of persons in sound health may suffer no evident injury from small amounts of salicylic acid, but its use by aged and infirm persons is attended with great danger. Many European countries prohibit the addition of salicylic acid to foods. In this country it is rapidly losing favor, and is used much less, relatively to other food preservatives, than it was five years ago. At the present time salicylic acid is chiefly used to preserve fruit and vegetable products. In following the directions of dealers in food preservatives, an ounce of salicylic acid or sodium salicylate is added to from 400 to 600 pounds (50 to 75 gallons) of liquids, and from two to three times that amount to pasty or semi-solid substances. Salicylic acid has no advantage over other preservatives, which are less deleterious, to say the least, and its addition to foods would seem to be unwarranted. The medicinal dose of both salicylic acid and sodium salicylate is from 10 to 30 grains for an adult.

Owing to the early exploitation of salicylic acid as a food preservative, and the well-known indifference which characterizes both legislative bodies and the general public regarding the wholesomeness of foods, the use of salicylic acid became so common at one time that many boards of health chemists still test for no other preservative. The increased attention that this matter has recently received has resulted in a decreased use of salicylic acid, relatively speaking, and some dealers in food preservatives make a practice of changing the name of a product as soon as its composition becomes generally known.

Benzoic Acid.

The antiseptic properties of benzoic acid were investigated by Salkowski in 1875, and this substance was early suggested as a food preservative. Its use for this purpose was sufficiently widespread in 1880 to warrant the publication of methods for its detection. During the last ten years the use of benzoic acid for the preservation of food has been rapidly increasing. This is largely due to the fact that many food manufacturers have replaced the salicylic acid they formerly employed with benzoic acid. It is usually added to wine, beer, cider and fruit and vegetable preparations, sometimes to canned soup, and more rarely to dairy products.

According to the directions of dealers in commercial preservatives, cider, wine and similar liquids may receive an addition of an ounce of benzoic acid or sodium benzoate to from 15 to 30 gallons, and some direct that half that quantity be added again if the liquid be racked off in the spring. This quantity, however, seems to be excessive.

Benzoic acid is not as objectionable as are some compounds used as food preservatives, but there is still doubt as to its wholesomeness, and in any case the sale of food containing it and not so labeled as to inform the purchaser of that fact should be prohibited.

The dose of benzoic acid for adults is from 10 to 40 grains, and that of sodium benzoate from 10 to 60 grains. A quart of cider treated with the maximum amount mentioned above would contain 12 grains of benzoic acid.

Formaldehyde.

Formaldehyde has been used as a disinfectant and germicide for a number of years, and has also been suggested for use in surgical operations, but owing to its irritating character, it has not filled the office that was expected in that field. Its use as a food preservative dates back to about 1895. It is now extensively employed for the preservation of milk, and has

been reported in other articles of food. The addition of formaldehyde to foods is undoubtedly objectionable, and should be prohibited. Not only does it interfere with digestion to a marked extent, but it has been definitely proved that a compound is formed with the casein of milk which causes the latter, when treated with dilute acid such as exists in the gastric juice, to separate in hard lumps that are attacked only with difficulty by digestive ferments.

The addition of formaldehyde to milk has become only too common, and considering the fact that other and less objectionable preservatives will accomplish the same object, its use should be condemned in unqualified terms.

Fluorids.

Within the last ten years the fluorids, silico-fluorids, and boro-fluorids have come into use to a somewhat limited extent as food preservatives. It was at first believed by many that these compounds were without deleterious effect on the human organism. It is now well known, however, that they possess a marked toxic action, and should under no circumstances be added to foods. The writer has no information concerning the use of silico-fluorids in this country as food preservatives, but they are said to be used to some extent abroad. The medicinal dose of ammonium fluorid for adults is from 0.003 to 0.005 grams (0.04 to 1 grain). But one of the samples purchased consisted of ammonium fluorid. A quart of beer, treated as directed in the circular accompanying the package, would contain 0.28 grains of ammonium fluorid, or seven times the minimum dose.

Beta-Naphthol.

Beta-naphthol has been suggested as a food preservative, and it has been used for that purpose to a very limited extent for at least twelve years. It is a compound of marked toxic properties. The dose for an adult is from 0.2 to 0.52 grams (3 to 8 grains), and the statement is added in Merck's Index that it must be administered with caution. Its use as a food preservative would, therefore, seem to be unwarranted.

Pyrolygneous Acid.

The preserving effect of smoke is recognized to be due to creosote. During the early part of the nineteenth century, various newspapers called attention to the possibility of avoiding the somewhat tedious process of smoking meat by immersing it for a moment in pyrolygneous acid and allowing it to dry. Several experiments on this subject were made by William Ramsay, and the results were recorded in an article published in 1820. The use of this substance has not been studied from a hygienic standpoint, and we can only say that meat preserved with it should not be sold as smoked meat.

A Chestnut street (Philadelphia) music store is now selling a camera at eighty cents, and it is a good one at that price too! Of course, the price of the films, paper, chemicals and apparatus brings the cost up, but for a couple of dollars a pretty good photographic outfit can be bought. While eighty cents is a cut price, it seems as if this was a good thing for the druggist. Let those who deal in cameras lay in a few of these cheap cameras, sell them for the list price—\$1—and get their profit in the sale of chemicals and films, etc. The idea is to work up an interest in photographic work in that class of people who would like to own a camera, but are kept from doing so by fear of the expense—this camera will just exactly meet that class and will give them a chance to try their hands at taking photos. Then, after once initiated into the delights of photography, they may be depended on to buy a better camera and more supplies, and this trade the druggist can get if he takes the trouble to work up the starting enthusiasm. The dealers mentioned say that they make no profit on these cameras themselves, but sell them at a loss simply to work up a trade in films, paper, etc., and get their profit in the way outlined above.

THE PHARMACOPŒIAS OF THE THREE GREAT NATIONS, AND THE LESSONS THEY IMPLY FOR THE RETAIL DRUGGIST.*

By GUSTAVUS HINRICHS, St. Louis.

The paper presented to this association two years ago has been reasonably effective. This encourages me to present to-day, a summary of the three greatest nations—the German, British and American—together with a few reflections on the import of these facts.

Of course, mere historical, tabular matters, indices, etc., are not counted in this synopsis of the contents.

Pharmacopœias	German	British	United States
Year of publication.....	1900	1898	1893
Size of book:			
Height, inches.....	8.5	8.1	8.9
Width, inches.....	6.5	5.2	5.8
Thickness, inches.....	1.1	1.2	1.7
Volume, cubic inches.....	60.8	50.5	87.7
Weight, ounces.....	41	31	48
Print, form, page:			
Width, inches.....	5.1	5.0	6.9
Height, inches.....	4.1	3.5	4.4
Area, square inches.....	20.9	21.0	30.4
Per cent. of entire page.....	38	50	Large 59 Small 41
Print, ems to line.....	30	31	39
Lines to page.....	30	39	42
Emis to page.....	900	1200	1638
Body, pages, number.....	413	390	384
Thousand ems.....	319	472	754
Chemical, extra pages.....	16	43	62
Thousand ems.....	14.4	52	102
Total, pages, number.....	429	442	446
Thousand ems.....	353	524	846
Ratio, total ems.....	1.00	1.58	2.57
Approximate ratios:			
As to size.....	6	5	9
As to weight.....	4	3	5
Printed part of page, %	40	50	60
Blank or margin, %	60	50	40
Emis to page.....	3	4	5
Total ems to book.....	1	1.6	2.6
Type.....	big	large	large small

We see that of the three leading pharmacopœias, the British is the smallest and lightest (handiest); the German has the largest margins (sixty per cent. of page), and plainest, largest type with the least number of ems to the page, and the smallest number of thousand ems to the book.

We see, also, that the United States Pharmacopœia is the biggest, the heaviest, with the smallest per cent. of margin to the page, and the largest number of ems to the page and the largest number of thousand ems to the book.

We see, also, that it is the only one using two kinds of type, one large (almost identical with that of the British), the other very small, so as to contain double the number of ems to the page, as compared with the British. If anything is deemed worthy of admission to the Pharmacopœia, it is thereby worthy to be printed in type large enough to be read with ease.

As to enforcement by the government and boards and the courts, the German is thoroughly enforced (including chemical examination of stock on shelves at any time), while that of the United States has not yet been so enforced, though legislation now expected will create an army of chemical officials with power for such enforcement through the courts. The British stands between these extremes, and British drug journals are filling up with cases—mostly ending with fines of the druggists.

Thus we notice that bulk and amount of printed matter increase greatly with absence of actual enforcement, giving the book a sort of academic existence only.

On the other hand, actual and close enforcement for many years presents the smallest book, in largest print, with largest margin, least number of ems to the page, and smallest amount of printed matter (actual number of ems) in the book.

*Read at the meeting of the Missouri Pharmaceutical Association. Reprinted from the Proceedings.

May we not conclude that these facts portend grave dangers to the retail druggists of the United States, if the new Pharmacopœia now in preparation shall follow the example of the present?

Who will suffer by fine and imprisonment if he transgresses the requirements of the Pharmacopœia, except the retail druggists?

How can he know all there is in a book four times the contents of the German Pharmacopœia?

How can he ever read it all, if the type is so small that a page contains twice as much as the British, and almost three times as much as the German?

Can the American druggist afford to be proportionally smarter and more learned than his German brothers to stand so much more of law than they find it hard enough to get along with?

Now, most of that fine print in the United States Pharmacopœia is chemistry, and rather of a fine kind of chemistry, such as is neither practical nor often true; why shall such chemistry be enforced by law, and why shall the retail druggist be compelled to pay for proving it absurd, impossible or useless, when he has been detected in not complying with the same?

These are a few of the questions which I would like to have the retail druggist answer for himself.

As good business men, they ought to set apart as large a sum as possible for fines and defense, for these will necessarily be in proportion to the multiplicity of tests to be complied with when this new book shall be enforced by an army of men who will expect to live on that work.

Our retail druggists are not working hard to help the legislation expected to come along; but they are doing nothing to prevent it.

Some men I know are working hard to bring about this legislation, and furnish the new officers fine cases for enforcement to their own great cost; this is all as it ought to be, except that many will suffer where few have deserved to smart.

If we are to have such legislation, a Pharmacopœia as large as the German will be as much as our retail druggists will be able to stand and keep alive; that is, between one-third and one-fourth the actual contents of our United States Pharmacopœias have been "expanding" too rapidly. That of 1870 was about the contents of the German; had no chemical formulæ, no atomic weights, no fancy tests, and practically no fine print.

The contents (in the amount of actual ems) of the next was double (1880), that of 1890 and three times that of 1870—hence, we now might expect one four times as full as that of 1870.

In the meantime, the German has increased only seven thousand ems (less than three per cent) and the British has diminished almost one hundred thousand ems (from 607 to 524) in its last two editions.

Is there no significance in the facts I have here brought together?

Are not great interests at stake in this work now going on?

Will it not be well to give an expression to the opinion that the retail druggists expect the Committee of Revision to produce a Pharmacopœia that will permit them to keep alive when that Pharmacopœia shall be enforced?

MASS FOR PRINTING ROLLERS.—Soak best Cologne glue 5000 parts thoroughly in water, pour off the superfluous water and melt in a kettle together with glycerin 5000 parts. The finished rollers are rendered more resisting by coating them with a solution of potassium dichromate 50 parts and water 950 parts.—(Farben Zeitung).

SAPODERMIN is a soap in which mercury is combined with casein. It contains 6.9 per cent. of the metal, but is also supplied in tablets containing only 2 per cent.

TAR BURNERS OF THE SOUTH.

Peat tar is made in northern Europe, where the chemical influences of ages have been absolutely essential to the formation of peat by means of heat and pressure acting conjointly upon a vanished vegetation. Bone tar and coal tar are by-products in the bone-black and illuminating gas and coke industries. An astonishing number of commercial fluids and solids emanate from coal tar distillations, but the manufacture of wood tar is an industry by itself.

A Southern tarheel "burns" tar for \$2.50 a barrel or thereabouts. A full barrel means about fifty-seven gallons or 400 pounds. That he wastes by his simple process illuminating gas, wood naphtha or alcohol, and pyroligneous or acetic acid does not trouble the improvident burner, although he does try to save and sell, incidentally, a little charcoal at five or seven cents a bushel. The tarheel of the South cannot construct expensive retorts and could not run them were they among his possessions. The burning question with him is: "Shall I build a round or flat kiln?" A flat kiln is more easily made and managed; a round or conical kiln is susceptible of better air draught, however, and burns out faster, but requires closer watching night and day.

Wood tar is made out of dead pine. Live pine yields turpentine and rosin, and it is only the long leaf pine that is "fat" enough to produce tar, turpentine and rosin in paying quantities. The manufacture of tar is an entirely separate process from that of making turpentine and rosin. White or yellow pine is too dry to profitably manufacture tar, turpentine or rosin from, but it does furnish much timber for building purposes.

When a tarheel decides to burn a few barrels of tar he selects a site upon the gentle slope of a hill-side where there is a clayey subsoil, not too much exposure to wind, but near running water, and, if possible, near to or in the midst of an area containing considerable dead or fallen pine. Down to the clayey subsoil he scrapes the size his kiln is to be. In the centre he drives a stake to pile to, and from that he digs a trench exteriorly to a scooped-out hole to receive a barrel or empty tub. Resinous pine roots, knots and long and short strips are then piled in a circle in layers downward toward the stake at an angle of ten or fifteen degrees. When the pile becomes five or six feet high he builds a square log enclosure around it, and fills this in with dirt. Over all is laid straw or green leafy boughs. This covering is dressed over with dirt and clay, in which are left a few vent-holes. All is now ready for "firing." His trough, dipper and tub, also barrels, are near by. He has erected quite near, too, a rough shack to which he may retreat in bad weather, and to shelter his salt flour, cornmeal, tin coffee-pot, sweet potatoes, and "fat-back" from the once lean and roaming "razor-back." A piney woods country of fallen timber is bleak enough at best, but without "razorbacks" it would be cheerless indeed.

The tar-burner must be constantly on guard. He occasionally gets an hour or two of sleep when all is running smoothly and no high winds threaten immediate conflagration. He has lighted at the top, in the vent-holes, the ends of splintered pine. They smoke and flame alternately, but a little dirt thrown here and there keeps the flames under subjection. Sometimes the tar-burner's wife comes over to the kiln to watch while he snatches a few hours of sleep. The native women of the South, black and white, actually work harder than the "stronger sex." Oftentimes they are laboring hard in the fields while the "ole man" is over at the "sto'" chewing "niggerhead" plug or swallowing quantities of "ole co'n" liquor. As he plants himself on a box or barrel head and becomes loquacious he enlightens the storekeeper as to the proper method of managing the Filipinos. Possibly he cannot read or write, has never been out of his county, and cannot run his plantation except into debt (most plantations are mortgaged), yet he can always tell how Uncle Sam should run the government.

Wood tar is the only residuum sweated from the rich red wood of the long-leaf pine. The intense heat encompassed by the dirt-covered enclosure forces forward and downward the dark molasses-colored substance. It oozes slowly down through the hole left by the withdrawn stake, and flows out from the clayed channel into the barrel or tub receptacle. As the pile burns down, the dirt and log enclosure is gradually removed. Kilns run from six to eight, and occasionally as high as thirty, barrels of tar. The burner carts it to the storekeeper, usually to liquidate some bill. In fact, the motive for "burning tar" at all generally originates with the storekeeper, whose books show many purchases of snuff, tobacco, coffee, calico, flour, corn meal, boots, fatback, and patent medicines. So he has to spur up the burner.

The tarheel may often be "plumb" out of coffee and corn meal, but he is seldom caught without snuff, tobacco, and patent medicines. If he should happen to have a "risin' on his leg," "misery in his foot," or his wife the "weak trembles," there is nothing like medicine as a "cure-all." Doctors are few, and seldom get paid, anyway, so faith and patent medicine are given full swing. Wood, water, and shelter cost the tarheel nothing but his labor, yet the sheltering feature is but a wretched farce. Cracks in the chimney walls, between the logs, and in the roof let in copious supplies of air and rain. Wood is cut up a few sticks at a time. Often you will hear axe-blows late upon a comparatively cold night—and you know that the tarheel is out-doors replenishing the fireplace by the aid of a flaming splinter of torch pine. No known argument could induce him to prepare a good-sized pile in the daytime. But he is an energetic axeman when it comes to felling a tree or slashing at a hollow trunk containing a squirrel or rabbit. Yet he is always hospitable. You cannot pass his open door without an invitation to "come in to the fire," or "sit up and have what we've got." He generally tells you that "he is poor, but he means no harm by it."

The first question asked a stranger is: "What are you from?" Then follows, "What are you follerin'?" meaning your business. After that you hear his politics and about his "crop." In the mountaineer's cabin there is seldom but one room. This is kitchen, dining and sitting room, and bedchamber for men, women and children in large and small numbers, including the stranger within the gates.—Harper's Weekly.

MILK PRESERVATIVES—M. Wynter Blyth detects the presence of added preservatives in milk by the following simple process (Analyst). To 10 c. c. of each sample of milk to be tested, and to 10 c. c. of sterilized milk known to be free from preservative, 2 C. c. of very strong solution of alkaline litmus is added. All the tubes are then to be examined, and if not of the same shade of blue as the control tube, semi-normal NaHO solution is added to them until the tint is identical. All are then plugged with cotton wool and heated in the water bath to 80° C. for ten minutes. After cooling, each tube, including the control tube, is inoculated with 0.5 C.c. of a mixture of sour milk in water (1 C. c. of milk in 200 C. c. of water). They are then allowed to stand at ordinary temperatures for twenty-four hours. If the control tube is not then white, or nearly so, the series should be allowed to stand longer. The tubes of milk containing added preservative will then be found to be blue or pink, while those which are pure will be white, like the control tube.

HETOFORM is said to be a cinnamate of bismuth, Bi (C₈H₇O₂). Bi₂O₃. It contains about 63 per cent. of bismuth, and is prepared by precipitating crystalline bismuth nitrate with sodium cinnamate, and drying the precipitate. It forms a white powder with a slight odor of cinnamic acid.—Oesterr. Zeits. fur Pharm.

QUESTION BOX.

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of the Era. Copies of these may be obtained at ten cents each.

Cholera Mixture.

(S. M. T.) A number of formulas of the character you name are given in the National Formulary, a work you should certainly have. The Era in the past few years has published a great many formulas for cholera mixtures of widely varying composition and you will do well to consult the indexes of the various volumes. Here are some other formulas taken from our collection:

Australian Cholera Specific.

Sulphuric acid	32 parts.
Nitric acid	30 parts.
Sugar	24 parts.
Gum arabic	24 parts.
Water to make	750 parts.

Mix the acids, and add them to 500 parts of the water. Dissolve the sugar and gum in the rest of the water, then mix the solutions.

India Cholera Mixture.

Camphor	1 part.
Kino	16 parts.
Catechu	4 parts.
Cinnamon, in powder	10 parts.
Cloves, in powder	8 parts.
Capaicum, in powder	16 parts.
Brandy, q. s.	

Moisten the powders with brandy, pack in a percolator, macerate for 48 hours, and percolate 144 parts. To this add

Tincture of opium	20 parts.
Chloroform	8 parts.

Dose, one teaspoonful.

London Board of Health Cholera Mixture.

Aromatic powder, B. P.	3 parts.
Ammonia water	3 parts.
Tincture of catechu	10 parts.
Tincture of cardamom compound	6 parts.
Tincture of opium	8 parts.
Chalk mixture, sufficient to make	80 parts.

Dose, from one to two tablespoonfuls.

Asiatic Cholera Tincture.

Opium, powdered	1 part.
Camphor	1 part.
Oil of clove	1 part.
Capaicum, powdered	1 part.
Houman's anodyne	20 parts.

Macerate 2 weeks, and filter. Dose, from 20 drops to a teaspoonful.

Removing Tattoo Marks.

(G. V.) Dr. Variot pours on the marked spot a concentrated solution of tannin, and works it into the skin by a series of pricks, just as in tattooing proper. A certain quantity of tannin is thus introduced beneath the skin. He then rubs the part with nitrate of silver and allows the solution of the salt to remain in situ until the prick marks show out as black points. The caustic is then wiped off, and the result is the formation of a black stain of tannate of silver. Inflammation is set up, and in the course of a fortnight scabs form, on the disappearance of which no trace is left of the original design, the only souvenir being a reddish scar, which in time becomes less visible. Various other plans had been tried without success, sacrifice, the introduction of opaque powders and caustics into the skin, etc. The tannin, in his operation, acts as a mordant, and in no case did he have to deal with troublesome suppuration, although if the area be large it is well to do a piece at a time.

Another process, recommended by foreign authorities, is this: After asepsis of region the tattoo is made with a solution of 30 parts of zinc chloride in 40 parts of sterilized water; with due precautions no great inflammatory reaction takes place. After a few days a crust forms which falls off from the fifth to the tenth day.

Pharmaceutical Formulas gives the following method: Apply nitric acid with the stopper of the bottle or a glass rod to cover the stain. In from a minute and a half to ten minutes, when the "cutis vera" is penetrated and there is a crusted appearance, wash off with cold water. A few days after this treatment a scab forms, which contains the tattoo-mark or stain; remove it, and should inflammation supervene poultice and bathe with warm water. It may be noted that the scab begins to form on the second day, when the inflammation is subsiding. It is then advisable to cover with court-plaster until the scab forms completely, then poultice with boiled bread and milk until thoroughly clean, and dress with carbolic oil (1 in 20) or boric acid. In this way the skin with the stain is not only removed almost painlessly, but at the same time the nitric acid to a certain extent seems to decolorize the stain.

It is probably best not to attempt any of these methods except under the direction of a surgeon.

Solubility of Thymol.

(F. N. K.) Thymol is comparatively insoluble in water (1 to 1200 U. S. P.), hence its incomplete solution in the following prescription:

Thymol	10 grains.
Sodium borate	15 grains.
Water	1 fl. ounce.

Mix and use as a mouth wash.

It is stated that thymol is three times more soluble in water containing 10 per cent. of glycerine than in pure water. We therefore suggest that you substitute, if the prescriber will allow, a suitable amount of glycerine for a corresponding amount of water. Reduce the thymol to a powder. Triturate it with glycerine, and gradually add the water in which the sodium borate has been previously dissolved. As the mixture is to be used for a mouth wash the addition of glycerine will probably not prove unsatisfactory.

In this connection it may be said that thymol is an excellent antiseptic, the main objection to its employment being its insolubility in water. To dissolve 1 gram in 1 liter of water the addition of 50 grams of alcohol is necessary. A solution thus made is apt to cause pain when applied to wounds. The use of caustic soda alone is unsatisfactory, because on standing the solution becomes turbid and precipitation ensues. To avoid this latter objection, Hermite recommends the following formula:

Thymol	1 gram.
Tartaric acid	1 gram.
Caustic soda, of each	2 litres.
Water	2 litres.

The solids are to be dissolved in a small quantity of water, boiling after solution takes place.

Ink Erasive.

(Subscriber.) Here are some formulas for the Era Formulary:

(1) Immerse blotting paper or any similar material in a hot concentrated solution of citric acid, roll it into a pencil, and coat the larger portion of it with paper or lacquer. Moisten the eraser with water, and rub over the ink to be removed. Drop upon the ink spot a drop of water containing chloride of lime. The ink immediately disappears.

(2) Mix equal parts of oxalic acid and tartaric acid in powder. When to be used dissolve a little in water. It is poisonous.

(3) Dissolve equal parts of cream of tartar and citric acid in water.

(4) Cold aqueous or acetic acid solution of calcium hypochlorite, bleaching powder, eau de Javelle.

For inks made from aniline dyes special treatment is sometimes necessary, though most of the aniline colors may be removed by washing with a solution

composed of sodium nitrite, 7 parts; dilute sulphuric acid, 15 parts; water, 500 parts. Put in a flask and let stand 24 hours before using. Apply to the spot with a camel's hair brush and after disappearance of the stain rinse with plenty of water.

Bichloride of Mercury and Strychnine.

(E. G. K.) "Why does gelatinization occur when a solution of strychnine is added to a solution of bichloride of mercury?"

Mercuric chloride (bichloride) is incompatible with strychnine, a precipitation occurring when the two substances in solution are brought together. If considerable alcohol be present in the mixture the precipitate is dissolved. Prescriptions of this character should not be dispensed.

FUMIGATING CANDLES.—1. Lime wood charcoal, 6,000, saturated with water (containing salt-peter 150 in solution), and dried again is mixed with benzoil 750, styrax 700, mastic 100, cascarilla 450, Peruvian balsam 40, Mitcham oil, lavender oil, lemon oil and bergamot oil 15 each, and neroli oil 3.

2. Charcoal 7,500, salt-peter 150, tolu balsam 500, musk 2, rose oil 1. The mixtures are crushed with thick tragacanth to a solid mass.

3. Sandal wood 48, clove 6, benzoil 6, licorice juice 4, potash salt-peter 2, cascarilla bark 1.5, cinnamon bark 1.5, musk 0.05. All these substances are powdered and mixed, whereupon the following are added: Styrax (liquid) 5, cinnamon oil 0.05, clove oil 0.05, geranium oil 0.5, lavender oil 0.2, Peruvian balsam 0.2. The solid ingredients are each powdered separately, then placed in the respective proportion in a spacious porcelain dish and intimately mixed by means of a flat spatula. The dish must be covered up with a cloth in this operation. After the mixture has been accomplished, add the essential oils and just enough solution of gum arabic so that by subsequent kneading with the pestle a moldable dough results which possesses sufficient solidity after drying. The mass is pressed into metallic molds in the shape of cones 1 to 2 centimeters in height.

4. Red Fumigating Candles.—Sandal wood 1 kilo, gum benzoil 1.5 grams, Tolu balsam 250 grams, sandal oil 25 grams, cassia oil 25 grams, clove oil 25 grams, salt-peter 90 grams. The powder is mixed intimately, saturated with spirit of wine, in which the oils are dissolved, and shaped into cones.—Neueste Erfindungen und Erfahrungen.—(Sci. Am.)

CEMENT FOR PORCELAIN.—An almost invisible joint may be made, with careful handling, with the following:

Chloroform	.60 parts.
Indiarubber	.25 parts.
Mastic	.15 parts.

Cut the rubber into shreds, put into a suitable vial, and pour on the chloroform. Stopper tightly, and set aside until the rubber is dissolved, then add the mastic, and let stand until the same is dissolved. Apply the cement to each surface to be united, and let the pieces stand until the greater part of the chloroform is evaporated, then unite, press firmly to place, and if possible, tie in position. When the cement is apparently thoroughly dry on the surface, scrape off the superfluity, and dust over the line of junction a little zinc oxide, chalk, powdered infusorial earth, or some such material, and with a clean pencil brush it over the joint. After the cement has become perfectly dry, remove the cords and rub off the superfluous powder. The joint can scarcely be discovered if the work has been well done.—(Pharm. Rev.)

DYMAL.—A new antiseptic dusting powder for wounds, dymal salicylate or dymal, has been recently introduced. It is stated to be very efficient, either when employed in the pulverulent condition or when combined in a 10 per cent. lanoline ointment. It is odorless and non-irritant.—Pharm. Post.

NEWS DEPARTMENT.

NEW YORK AND VICINITY.

FOUNTAIN DRINKS AND DRINKERS.

Remarkably Heavy Sales of Soda—New and Favorite Tipples—Fancy Drinks Not Popular.

The growth in importance of the soda fountain as a feature of the retail drug business has been frequently remarked in the discussion of summer trade, but the sale of liquid refreshments in New York during the past two months is unprecedented, according to the report of a large number of managers who have been approached on the subject. In the larger stores in the down town districts it is not accounted a good day's business at the soda counter unless 3,500 people are served and if the thermometer is acting at all badly, between 10,000 and 15,000 drinks are sold in one establishment during the day.

Not more than ten or a dozen houses do business on this enormous scale, but the stores which sell from 3,500 drinks daily are many in number, and there is yet the countless small tradesmen of the outside districts, who have small fountains, it is true, but whose soda trade is as much an important part of their general business or even more so than that of the big dealers who have the advantage of keeping the major portion of their regular trade through mail and call orders.

Although the mixers have invented an astonishing number of new drinks, the favorite tippie of the soda fountain patron is "orange phosphate" with the other phosphates and acid drinks next in demand. The soda drinking public does not appear to catch on quickly to fancy drinks unless a house has made a reputation for new concoctions, as in the case of a store on West Eighty-first street, which employs a force of expert mixers to juggle the old ingredients into new compounds. One of the most attractive new drinks is the "Florodora Phosphate." The "Lime Ricky" and the "Bordeaux Lemonade" have attained some degree of popularity, but many drinkers inquire anxiously into the character of the tickle before drinking it and there is a tendency to avoid rich lemonade. The larger concerns down town have not produced anything startling this season. Some of the curious go behind Hegeman's "Try a Broadway" sign, but the regular customer sticks to his phosphates and lemonades. New pineapple and grape phosphates are advertised and there is a novelty in beef, wine and iron that is palatable and cooling. A drink that has found favor this summer according to Manager G. H. Bancroft of Hudson's, is kumyss, or fermented milk, which is both pleasant and nourishing. It is easily digested. The greatest call for kumyss comes at the noon hour, many taking this drink in preference to eating a solid lunch.

The clerks at the soda bars have observed a change in the character of their custom. Formerly the larger number of patrons were women and children, but this summer men seem to have left their malt liquors for the milder drinks. Among both the "topers" or "regulars," as the frequent buyer is designated, and the transients, there are more men and boys than women. The "regulars" come to the soda bar for their tippie twice a day, making the two rushes, morning and evening, and the transient drinkers bill in the rest of the day.

One of the strongest criticisms at several of the largest fountains is directed at the sale of ice cream and ice cream sodas, which, the managers say, are confections and should not be handled at a soda counter. There is

the additional reason urged that the consumption of the cream and cream drinks takes up a great deal of time and valuable floor space where there is a rush of business. Yet, in one of the largest of the big down town concerns over 100 quarts of cream are sold every day.

A most commendable feature of the soda water trade is the growing tendency to serve nothing but fruit juices and perfectly prepared waters. Some of the fountains have their own steam carbonating plants and make all of the waters they use. Even the smaller stores have found the use of pure fruit juices instead of chemical essences has increased their custom and made it more profitable.

The soda fountain has come to be considered one of the largest and most profitable lines of the drug business as evidenced by the increased attention being paid to it by both the dealer and the drinking public.

"It has conferred a real benefit," said Manager Greaven, of Perry's, "by bringing men to acknowledge the superiority of soda over malt liquors as a warm weather beverage. Even in conservative England, the Londoner is leaving his ale and other alcoholic drinks for the healthful fountain waters. The trade has gained a strong foothold across the water. I actually believe that the Germans would forsake their beer gardens if soda fountains were generally introduced."

LADIES' PARLOR AT DRUG CLUB.

One of the features of the Drug Club that is attracting a great deal of attention is the handsome ladies' parlor and grill to the right of the entrance corridor. Recent notable additions to the valuable art collection on the walls have been made, making the gallery the most striking feature of the rooms. All of the paintings are by well known artists. Warren Sheppard has two, a sentimental subject, "Twilight Moon," which has been the object of much enthusiastic criticism, and a Venetian street scene, bringing out the clear, blue Venetian sky, giving a glimpse into the life of the inhabitants in their boat traffic and showing the house where the poet Browning died. Rosalind has a pretty piece entitled "A Serious Case." "Three Troubles," by Louis Muller and a Holland scene by E. L. Field are recent additions. There is a strong marine by D. J. Cue and a splendid pastoral, valued at \$2,000, the work of the English artist, T. Sydney Cooper. A wheat field in oil by the French artist Eugene de Mullett completes the gallery which in itself will repay a visit to the ladies' parlor.

There has been put in the parlor a writing desk for the accommodation of visitors and potted palms and roses in bloom add to the charm of the parlor.

A FORGER SWINDLES DRUGGISTS.

Detective Thompson of Brooklyn, who arrested John Collins, of No. 321 Pacific street, on a charge of forging the names of prominent doctors to checks and passing the worthless paper to druggists, thinks there are a number of other victims of the smooth sharper's operations besides druggist E. T. Lohr, of No. 508 Marcy avenue, upon whose complaint the arrest was made. Pending a further investigation of the matter, the officer has secured a postponement of the case, and now has in his hands five more bad checks, bearing the names of Doctors W. G. Russell, Charles Bellows, F. F. McCleary, J. W. Hyde,

and A. W. Shepherd. The name of Dr. Herman Francis-cus was used on the check with which Mr. Lohr was victimized to the extent of \$24. The checks vary in amount from this to \$40. Collins' method was to forge the name of the doctor to the check and, impersonating him, make a request to the druggist to do him the favor of honoring it.

MANUFACTURERS ENJOY THE BEACH.

A distinguished party of out of town manufacturers has been spending the past week at the Manhattan Beach Hotel, enjoying the bathing and other diversions at the beach and indulging in the gay pastimes of nearby Coney, to the exclusion of business and family cares. They are Colonel Samuel J. Tilden, president of the Tilden Co., of New Letanun, J. H. Cox, secretary and treasurer, and J. B. Glazebrook of St. Louis, vice-president of the company.

They have looped the loop, shot the chutes and taken in the scenic railway. Even the tin type man has them on exhibition. Col. Tilden says that the sport at the summer resort is the best ever. He has been acting as chaperone for the party and in this capacity, the vice-president and treasurer report that he cannot do anything rash without the consent of his proteges as Mr. Cox, by virtue of his official position, has his foot on the money.

Newburg Druggists Elect A. A. R. D. Delegate.

The Newburg, N. Y., Retail Druggists Association held its semi-annual meeting at the Palatine Hotel, July 19, and elected Frederick Wallace a delegate to attend the annual meeting of the National Association of Retail Druggists, to be held in Buffalo. The subject of organizing a Hudson river pharmaceutical association was discussed. A resolution was presented by Clarence Miller, endorsing the position taken by the New York State Board of Pharmacy, regarding its action with the Civil Service Board in New York City. The resolution was unanimously adopted. Similar action will be taken by other associations in the state. Hiram Merritt, of Theodore Merritt's Sons, a well known member of this association, accompanied by his wife and daughter, is spending his vacation on the St. Lawrence River.

A. B. C.'s Enjoy an Outing.

Eight members of the Apothecaries' Bicycle Club enjoyed a trip to Roton Point on the Sound last week. The party went by train to South Norwalk and from that point rode to Roton Point, where the day was spent in fishing, swimming and sub-marine botanizing.

The party returned in the afternoon, coming back by way of Darien, Coscob, Greenwich and Hamford along the scenic Connecticut turnpike and the old Boston road. The excursion was both pleasant and profitable, some of the wheelmen making interesting additions to their sub-marine botanical collections. Another ride is being planned for next week, and it is proposed to get up a big club ride later in the summer.

Cup For Bowling Champions.

The perennial challenge cup of the Wholesale Drug Trade Bowling Association has been completed by the jewelers and is on exhibition at the Drug Trade Club. The cup is made of silver. It is thirty inches high and is mounted on a beautifully finished cherry base. On the body of the cup is engraved a bowling design with the names of the winners of the last tournament, the Seabury and Johnson team.

The champions of the 1900-1901 meet will hold the trophy as long as they can maintain supremacy on the alleys. It can never become the permanent property of any team. The team winning it can hold the cup but one year when it must be again put up to be contested for.

An Effective Display.

One of the most attractively dressed windows that drew the attention of the passer-by down town the past week was in the store of Hollis M. Barnes at Chambers and West Broadway. It was an advertisement for a new egg shampoo, the preparation being packed in egg-

shaped, wooden cases of the natural size. A most striking effect was obtained by the artistic arrangement of hundreds of these packages in the windows. They were built into a large pyramid with a decorative frieze, and long strings of the eggs were woven in festoons and figures about the window with appropriate placards explaining the preparation.

NOTES.

—A lower Broadway drug dealer attracted many customers for a new article in bath tub showers by an ingenious device in the way of a window advertisement. By placing a large tub in the window and standing in it a life size wax figure of a young lady, attired in a bathing suit and with the apparatus attached and the water turned on, a splendid demonstration was given of the practical utility of the shower and the result was an interested public and a number of buyers. The originality, boldness and effectiveness of the display was a subject of favorable comment among passers on the street.

—The old drug store of J. and F. Grotta at No. 446 6th avenue has been remodeled into an up-to-date, smart looking place of business. The proprietors have put in new cases, shelving and an electric lighting system with a local switchboard to regulate the number of lights desired at any time in the store. A tessellated floor and a plate glass mirror ten by twelve in the rear of the store are in keeping with the general effect of brightness and cleanliness.

—The interest of J. T. Rutherford in the drug firm of Fred W. Mecke and Company, Inc., of Rutherford, N. J., has been purchased by J. M. Peterson, formerly proprietor of a store at the corner of Hudson and Franklin streets, this city. J. T. Rutherford will retire from the drug business. He has removed to Philadelphia. Gus Ranges, a clerk in the employ of the company, is spending his vacation at Umland, N. J.

—A new firm of jobbers, Hubbard & Williams, has opened a large store in Charleston, West Virginia. D. R. Williams, who is one of the most prominent men in the drug trade in his section of the country, has been in New York the past week buying stock for the new firm. Mr. Hubbard is not a druggist but has made his reputation as an able business man in the wholesale grocery trade.

—Martin Arneiman, pharmacist at No. 637 8th avenue, comes back from his vacation at Thousand Islands with a pickerel story hard to beat. Arneiman says the fish was six and one half pounds and made such a fierce resistance that it required twenty-two minutes to grass it. He sticks to the figures and gets them straight every time he tells the story.

—The gum department, sample room, invoice and scientific department and correspondents' division of Parke, Davis & Co., have been removed to the old stock rooms on the second floor of the firm's headquarters at No. 90 Maiden Lane. The change was made in order to relieve the crowded condition of the first floor.

—W. M. Colwell, of the Osborn-Colwell Co., pharmaceutical chemists, 46 Cliff street, this city, has been absent on an extended western trip, spending the greater part of the time in Indiana and Michigan. He returns about the 1st of August. The company will be represented in this territory by Otis Jones.

—L. Cantor a well known Brooklyn druggist, and M. Richey are enjoying an outing and fishing trip in Canada, a short distance north of Ottawa. The party will be complete upon the arrival of G. S. Mariager, W. J. Carr, and S. H. Caragan of Parke, Davis & Co. They will be gone about two weeks.

—Col. John W. Lowe, the New Haven pharmacist, was overcome by the heat last week at Woodmont, Conn., while working in his branch store. This is the second time this summer that Col. Lowe has suffered from heat prostration.

—In the state and county Civil Service examinations to be held in New York, on August 24th, a position of apothecary for state prisons and charitable institutions is open for competition. The place pays from forty to sixty dollars a month and maintenance.

—Joseph DeBlasco, '98, New York College of Pharmacy and manager of the Paul F. Gebrieke pharmacy at No. 105 Houston street, is spending a two weeks, vacation in the Catskills.

—The guests' register at the Drug Club does not show any visitors since the 11th of the month. An effort will be made to have the book kept up to date, with the names of all visiting druggists properly entered.

—H. G. Pierson, proprietor of a store in Hornellsville, N. Y., has returned from a two month's trip abroad and has been spending some time in the downtown drug district.

—"Commodore" W. H. Tompkins, of the firm of Schiefelin & Co., is at present gone on a summer vacation which will last two weeks. He will spend part of the time at Newport.

—Albert Bruen, head of the house of Bruen, Ritchey Co., wholesale druggists, has taken a summer home in the Catskills near Stamford. He will be away three or four weeks.

—Geo. M. Dorrance of the Maltbie Chemical Company has been in Boston the past week on business connected with his house.

—F. B. Crouch is the proprietor of a new drug store, doing a general business at No. 2653 Broadway street, corner 102nd street.

—A. R. Otis, a druggist of Kendallville, Ind., will be in New York the middle part of August to purchase his holiday stock.

—A new store will be opened in about two weeks at 30th street and Amsterdam avenue. The proprietor is B. Kramer.

—A. C. Bayles, of Port Washington, L. I., and T. S. Armstrong of Plainfield, N. J. were among the visiting druggists at the Drug Club the past week.

—Two large cable orders for plasters and surgical supplies for the British army in South Africa have been filled by the wholesale firm of Seabury & Johnson.

—Nathan J. Gillespie manager of the Columbia Drug Company of Savannah, Georgia, has been in the city during the past week.

—E. F. Warren has removed his store from No. 394 Amsterdam avenue to No. 2312 Broadway, where he will have larger quarters with new fixtures and stock.

—George J. Seabury, of Seabury & Johnson, is away on a fishing trip in the Rangleys Lakes, Maine. He will also go to Quebec for bass fishing in the St. Lawrence.

—J. M. Melick, the New Jersey salesman of Lazell, Daily & Co., left on a two weeks vacation last Saturday.

—George Gregorinis, a well known member of the German Apothecaries Society, left for Europe July 26.

—A drug store has been opened at No. 2296 2nd avenue, by V. Diamond with a general drug business in view.

How To Counterfeiters.

Vice-Chancellor Reed, in the Court of Chancery, at Trenton, N. J., has rendered an important decision in the case of the Centaur Company against the C. W. Link Drug Company.

For a year or more Charles H. Fletcher, president of the Centaur Company, manufacturer of Castoria, has been fighting, through the courts, counterfeiters and imitators of goods, in which class, it was claimed, the defendant company belonged.

In his decision the Chancellor said, in part: "Every one of the packages put in evidence by the defendant show a persistent adoption of the size of the bottle and the label of the complainant, knowing that, if the bottles were distinctly larger or smaller, or if they were so differently wrapped as to at once arrest the attention of the purchaser, the sale of the remedy would at once become substantially reduced. Injunction granted."—New York Journal.

Four-Fold Liniment gives the druggist 66 2-3 per cent profit, very much more than other liniments.

IN AND ABOUT BOSTON.

A QUESTION IN WHICH MASSACHUSETTS DRUGGISTS ARE INTERESTED.

Boston, July 27.—Mayor Hurley, of Salem, who has been conducting a great crusade against all liquor traffic in that no-license city, sought from the city solicitor an opinion in regard to signing the druggists liquor licenses. He asks the solicitor as to the right of the aldermen to grant these licenses, anyway, and will take no action until he receives that opinion from the solicitor. The mayor does not intend to sign them, so it is given out, unless required by statute to do so.

Several licenses of the sixth-class, known as the druggist and apothecary license, were granted by the board of aldermen in Salem the latter part of last month. While, under the law, the mayor has no voice in granting such licenses, they are void and of no effect unless he signs them. These druggists were granted their licenses notwithstanding that the voters in Salem decided last December, by a majority of 558, that liquor should not be sold within the city limits. The pharmacists who received licenses are Thomas B. Nichols, Edward L. Rogers, Arthur H. Sinclair, Walter P. Upton, Frank A. Frisbee, of the firm of Upton & Frisbee; Jesse F. Upton, of the firm of Upton & Hennessy; Jacques A. Roulier, of the firm of J. P. Roulier & Co.; Matthew R. Karman, Joseph F. M. Edwards, Frank P. Fitzgerald, James E. Fitzgerald, Pierre L. M. Gaudette, Joseph I. Moulton, and Samuel J. Foster, of the firm of C. H. & J. Price.

Mayor Hurley expressed some doubt of the right of the aldermen to grant the licenses as they did to the druggists, who are anxiously waiting for "John H. Hurley, mayor," to be written on the licenses. The mayor says that if the board of aldermen has no authority to grant the licenses that the pieces of paper with his name thereon certifying that one had been granted would give the holder no protection, and yet probably he might go on and sell and this might be followed by an arrest and conviction. As to whether the aldermen have the right to grant licenses known as the sixth-class to druggists, even though the city voted no-license, is a matter to be decided and one of general interest to druggists. Some authorities think the vote of the city on the license question has nothing to do with the matter, and others say that the aldermen have not the authority, when the city votes no license. The Supreme Court has not decided the point under the present law.

A commission appointed by the governor and council to codify the laws, in a report to the legislature states that a joint special committee has found that there apparently is no authority under the present law that can issue druggists' sixth-class licenses in a city that votes no license.

The question of policy also is another important one, according to Mayor Hurley. The druggists only pay \$1 a year for their license and the fee when the city votes license of a first and fourth class is \$2,500. If licenses should be issued to the druggists named, the city would get \$14, whereas if they were issued under a license vote to saloons the city would get \$35,000. The question Mayor Hurley raises will be of as much importance to druggists in no-license cities as the semi-colon law is to hotels in this State. If the opinion expressed by the commission to codify the law is correct, then every licensed druggist in a city that votes no license is violating the law every time he makes a sale. If there is no authority to grant them a license, then the license certainly is void.

Trade Seasonable, with No Special Features.

Boston, July 27.—There does not appear to be anything special to say regarding trade which is seasonable and running along satisfactorily yet without any special feature to mark it. There is about the usual amount of prescriptions to be compounded, with no rush in this department at any of the stores and the sales of sundries and like goods keeps evenly good as do sales at all soda fountains. In the general market drugs as a line are without special life and are stated to be rather dormant. Chem-



F. M. GARDNER,
Boston, Mass.

icals, in contract, are a bit livelier and there is more trading done just now than in drugs. Waxes keep steady with sales of fair amount. Alcohols are held firmly as a result of the present corn situation which, however, has not created any activity in the spirits. Dyestuffs and tanning materials seem to be firm on fair sales.

NOTES.

—One drug store in Boston has a card conspicuously displayed telling customers that German, Gaelic, Polish and English are spoken. As the store is in a rather cosmopolitan district, the need of understanding these languages often is felt. At another pharmacy in Boston eleven languages are spoken, including English, French, German, Italian, Spanish, Russian, Polish, Hebrew and Yiddish, Greek and a Slavonic tongue. Latin is, of course, understood and a small number of Chinese words and phrases have been gradually picked up, just enough to greet any "John" cordially in his own tongue, whenever a Chinaman enters the store.

—On complaint made by the Brighton police, Alexander Rose, a druggist at Oak Square, Brighton district, has been up before the board of police to answer to a charge of making an illegal sale of liquor. It was shown that a patrolman bought a half-pint of whisky at the store, without conforming to the law relative to the sale of liquor by druggists. In the Brighton court Rose was fined \$50, which he paid. The board is now considering the revocation of the druggist's license.

—George W. Gilbert and Benjamin F. Gilbert have joined with Justin Edwards in an enterprise to be known as the Gilbert Bros. Company, Boston, which will manufacture chemicals of various kinds, anilines, dyestuffs and the like and also deal in these commodities. The capital stock is \$2,000,000, made up of 2,000 shares of the par value of \$100 each. George W. Gilbert is president and Mr. Edwards treasurer, and they with Benjamin R. Gilbert make up the board of directors.

—A. E. Tibbetts, traveling salesman through Maine for Fox, Fultz & Co., dealers in druggists sundries, etc., this city, will enjoy the first half of August as a vacation, spending it at home in Biddeford Pool, in the Pine Tree State. He has invited about ten drummers in the drug line, who visit Maine in their regular journeyings, to make him a visit at this summer place of his, arriving on Saturday, August 10, to remain over Sunday.

—As the result of an explosion of a can of bed-bug oil in the window of the Maverick Drug Company, Albert Deizer, proprietor, Maverick Square, East Boston,

one evening this week, a lively fire started and caused a damage of \$1,000. An alarm was sounded and although the firemen were early on the scene, the contents of the store were practically ruined.

—Under the laws of Maine, the California Citrus Products Company has been formed and organized, with the intention of making chemical products and selling the same. The president is E. P. Cheney, Dover, and the treasurer of the company, which is capitalized for \$100,000, is C. D. Lanning, of Boston.

—In a fire on Sunday night, July 21, in the Union Block, a large three-story wooden structure at Taunton, several of the twelve stores were burned and suffered losses either by fire or by smoke and water, among these being A. J. Barker's drug store. The entire loss is estimated at a full \$100,000.

—Thomas F. Mullen, known to the trade as "the man with the genial smile", who travels as a salesman for Carter, Carter & Meigs, this city, will go to some attractive place in Maine, not yet chosen, however, for the last two weeks in August, the time of his annual vacation.

—A new retail drug store has been opened in the Faulkner district of Malden by E. J. Kilmington, not far from his former store, which is situated near the railroad station and which he also continues to conduct.

PHILADELPHIA.

BUSINESS IN PHILADELPHIA VERY QUIET.

Philadelphia, July 27.—The midsummer dullness seems to have at last set in and business is very quiet, not to say dull, although soda water still holds its own and is proving to be the most lucrative branch of business in many stores. Very few prescriptions are coming in and the sale of proprietary articles is also small.

Jobbers and manufacturers report a quiet week, with little doing outside of the filling of regular orders, of which soda accessories form the chief item. The accounts of the half-year, from January to June have been about made up, and, without an exception, jobbers declare that these six months have been the busiest and most profitable of many years, both in volume of business done and in the actual amount of profit from gross sales. In a recent issue of a contemporary, the statement was made that "many of the drug stores in this city are now practically owned by the wholesale druggists, which statement brought forth the comment from the credit man of one of the largest jobbing houses here that his firm now thus "owned" only one drug store, and that he could recall only three or four others that they had been forced to carry lately, all of which had either been sold or had been put in good shape by additional capital of the original owner. Inquiry along this line elicited the fact that while there are a number of drug stores, not such a very large one either, which have to be extended an unusual credit to enable the jobber to gradually secure a payment of his bill, the majority of retail druggists in Philadelphia have been meeting their bills these last few years with promptness and have run extensive and continued credits in very few cases. No doubt if the jobbers would demand instant settlement of their accounts from many druggists it would seriously embarrass them or even cause failure, but this is common to many other businesses and the amount and extent of "credits" carried on for druggists is smaller now than for a long time. The great cause of this is the starting of a drug store by a man with little capital; he gets the little he has tied up in stock and cannot meet his obligations, then the jobber has to extend credit and keep up his supplies to save his investment so that the bills of the jobbing house can be paid. In most cases, in Philadelphia at least, these small stores have weathered the stress and secured a permanent footing if managed with ordinary business skill and attention to details. "Taking it as a whole," remarked this gentleman, "the drug business of Philadelphia is on a sounder footing now than for many years," and he ought to know, if any one does.

A DRUGGIST WINS OUT AGAINST A BIG CORPORATION.

Philadelphia, July 27.—Louis Geno's, of Twelfth and Chestnut streets, has recently gone through an experience that few would care to have, the culmination of a long struggle with the Commonwealth Title & Trust Company, but to-day has the satisfaction of having got the best of his powerful adversary and the certainty of a substantial bonus to compensate him for damages and annoyance. Some time ago the building in which Mr. Geno's is located was bought by this trust company, with the purpose of erecting a fifteen-story office building on its site, and notice was given to all the tenants to vacate; as Mr. Geno's was a "common law tenant," having signed no lease and renting his store from month to month, acting under legal advice he refused to vacate until given three months' notice at the close of the year. The battle was fought in the courts and a few days ago the trust company secured a decision in their favor and at once secured a writ of ejection and a deputy sheriff to serve it. Shortly after 4:30 o'clock that afternoon the deputy and several wagons appeared in front of the store and workmen started in to tear out the fixtures and removing them and the stock to the wagons in the street, in spite of protests from the druggist. By midnight everything in the store was cleaned out, and as Mr. Geno's refused to surrender the keys, the doors were nailed up. Next day, on application to Judge Mitchell of the Supreme Court, on evidence showing that rent had been regularly tendered and had been refused, making Mr. Geno's in law not a tenant, an order was issued requiring the sheriff to replace everything back in the store and to unnaill the door. This brought matters to a climax and the trust company sought a conference, the result of which was that Mr. Geno's is to remain in possession of the store until August 15, and the company is to pay him well for loss and damages, the exact amount not being ascertainable. The case is given in full as showing that even the "poor druggist" has some rights that the law will protect when invoked by him.

The Telephone Situation.

Philadelphia, July 27.—Officers and members of the P. A. R. D. are well pleased with the success of the appeal to druggists to cancel their contracts for 10 per cent and 20 per cent commission with the Keystone Telephone Company, a large percentage of favorable replies having been received by S. W. Strunk, chairman of the "Telephone committee." Out of the probable 200 who signed these contracts, an unexpectedly large number have already cancelled them and more are coming up to time daily. A conference between the committee and the manager of the Keystone company will be held next week, at which some settlement in favor of the druggists' contention for 25 per cent commission is expected.

NOTES.

—George B. Evans, the Chestnut street druggist, is demonstrating a form of advertising novel for druggists—the placing of neatly lettered signs advertising some of his specialties on the fences and bill-boards of the resident sections of the city. These signs are conspicuous by their neatness, yet it is a problem whether this method will pay except for a very large business. Mr. Evans also makes much use of street car advertising.

—Charles Maier, a drug clerk of Woodbury, N. J., was accidentally shot July 26. In company with a friend he had started for a gunning trip down the creek and while placing the guns in the box a Winchester rifle was discharged, the bullet entering the right side of Maier's abdomen. The wound, which is thought to be a serious one, was dressed by Dr. George E. Reading, and the young man was removed to a Philadelphia hospital.

—Messrs. Hartzell & Reynolds, well known Kensington druggists, are now prominent members of an up-town athletic club, the Stenton, and both may be seen daily doing all sorts of "stunts" in the athletic way. Friends of the two druggists say that Hartzell has joined the club to get thin and Reynolds has joined to get fat—that is, to be a back for a good trade if this true!

—J. G. Laubach has opened his handsome new store on South Thirteenth street, below Chestnut, and has been doing quite a good business now for the past ten days. The location is quite a good one, and as the store is fitted up in the most modern and complete way, success ought to come to its enterprising owner.

—Chairman Holliday, of the National Executive committee, was in the city this week on business connected with the N. A. R. D., returning to Ocean City later, where he has his family. The local situation is so satisfactory that it needs little of his attention.

—Maklon N. Kline is spending the week at Detroit in attendance on the convention of the Brotherhood of St. Andrew, an Episcopal organization in which he is quite a prominent member. After the meeting Mr. Kline will take in the Pan-American Exposition.

—Walter F. Ware has secured a lease of the whole building at 512 Arch street and will soon begin the fitting up of the four floors with machinery and appliances for the manufacture of suspensories, elastic hosiery and other articles.

—Smith, Kline & French Company issued a foreign attachment against The Progressive Drug Company, from the Common Pleas Court, July 27, with bail fixed at \$268.00.

—Charles Gill has sold his store at Twenty-ninth and Diamond streets, to Farrow Brothers, who own a drug store at Twenty-ninth and Columbia avenue.

—Messrs. Theo. Campbell, Leroy King and O. W. Osterhund, West Philadelphia druggists, spent a few days at Sea Isle City fishing this week.

BALTIMORE.

KILLED BY ELECTRICITY.

Baltimore, July 26.—R. Frank Waters, proprietor of the drug store at 1201 East North avenue, was killed by a stray current of electricity in his store either this morning or last night. When Charles Streeter, Mr. Waters' clerk, appeared for duty as usual this morning about 8 o'clock he found greatly to his surprise that the store had not yet been opened and that the doors were locked. He crawled in through a cellar window and went through the adjoining house, but could find no one. The policeman on the beat advised him to try again. He did so and, coming into the store, nearly fell over Mr. Waters' body as it lay behind the prescription counter. The face and part of the chest were blackened by the discoloration of the blood. The weight of the body rested on the knees and the hands were bent under, as if from great tension. The thumb and index finger were burned to the bone, and on the right side of the back was a burn two and one-half inches long and about a quarter of an inch deep. Above the prescription counter hung an ordinary incandescent bulb, with the insulating material burned off the wire where it entered the bulb for a distance of about two inches. To the right of the table is an iron sink, and it is supposed that when Mr. Waters went to turn off the electric light, about 11:30 o'clock the night before, one hand came in contact with the naked wire, which had been heavily charged with a diverted current, while the other hand touched the sink, thus completing the fatal circuit. A terrific thunder storm had passed over the city last evening, and it is believed that the feed wires became crossed and that the powerful charge of electricity turned into the incandescent circuit was too great to be rendered harmless by the converter. Flames had been observed to shoot out from the apparatus several times, indicating some unusual disturbance. Exactly how the accident happened will never be known. Mr. Waters, however, was seen to be alive at 11:30 o'clock, the hour for closing. In turning off the current he may have accidentally touched the surcharged electric circuit and, falling back against the sink, completed the fatal loop. How long he had been dead when found, was of course purely conjectural. There was not the slightest doubt, however, about the cause of death, and the coroner gave a verdict in accordance with the circumstances. Mr. Waters was 35 years of age and leaves a widow, besides a child seven years old. One of his brothers is a doctor and another a minister. Great sorrow was expressed over his demise, he having had a large circle of friends.

Two Other Deaths.

Baltimore, July 27.—Lynn C. Byrd a member of the wholesale drug firm of James Bailly & Son, 16 and 18 West German street, died suddenly about 10:30 o'clock last Wednesday morning while seated at his desk in the firm's office. He had sustained a slight hemorrhage about one hour earlier, but was thought to be recovering. A more severe recurrence of the trouble followed, however, and Mr. Byrd, falling to the floor, expired in a few minutes. He had been in poor health for some months. Recently he returned home from a trip to Detroit, Buffalo, Niagara Falls and other points, having traveled in the hope of deriving physical benefit. The deceased was 42 years old and a native of Temperanceville, Va. He came to Baltimore about twenty years ago and had since then been connected with James Bailly & Son. He had charge of the traveling salesmen and was widely known in Virginia, the Carolinas and other Southern States. He leaves a wife but no children.

F. S. Williams, who conducted a retail pharmacy at the corner of Ninth and F streets, northwest, Washington, D. C., for 17 years, died at the Johns Hopkins Hospital, this city, on the last Monday afternoon. He had suffered from typhoid fever and had been removed to the hospital during the early stage of the malady. Mr. Williams was born in Howard county, Md., fifty years ago, but had lived in Washington a long time and stood high in business circles there. In his will he directed that all his property should be held in trust for his son until the latter reaches the age of twenty-five years. The drug store is to be sold as soon as possible.

VOGELER COMPANY SALE RATIFIED.

Baltimore, July 23.—An order was signed yesterday by Judge Dobbler in the Circuit Court here substituting William E. Geddes, of London, England, in place of Richard J. Drinkwater, of London, as the purchaser of the business of the Charles A. Vogeler Company, manufacturers of St. Jacob's Oil and other proprietary articles, and ratifying the contract made with Mr. Geddes on June 23 last by Henry S. Dulaney, John B. Ramsay and Lawrence B. Kemp, trustees. The sale of the assets to Mr. Drinkwater was reported to the court on February 6 last, and was ratified February 13. Mr. Drinkwater having declined to carry out the contract of sale, Mr. Geddes agreed to take his place on the same terms. The petition of Mr. Geddes on which the court's order was based stated that he has paid the trustees £5,000 and has given them his promissory notes for the balance of the £10,000 purchase price. The notes are for £10,000, £15,000 and £1,000, and are to run respectively 60 and 90 days and four months. Mr. Geddes represents an English syndicate which will continue to manufacture and market the preparations previously exploited by the Vogeler Company. The sale includes all the patent rights, good will and appliances. The building was sold not long ago to Gilpin, Langdon & Co., wholesale druggists, and is being remodeled for the firm's business.

Business in Fair Shape.

Baltimore, July 26.—Business in the jobbing houses eased off somewhat last week, but the volume of transactions for the current month will nevertheless assume large proportions. Some of the firms report the business done to have been the largest in their history, and last week's decline in activity is attributed chiefly to the desire of retailers to keep down their bills as much as possible. The manufacturers continue to be active, and altogether the trade is in fair shape. The market for botanicals is without special features. Some few articles, such as seneca root, serpentaria and golden seal, have advanced in price, instead of declining, as had been predicted in some quarters. Other values have taken a drop. No special developments are looked for until the middle of September, when the new stocks will be coming into the market and when the scarcity or profusion of supplies can be determined with greater exactitude. The retailers have been fairly busy. The heavy chemical movement is about as usual.

NOTES.

—J. Edwin Hengst, a well known East Baltimore druggist, was among the members of the East Baltimore Business Men's Association who went on the ten days' trip to Buffalo, Toronto, the Thousand Islands and other places. The party had an exceedingly pleasant time.

—H. P. Hynson, besides attending the annual meeting of the Maryland Pharmaceutical Association, served at Camp John Walter Smith as brigade hospital steward during the State encampment of the M. N. G.

CHICAGO.

ASSOCIATION DOINGS.

Chicago, July 27, 1901.—The several auxiliary districts of the Chicago Retail Druggists' Association are gradually making up their quota of money contributions. The amount received from the eighteenth district was \$142 instead of \$125 as stated in the report of the meeting of the C. R. D. A. recently. The fifteenth district has paid in \$22 as a partial payment of the sum it expects to give, and other districts have come forward with various sums and assurances. The amount finally received will far exceed the total of \$1,100 received and pledged at the last meeting of the association.

The ninth district has been reorganized and new officers have been elected.

The next meeting of the C. R. D. A. will be held in the Masonic Temple on the second Tuesday in August.

Chicago Business Lighter.

Chicago, July 27.—Jobbers and others state that the week has not been quite so satisfactory as was last week in point of business. The very depressing heat and humidity have had a distinct effect upon trade and there seems to be little activity anywhere except upon soda fountain goods. Manufacturers are having their usual summer trade, but have not been at all rushed with orders so far as they will say.

NOTES.

—There has been a number of marriages among the young men connected with the drug trade within the past six weeks or so. Among those who have become benedicts are Charles Koebel, city salesman for the Fuller & Fuller Company. Mr. Koebel was married this week to Mrs. Louise M. Wade of this city. They will spend their honeymoon in Duluth, Minn. Mr. Koebel is looked upon by his employers as one of their most efficient men. It is understood that both Mr. and Mrs. Koebel have many tastes in common, not the least of which is a love for and appreciation of fine music. George C. Gordon of the Chicago house of McKrack & Company was married on July 16 to Miss Minnie F. Copeland of Rutherford, N. J. Mr. and Mrs. Gordon will reside in Chicago. Charles L. Gleeson, Chicago representative of the importing department of Parke, Davis & Company, was married on June 29 to Miss Jean Bernadine Sargent of Spokane, Wash. Mr. Gleeson is enthusiastic in his rating of Horace Greeley's advice concerning the west, and while he did not remain to "grow up with the country", having already attained maturity here, he believes that he has brought back with him the best product of the country which excited the admiration of the sage of the New York Tribune.

—The Chicago Drug Club, through its secretary, Charles E. Matthews, announces that the rooms at 178 Randolph street are in course of preparation for the club and will be ready not later than the first of September. The catering will be in charge of the Bismarck Hotel Company. The club will be proud of its new quarters and extends invitations to the trade to call at any time after or on the date mentioned.

—A mandamus suit has been brought against the Chicago Telephone Company to compel it to reduce the rates on business 'phones to \$125 per year according to

the schedule allowed in the franchise of 1889. Corporation Counsel Walker has given an opinion that a mandamus suit will lie in the premises.

—John W. Kask, a druggist at 5727 Wentworth avenue, was called home to Peconica, Ill., this week on account of the serious illness of his aged mother.

—James Adams, a well known druggist at Forty-seventh street and Vincennes avenue, has gone to Mackinac Island for a ten days' outing.

—The Pasteur Medical Company, Huntington, W. Va., has been licensed to do business in Illinois. Its capital stock in Illinois is \$2,000.

—Buck & Evans, Forty-seventh street and St. Lawrence avenue, have sold out to James Adams, 611 Forty-seventh street.

—Fred. Woeltz of F. W. Woeltz & Brother, well known druggists of Appleton, Wis., was in Chicago this week buying goods.

ST. LOUIS.

HOT WEATHER IN ST. LOUIS.

St. Louis, July 27.—The extreme hot weather which has prevailed for the past two weeks has played havoc with the retail drug trade, and has affected the wholesalers' business. Even the soda fountain business has very materially dropped off. People have remained at home as much as possible, and have more or less prepared their own cool drinks. The physicians have had little to do and the prescription business has been practically dead. The sale of lemonade on the street by small boys and girls, many druggists claim, has affected their fountain business. Everywhere on the streets and in doorways, are children with a table and large umbrella—providing there is no other shade—selling lemonade at one cent per glass, and as a rule it is a pretty good article, too, for it is cold and refreshing. You will frequently find one of these stands on either side and a few doors from a drug store. Many people patronize these little street vendors to help the business along, while the majority probably realize that it is an excellent opportunity to get five drinks for the price of one. All the local wholesale houses have been closing down at four in the afternoon. During the past week three employees of the Meyer Bros. Drug Co. were overcome by heat and one each at the J. S. Merrell Drug Co. and Moffit-West Drug Co's.

NOTES.

—The druggists of this city claim they are having a very hard time to find the right kind of young men or boys as apprentices. They claim that nearly every one they try either gives it up in disgust after a few weeks or else becomes of no account and they are obliged to discharge them. The long hours, small pay, and the idea of washing windows and bottles and sweeping floors and pavements, acts upon the boys like a scarecrow. This city affords so many opportunities to boys and young men in factories, offices and large wholesale establishments where the pay is usually better, the hours much shorter, and the work and surroundings more congenial, that the druggist has to almost go begging to find an apprentice. The old time druggists have the hardest time of it. They expect a boy to start in and do pretty much as they remember they were required to do when they were learning the business. But there is a very great difference between the city boys of to-day and those of forty years ago.

—The A. Ph. A. arrangements are being pushed right along. A committee consisting of L. A. Seitz, C. C. May and Chas. Gletner, has been appointed to get up a list of all points and things of interest to a visitor in St. Louis. This information will be published in pamphlet form, and arrangements will be made to visit as many places of interest as possible. Prof. Ives, director of the Museum of Fine Arts has tendered the freedom of the museum to all members and visitors at the meeting. Local Secretary Whelpley says his committee has arranged to issue tickets which will entitle the bearer to visit the museum as often as he chooses during that

week. Another one of the entertainment features will be a steamboat ride up and down the river. A visit will also be made to the St. Louis Historical Society where may be seen a vast number of things pertaining to the early history of this city and the old Louisiana Territory.

—As yet no concessions have been made by the wholesalers in their new rules in regard to discounts and the return of empty containers. A few of the local retailers are talking about combining and buying as much as possible in Chicago and eastern markets, in case the wholesalers do not concede their demands.

—Word has been received of the death of Miss Ida May Samms, of Clinton, Mo. Miss Samms was a registered pharmacist and conducted a store at that place. She was well known to the druggists of the state as she always attended the meetings of the state association and took part in the proceedings.

—G. H. J. Andreas, druggist at Vandaventer and Shendoah avenues, is a great fisherman and being unable to leave his store for any length of time, he is taking his vacation on the installment plan. He spends two days a week tempting the fish of Creve Couer Lake and other nearby resorts.

—Theo. F. Hagenow has moved his store directly across the street from its old location at Fifteenth and Chateau avenue. Last Tuesday night he invited a number of his druggist friends down to inspect the new location and to help him do a little celebrating.

—L. P. Hemm, the Kirkwood pharmacist, who started for the West on account of ill health a short time ago, became so much worse that he was obliged to return. He is arranging to sell out his two stores and go out of business.

—Leslie Pelham, chief clerk at the Marlon-Simms Medical College Drug store, was overheated last Tuesday. R. T. Hill, the proprietor, was called in from Illinois where he was spending his vacation.

—E. W. Knott, the city desk man at the J. S. Merrell Drug Co., has gone up among the lakes of Minnesota to endeavor to recuperate his health and incidentally to do a little fishing.

—C. W. Ochsner, formerly a druggist at Vandaventer and Finney avenues, sails next Monday for Germany where he expects to be gone at least a year.

—Jacob Friez, the druggist fisherman on S. Fourth street, says the fever is coming on him again and he is getting ready for another trip.

—N. H. Allen, the Kirkwood druggist, who recently went into bankruptcy, expects to enter business again in the near future.

—Chas. J. Sittle, chief price for the Moffit-West Drug Co., has returned from a two weeks' vacation spent in the far north.

—C. D. Merrem, druggist at Taylor and Finney avenues, has gone out on the Big Piney river for a two weeks' fishing trip.

—H. E. Papin, treasurer of the Moffit-West Drug Co., has gone to Northern Wisconsin on a protracted fishing trip.

—H. K. Prewitt, of Corsicana, Texas, was in the city this week purchasing a new drug store outfit.

—W. P. Pilkington, proprietor of the Garrison avenue Pharmacy has gone north on his vacation.

—L. A. Porter, representing the Coca-Cola Co., of Atlanta, Ga., has been in the city this week.

There is a constantly growing demand for the "20 Mule Team" brand of Borax in special pounds, two pound and five pound cartons. The five pound packages are designed for dispensing purposes. This brand of Borax may be depended upon absolutely as chemically pure. The Pacific Coast Borax Co. is carrying on a campaign of education among householders in regard to the uses of pure borax. Send for a supply of the two attractive and valuable pamphlets, "Hints on the Use of Borax," and "Borax in the Home," for distribution to your customers. They will surely increase your sales of borax. Address the Pacific Coast Borax Co., New York, Chicago, or San Francisco.

THE SOUTH.

AFTER THE VIOLATORS.

Memphis, July 26.—Systematic effort has been made by the Board of Pharmacy during the last quarter to discover all persons and firms who have been selling drugs without licenses. Several firms, whose names were before the board, will be prosecuted. Most of these violations are from country stores having a drug department in connection with general merchandise. A special permit is granted to country stores in towns where there is no registered pharmacist, providing the town is sufficient distance from a registered pharmacist's place of business—at least six miles. The person so applying for permit must give evidence that he is qualified to dispense drugs, and must be indorsed by the physician of his locality. During the coming quarter the prosecution of this class of violators will be continued.

Drug Store Robbed.

Memphis, July 26.—The pharmacy of Hammer & Ballard, 210 Main street, was robbed some time during the morning of July 26. The thieves entered through a large transom in the back of the store and got away with \$13, all the change in the cash register being taken. Nothing else has been missed. A negro who formerly worked for the firm as porter was arrested but was released for lack of evidence. Another ex-porter was arrested, he, too, being released as nothing could be proved against him.

NOTES.

—What came near being a disastrous fire occurred on the 23d at Marietta, Ga. The fire originated in the drug store of J. W. Legg and was caused by a match lighting either a tank of gasoline or turpentine. The flames spread rapidly and covered the whole store in a few minutes and but for the prompt service of the fire department the whole block in which the store is located would have been destroyed. The building was not seriously damaged but Mr. Legg's loss on stock is \$10,000, about three-fourths covered by insurance. He will resume business as soon as possible.

—Chas. Maggee, head society man and prescription clerk for Gus. Kendle's pharmacy, Meridian, Miss., is sojourning among the Northern lakes. It is said that he contemplates embarking in the roasted coffee business on his return to Meridian.

—Arthur Clipp who has been attending the medical college at Louisville, has returned to Meridian, Miss., and accepted the management of the Southern Pharmacy.

—Mr. Sangster, the prescriptionist at Rathen's pharmacy, Holly Springs, Miss., is with his wife and babies taking in the Buffalo exposition.

—W. S. Metcalf, the Coffeeville, Miss., pharmacist, has moved his business to Water Valley, Miss., where he has one of the prettiest drug stores in the state.

—The Mississippi Drug Co., at Laurel, Miss., is said to have the handsomest soda fountain and fixtures south of the Mason and Dixon's line.

—Mrs. Butler, who succeeded her husband in the drug business at Holly Springs, Miss., has sold out to Drs. Crawford, Reed & Seale.

—A new drug store has been established at Collins, Miss. Dr. W. A. Tisdale is the proprietor.

Happy Foot Hair Insoles.

Here is an article now having a great sale in many drug stores. The manufacturers create a popular demand



for it by advertising in the principal magazines, and in referring inquirers to their druggists for supply. Happyfoot Hair Insoles can be sold as readily in summer as in winter. They keep the feet cool, comfortable and in their normal condition. You can arrange striking window displays with these goods, and sell lots of them. Write for introductory terms to the Wm. H. Wiley & Son Co., Box 69, Hartford, Conn.

NEW ORLEANS.

New Orleans, July 26.

—A sharp practice that has given the Board of Pharmacy not a little trouble, from outlying districts, is the securing of recognition as pharmacists by unscrupulous persons merely for the sale of liquor. Under the state laws there is an examination of candidates for certificates every three months. However, when an application to stand the examination is received the applicant is permitted, on his affidavit and payment of the \$5 fee required, to practice until he is examined when the certificate is issued. In several parishes of the state the local option law is in effect, prohibiting the sale of spirituous liquors, except by druggists and on a doctor's prescription. These blind tiger artists have in many instances merely sent in the necessary application to the state board and have secured temporary recognition as druggists. They never stand the examination applied for, but under the law they are safe to sell tanglefoot until such time as the date for the next examination rolls around. They have found it a very profitable expenditure of money in districts where physicians are not over scrupulous in writing prescriptions for liquor. The matter has considerably annoyed the state board and doubtless there will be an effort made to effectually put an end to the fraudulent practice.

—The case of J. A. Bastian, charged with violating the pharmacy law, in practicing pharmacy without a certificate, has not yet been heard. When called for trial a continuance was secured and as court has now adjourned for summer holidays the matter will lie over until fall. In the meantime Mr. Bastian has employed a registered pharmacist and is within the law.

—After the sudden death of A. Sirjacques, the drug establishment at Washington avenue and Magazine street has been relet and purchased by Sidney M. Gutmann, one of the young drug proprietors of the city, and formerly in the employ of William Levy.

—Primo's Pharmacy at Canal and Bourbon streets, which recently went into liquidation, has been reopened as "Williams' Pharmacy." The stand is an old drug corner and for years was occupied by W. T. Cluverius, a veteran druggist of New Orleans.

—The next examination for pharmacists will be held by Louisiana Board of Pharmacy August 2 and 3. Previously one day has been sufficient to conduct examinations, but this has in some instances worked a hardship on applicants and hereafter the quarterly examinations will consume two days.

—Owing to inclement weather there was a postponement of the last meeting of the Orleans Pharmaceutical Association. There will be a called meeting shortly to select a delegate to the National Retail Druggists' Association convention.

New Jersey Pharmaceutical Association Scholarship.

In pursuance of the resolution passed at the recent annual meeting in Trenton, the executive committee of the New Jersey Pharmaceutical Association drafted and adopted rules governing the conditions for the scholarship to be established in the New Jersey College of Pharmacy. The scholarship is to be known as the "New Jersey Pharmaceutical Association Scholarship in the New Jersey College of Pharmacy." The conditions for the examination follow: 1.—The candidate must be a person of good moral habits. 2.—The candidate must have served two years of apprenticeship in a prescription pharmacy, and must present credentials to that effect from the preceptor. 3.—The examination to cover preliminary school education and will consist of questions in mathematics, geography, English grammar and spelling. Penmanship is to be taken into consideration. The examination for this free scholarship will take place in the lecture room of the New Jersey College of Pharmacy, on Friday, September 6th, at 10 a. m., under the direction of the executive committee of the New Jersey Pharmaceutical Association. Applications with credentials should be addressed to Herman J. Lohmann, chairman of the Executive Committee, Jersey City, N. J.

THE NORTHWEST.

PRICE-CUTTING.

St. Paul, Minn., July 26.—The matter of cutting drug prices is attracting attention outside of the trade immediately concerned. The St. Paul Trade Journal, an influential exponent of the Northwestern business world, discussed the question editorially in its last number saying:

"Probably none of the trades have been more affected by systematic cut rates, and particularly as to proprietary goods, than the retail drug trade. This system has been carried to such an extent that in every locality the profits of selling drugs has been demoralized and the business of retail drug stores reduced to very small sums or practically wiped out."

"This condition of things has induced the Druggists National Association and the Proprietary Association to enter upon a system of co-operation with a view of remedying the evil. These organizations co-operate directly with the National Retail Druggists' Association and the whole trade seems to have begun to harmonize for the maintenance of fair prices. Part of the plan which it is probable will be carried into effect, is for the manufacturer to fix the retail prices on his goods. Not arbitrarily, but with the approval of the Retail Dealers' Organization, and the retailing of goods below this schedule of prices will be prevented by the ability of the cutters to buy more goods from any of the manufacturers thereafter. The same rule may be made to apply to wholesalers and the manufacturers together as a unit, thereby gaining what may be properly termed business justice. Should this system be carried into effect thoroughly, it would seem as if there would be difficulty for the price cutters in the drug business to continue their work of demoralization."

"Recently an agent of the National Retail Druggists' Association visited this city for the purpose of reviewing the situation and seeking to find the way for a better understanding between the retail druggists and their association and the department stores which are the active factor in the cut rate business."

"It seems probable at this time as if considerable benefit would grow out of the movement, and if so, a large influence will be exerted upon other lines of trade, the vitals of which are being sapped by cut-price demoralization. The progress of this movement in the drug trade will be watched with interest by other lines of business, and while, as compared with some other manufacturers, there are fewer manufacturers and wholesalers in the drug trade, at the same time if success is attained in this movement an influence will be exerted upon trade at large which will prove of the highest consequence."

NEW MINNESOTA PHARMACISTS.

St. Paul, Minn., July 26.—The midsummer examination conducted by the State board of pharmacy resulted in the granting of the registered pharmacist certificate to these:

Philip L. Adams, Joseph A. Cox, Hans Dahl, Charles E. Geisel, Adolph W. Johnson, Emil E. Kelsing, all of St. Paul. John A. Browne, Edward W. Lansing, Jr., Albert C. Peterson, Guy C. Clark, Albert H. Erickson of Minneapolis. John H. Beutner, Jr., Winona; Westwood D. Case, Stewartville; J. Gunner Elmqvist, Gunder M. Larson, Stillwater; Walter O. Flodin, Duluth; Bernt M. Hanson, Albert L-a; Hattie M. Hitchcock, Redwood Falls; Victor H. Moffatt, Hendrum; Paul V. McCoy, Dassel; Henry G. Selfert, Louis C. Helman, New Ulm; Frank W. Smetana, Hopkins; Jennie L. Phillips, Clearwater; Mary M. Jones, Frazee. The following were granted the certificate of assistant pharmacist: Adol' F. Burmister, Wesley A. Britzius, Charles F. Clough, Walter F. Dreis, Ludie D. Carlson, Orley E. Couch, Alburts Hanson, Emil T. Schmidt, Edna B. Stultz, Ernest C. Wippermann, Henry M. Wilson, Edwin A. Buzzell, Man'ey B. Cook, Evan G. DeLander, Herman Hauneter, Christian A. Hawkins, Avery L. Johnson, Julius F. Leopold, Henry H. Scarf, Nilson P. Westberg.

NOTES.

—Successions: N. B. Alger, Wessington, S. D., by J. A. Milburn; O. K. Windberg, Lake Park, Minn., by O. K. Windberg & Co.; White Drug Co., Battle Creek, Neb., by T. M. Morris; Greenway Drug Co., Muchakino, Ia., by the J. C. Thomas Drug Co.; Churchill & Scheldrup, Minneapolis, Minn., by George S. Churchill.

—The St. Paul Dispatch talks like this and evidently feels better for it: "What ought to be done to the jocose local druggist who, when the thermometer was at 103 yesterday, posted a weather bulletin of last winter pre-

dicting, 'Snow to-night and Sunday; not so cold to-morrow?' Either a pension or a lamp post is in order."

—Frank Davis was arrested at Hastings, Minn., Wednesday for stealing a horse and buggy belonging to F. W. Finch, a druggist of that city. He was arraigned before Justice Newell and committed for trial, going to jail in default of \$400 bail.

—E. Bruce Nimmo, formerly of Duuth and now of Brainerd, Minn., visited the city last Friday in search of a soda fountain expert. He engaged a Mr. McDonald of Shelby avenue, who has gone to Brainerd to take charge of that department.

—New: Baker & Reiff, Fergus Falls, Minn.; O'Meara Bros., Salem, S. D.; P. & M. Kline, Millerville, Minn.; A. D. Wyant, Knox, N. D.; F. G. Watson, Boyd, Minn.; Lorenzo Rounds, Armour, Neb.

—Chas. Long has left Campbell's Pharmacy, St. Paul, and gone to Brainerd to work in Spalding & Nimmo's store.

—W. E. Wold, of Austin, Minn., has gone to Granite Falls to work for B. E. Nelson.

—W. J. Camden, of Walhalla, N. D., is visiting old friends in this neighborhood, this week.

—A. McCullough, formerly of Wyckoff, Minn., is now in Rollin's Pharmacy, in this city.

—The Northern Paint Co., Minneapolis, will remove to St. Paul Oct. 1.

—B. F. Moffet has sold his interest in W. E. Henning & Co., Clinton, Ia.

—Claypool & Wheeler, Sloux, Neb., are about to dissolve.

—Aug. Penspl and R. J. Koch, who have been running drug stores at Eureka, S. D., have consolidated.

—E. E. Winchester & Co., Eldora, Ia., have changed style to the Winchester Drug Co.

—E. L. McCullough, Wyckoff, Minn., has filed a voluntary petition in bankruptcy.

—Barrett & Preble, Webb, Ia., have given a bill of sale.

—A. B. Fisher & Co., Rodney, Ia., have sold.

CALIFORNIA.

BOARD OF PHARMACY SESSION.

San Francisco, July 22. The California Board of Pharmacy met here last week. The board has been compelled to reconsider its ruling in regard to registering graduates of pharmacy without examination. The news came as a surprise to nearly all the graduates of this year's classes who had assembled prepared to take the examinations. The board decided that those graduates of the two colleges in California were entitled to registration under the old act of 1901 and the new act of the last legislature could not compel them to pass an examination. The future policy of the board in this matter has not been decided upon, but it is rumored that in the future the graduates of the College of Pharmacy of Physicians and Surgeons and those of the California College of Pharmacy will be registered without examination. These being the only two colleges in the state it has been argued that their graduates should be recognized.

Later in the examinations for registration were completed July 23, and the following were successful participants: Licentiate—J. W. Bodmann, M. E. Fellows, J. L. Whitlock, H. E. Howard, W. H. Davidson, S. P. Strange, G. P. Tolman and William Quinn, Assistants—F. Van Dam and B. F. Suehohn. Besides these, all graduates of the California College of Pharmacy and of the College of Physicians and Surgeons, who had had the requisite four years' experience, were registered without examination. This ruling, however, will not be in force after August 1st of this year. The next meeting of the board will be held October 5th, in San Francisco.

Los Angeles Would Tax All Druggists.

San Francisco, July 23.—The city council of Los Angeles seems to think the druggists of that city are an easy mark. The special committee from the council, ap-

pointed to devise ways and means of increasing the city's revenue, has under consideration a special tax on druggists. The idea is to compel all druggists in the city to register and pay the sum of \$2 per annum for the privilege. Their action in this matter has called forth a kick, and a committee of four druggists called on the council to protest against the action. It was pointed out by the druggists that, under the new pharmacy act, State registration costs each pharmacist \$2 a year and each assistant \$1. This protected the public, and a further tax by the city would bring about no better protection, but would work a hardship to druggists and clerks as well. The council took no action on the protest, but will report on it when the ordinance comes up for final action.

Gift to College of Pharmacy.

San Francisco, July 22.—The library of the California College of Pharmacy has received about one hundred and twenty-five volumes on pharmaceutical and allied scientific subjects, from James C. Steele. Mr. Steele is an old and well known druggist in San Francisco, who, before retiring from active business, conducted a pharmacy under the Palace Hotel. His gift is a valuable one and will prove a splendid acquisition to the college library.

NOTES.

—The retail drug clerks of San Francisco have commenced an active campaign for shorter hours. Large cards requesting the public to purchase their drugs before 10 o'clock are being displayed in nearly all the drug stores of the city. The movement is meeting with a great deal of encouragement, and the association hopes by this means to get an earlier closing hour in force in the near future.

—L. R. Elliott, ex-mayor of San Francisco, and a well-known pharmacist, died Sunday at his home in San Francisco. The deceased was a close student of pharmacy, but took up the study of law, and drifted into politics. Mr. Elliott held several important political positions in San Francisco, and was very well and favorably known.

—Stockton druggists are getting in line for early closing. Their stores all closed at 8 o'clock with the exception of Saturday night when the hour is 10 o'clock, and Sunday, when they close at 6 o'clock.

—Wallace L. Meyers has resigned his position with the Golden Rule Pharmacy, San Francisco, and will leave shortly to take a place in Honolulu.

—C. W. Fischer, San Jose, has sold a half interest in his store to N. Pellerano and the business will hereafter be run under the name of Fischer & Pellerano.

—Hal Cottle has taken charge of the prescription work of the Polyclinic on Ellis street, San Francisco.

—Robert Grier has accepted a position with the Zimmerman drug store at Woodland.

—The Modern Pharmacy, Fresno, has been reopened by J. J. DeGloria and Maurice Ryan.

—O. Overman, formerly of Palo Alto, is now located on Seventh street in West Oakland.

—R. R. Snowden has purchased the store of Dr. Milton McMurray, Crescent City.

—W. E. Cook has taken a position with Dr. Frank O'Connell, Yreka, Cal.

—F. R. Henderson has purchased the Agee drug store at Merced.

—Dr. J. A. Miller has opened a drug store at Geyserville, California.

C. AUG. WERCKSHAGEN, of Philadelphia, whose death in July 21, due to heart prostration, was briefly noted in the Era of July 17, was born in Westphalia, Germany, seventy-five years ago. He received a thorough education in pharmacy and chemistry in his native land, and at forty-one years of age he immigrated to this country, opening a store in Philadelphia at Fifth and Jefferson streets. There he established an enviable reputation with physicians and the public, which he extended by his contributions to pharmaceutical journals. His breadth of knowledge was such that some of the ideas of which he was the author were adopted in the U. S. P. He was a member of the Humboldt Lodge, F. A. M., and of various German societies. Surviving him is a son, a druggist in Baltimore, and three daughters.

OHIO PHARMACEUTICAL ASSOCIATION.

The Ohio Pharmaceutical Association held its twenty-third annual meeting at the Algonquin Hotel, Dayton, O., July 16. The mayor of Dayton, Hon. J. R. Lindemuth, extended a cordial welcome to the visiting society, which was responded to by A. DeLang, of Cincinnati, on behalf of the association. Short speeches were made by Adam Schmidt and Dr. Casper of Springfield, after which the president read his annual address. The address was referred to a committee for consideration.

The second session was called at 9 A. M. July 17. The privileges of the floor were extended to C. H. Jones, organizer of the Ohio Valley Druggists Association, and to E. R. Cooper, organizer of the Northern Ohio Druggists' Association. The reports of the various committees were read and accepted. The chairman of the Committee on Course of Study in Colleges of Pharmacy made the following recommendations, which were adopted:

1. That this Association requests the schools of pharmacy located in Ohio to require an entrance admission, leading to a degree, of at least one year's instruction in a standard high school, which should include algebra and natural science.

2. That this Association re-affirms its position of 1896 that schools of pharmacy should have a fixed time for the admission of students who are candidates for a degree in pharmacy, which should be at or near the opening of the school year; and a definite time when the course leading to the conferring a degree shall close.

3. That the Ohio Board of Pharmacy be, and is hereby requested to adopt a rule that after Sept. 1, 1902, it will refuse to recognize as in good standing any school of pharmacy within or without the State of Ohio which fails to require and enforce an entrance qualification equivalent to that proposed in Item 1, or that fails to comply with the conditions relating to the admission of students and the conferring of degrees in Pharmacy set forth in Item 2.

Reports were read by the delegates to the National Wholesale Druggists' Association and the National Association of Retail Druggists. Affiliation dues in the National Retailers' Association were ordered paid for another year.

E. R. Cooper explained in detail the working of the so-called Worcester plan for the prevention of price-cutting in connection with which the association passed the following resolutions:

Whereas, an expression of our sentiments in behalf of price-protected goods is deemed essential, and whereas, the retail drug trade would be benefited without injury to any one by price enforcement under the Worcester plan; Now, therefore, the Ohio State Pharmaceutical Association does hereby endorse said plan; and as a further expression of interest and as an incentive to manufacturers of proprietary goods to adopt it, do urge our members to give preferential consideration to the goods of manufacturers that are sold under said plan, whenever they can do so without injustice to any other goods or discrimination against their own.

Resolved, that the secretary of this association be instructed to forward the following resolution to one or more members of this association in each town, with request that they obtain druggists' signatures thereto. And resolved, that all signatures so secured be returned to the secretary of this association and embodied in fac-simile memorial to proprietary manufacturers, as also for the presentation at the proposed Massachusetts fall conference.

The following resolution was adopted:

Whereas, the retail drug trade would be benefited without injustice to any one by price enforcement under the Worcester plan; now, therefore, the undersigned do hereby endorse said plan, and as a further expression of our interest and as an incentive to manufacturers of proprietary goods to adopt it, do promise to give preferential consideration to the goods of manufacturers that are sold under said plan, whenever we can do so without injustice to any other goods or discrimination against our own. And we promise to sell the price-protected goods whenever called for by name, without effort to sell our own or to sell them in place of such price-protected goods.

On Wednesday afternoon the Dayton druggists tendered the association a carriage ride and a trip through the National Cash Register Company's model factories, where were seen the detailed processes of manufacture, the system by which employees suggest their own ideas, and the lunch room where the female employees are each day served the essentials of a good lunch for five cents per week. These works certainly suggest an era of higher aim and culture among factory operatives.

The following officers were elected: President, J. C. Pirmin, Findlay, O.; First Vice-President, Chas. Free-
ricks Jr., Cincinnati, O.; Second Vice-President, G. C.
Himmelman, Akron; Permanent Secretary, L. C. Hopp,
Cleveland; Treasurer, F. H. Von Stein, Upper Sandusky;
Executive Committee, F. W. Herbst, Chairman, Colum-
bus; J. P. Harley, Warren, John Kutchbach, Cincinnati.
The initiation fee for new members was abolished.
The association commended the Board of Pharmacy on
the fact that the number of assistant registered phar-
macists had been increased in the last two years. The
following names were recommended to the governor
from which to select a new member of the Board of
Pharmacy: W. R. Ogier, Columbus; John Von Stein,
Upper Sandusky; John Byrne, Columbus; Adam Schmidt,
Springfield; Geo. W. Brown, Wilmington.

An auxiliary section was formed and put on an active
basis, the object of which will be to protect those mem-
bers who may be unjustly persecuted or prosecuted un-
der the existing or future laws of this State, to take
care of any cases against them, both in the lower and
appellate courts, without individual expense to the drug-
gist beyond his per capita fee for membership; member-
ship to be restricted exclusively to members of the Ohio
State Pharmaceutical Association. A central committee
of six was appointed by the president, to have full
charge and discretion in doing the work.

The matter of a time and place for next year's meet-
ing was left to a central committee, the preference of the
committee being for a boat ride to Mackinac, holding the
meetings on board; the next preference to be given to
Put-in-Bay.

Mr. Jones' Address.

Following is the address of Mr. Jones, delivered at the
annual meeting of the Ohio State Pharmaceutical Asso-
ciation, July 17:

"It is on two occasions only that I feel any regret at
not being a druggist; one is such an occasion as this,
when the cream of your profession is gathered together
for business and social purposes, and the other is when
I stand in your ending stores and see a vast amount of
our circulating medium disappearing into your capacious
coffers. I was not born a druggist, and somehow
my education since has not been of a character to develop
me into one, but I am beginning to feel that I had bet-
ter look well to my surroundings and connections, for it
would certainly be dangerous the influence that environ-
ment has upon one. I had often heard it said that the
profession I chose was not so dissimilar to yours, the
only difference being that the class to which I belong
has the reputation of being engaged in legally 'holding
up' the public. But, it would seem to me, if I have any-
thing like a proper conception of the matter, that my
class only assumes the burdens of a few unfortunate
who unwarily fall into our meshes, while the apothecary
holds up his entire community without regard to race,
color or previous condition of servitude. However, since
my advent into the drug business, or rather the druggists'
business, I have come to believe that the great ad-
vantages the druggists have been supposed to enjoy are
largely exaggerated. Indeed, instead of the Augustus
who lays tribute upon the whole world, I find the drug-
gist to be a mere servant of the people, and an under-
paid one frequently at that. Instead of large and mag-
nificent landed estates to leisurely roam over, I have
generally found modest apartments, just large enough to
meet the bare necessities, located near the workshop, and
these knowing their masters but a few hours out of the
twenty-four; instead of a position of ease, with servants
running at his beckon to meet the whimsical demands
of luxury, I find him coatless and hatless, and
with disheveled hair, performing all manner of service
down to the most menial and undesirable; and instead
of the few hours daily that the wealthy and cultured
devote to business, merely for a salutary effect upon the
mind, I find a man overwhelmed with laborious duties and
unceasing cares for such extended periods that the only
wonder is that the great strain does not reduce the mind
to a blank and leave its owner a helpless public charge.

"It is true that there are druggists and druggists, as
well as there are stars and stars; some will have that
degree of enterprise, cleverness and practicability that
overcome all obstacles, while others, lacking in these

qualities, must fail. Some time ago, a gentleman re-
marked that a druggist who failed of success was not
entitled to sympathy. I do not know his definition of
the word success, but at any rate his observation was
an extreme one, and too harsh. It is true that some
men in the drug business fail; and so do men in other
lines of business. Sometimes it is not the fault of the
man, but it is due to circumstances over which the man
cannot have control.

"What we are interested in, however, is not the equal
distribution of talent or tact, but the betterment of con-
ditions which every druggist must face, and the eleva-
tion of the business to a plane where the average man—
the man who has a fair degree of brain, industry and
conscience can make a comfortable living and provide
something known as the 'yellow sear of life.'

"I have often heard it said, and so have you, that the
'cut-rate' evil, the bane of the druggist's life, is the child
of the retailer, and indeed he is asked to acknowledge it
without any question.

"It may be that the charge is a proper one and that
he has been guilty of errors and indiscretion in the past.
But he is told that he must remedy the evil or grow ac-
customed to it, live with it and maintain it. This is said
without regard to any consideration of his ability for
the task. Equity does not presume to compel the specific
performance of an impossibility, and indeed we do not
always look to the origin or source of trouble or mistake
for its remedy or correction. If we did, we should be
compelled to ask Adam and Eve to purge the world of
sin and to restore lost happiness, or perhaps we should
be obliged to resort to the Old Serpent who it was that
brought death into the world and all our woe. It would
be capital if we could make Satan bear all our infirmities,
and it would certainly be just and equitable if we could
compel the 'cut-rate' angels to shoulder and enjoy the
chaos they have produced. But this is not the order of
things, and man has been charged to go into the high-
ways and byways to preach the gospel of light and truth
and bring every creature within its saving grace. We
have maintained that the ability to apply a remedy lay
with the manufacturers, and the courts of the country,
in a long line of decisions, have confirmed our conten-
tions. They have declared in no uncertain tones that the
proprietary manufacturers of special preparations
not classified among the necessities of life, have the ab-
solute control over their products. The Worcester Plan,
which has been so clearly explained to you by Mr.
Cooper, is that principle carried to its logical conclusion,
that in order to establish such conditions as the man-
ufacturer desires with reference to the disposition of his
goods it is not necessary to resort to a written contract.
Of its feasibility and legality there is no question, and it
now remains for the manufacturers to adopt and enforce
it, and thus relegate the word 'cut-rate,' more hideous
than any nightmare, to the peacefulness of merciful ob-
livion, and if any vestige of it should remain in the form
of memory, it will serve only as a monument to a few
ill-becoming natures that sought an undue advantage at
the expense of their fellow men.

"Under the present commercial and industrial system,
we have grown accustomed to see men looking sharply
to their own interests without regard to the rights of
others; indeed, we sometimes question if it has not be-
come a virtue to do so. We have no quarrel with the
manufacturers for waxing rich and great in the busi-
ness in which they are engaged. But the retailer has
more or less to do with that same business, and he has
contributed his labor and personality to make that busi-
ness a success, and the only question is whether he has
enjoyed his full share of the product of his labor. If not,
is he not entitled to it? Suppose he has waived it in the
past, that concerns only the past, and that fact does not
stop him from demanding its enjoyment in the future.
You are advertiser and distributor for the manufacturer.
You devote your valuable space for advertising purposes,
you contribute your labor as distributor and you lend
your personality and your reputation for truth and verac-
ity and honesty to help sell the goods of men you never
saw, and goods you know very little about. It is all
right if, for the value you give, you get an adequate con-
sideration in return. If so, it is right; if not, it is wrong.
We would not want the manufacturers to take any step

that is not just and equitable. It is universally admitted that the 'cut-rate' evil is injurious to the retail druggist, and the manufacturers themselves admit that it is injurious to them, that it tends to throw discredit upon their products and bring them into disrepute and eventually hurt the sale of them. But they are not asked to bear the full burden of a departure from old methods, but merely asked to co-operate in the effort to bring about better conditions that must necessarily result beneficially to them as well as to us. Why, if the product of any manufacturer must be sold without profit, is it not reasonable to suppose that whenever possible it will be cast aside and preference given to that which does afford a fair profit? Remove the incentive to substitution and you remove the thing itself. Some ninety odd manufacturers have said, 'We are in sympathy with your effort to extirpate cut rates and are willing and anxious to do all we can to assist you.' With the present conditions, although very great good has been accomplished and many of these manufacturers have made a sacrifice to carry out their agreements, yet it is difficult and almost impossible to ascertain with absolute certainty the degree of their sincerity and honesty. It is about time that we should know, and a system that reduces the matter to a certainty has accomplished wonders without going any further. If a thing is presented to a man, guaranteed to do exactly what he says he wants done, he is neither sincere nor honest if he refuses it. The socialistic reformer will tell you that if you will but remove the existing environment of men, you need not change their nature to make them better or worse, that if the fear of want and the lust for gain be removed, you will find men loving and sympathetic where before they were cold, selfish and cruel. We do not strive to change the conditions so that the hearts of men shall contain nothing but the milk of human kindness, but we do want to remove the temptation from manufacturer, wholesaler and retailer, to take away the incentive for lying and deception and to reduce the matter to a business basis, where we shall know what every man is doing and have the means of compelling him to do what is right. This applies just as strongly to the retailer as to the others, for in much of the deception and nefarious conduct he has played an important part. There are some retailers who will sell their reputation and their honor for a very small price—men like Esau, who will barter away their birthright for a temporary enjoyment of a mess of pottage. These are the most despicable of all—traitors to their cause, enemies of their fellow men, and not worthy of sympathy or respect.

"Someone has suggested that if we reduce the whole matter to a legal basis, that even then it would not afford us absolute security. We admit that there are but few things in this world that can be counted on as sure. He who violates the laws of nature must expect to pay the penalty, that is certain, and while the laws of man may be evaded or violated, the fault is not that of the laws but of him whose duty it is to enforce them. But any existing law that is constitutional can be enforced if a sufficient number of people really want to see it enforced. A legal basis is the only one that is reasonably sure. There are laws against theft, but it is argued that some men will steal, and so they will, but because some men do steal in spite of the law and are willing to take chances on suffering the penalties, is that any substantial reason why all the laws against theft should be repealed? I dare say that if this were done, your love for this country would soon be on the wane and your patriotism would fade like a desert flower. If the repeal of laws can produce chaos, then sir, the enforcement of adequate laws can bring peace and order out of chaos.

"Three years ago, as an answer to an appeal for the adjustment of grievances, we were told to go home and organize and that we would be considered. We have organized and have accomplished much good. The N. A. R. D. and its affiliated bodies are today looked upon as a power in the land. That fact was amply demonstrated recently at the time of the repeal of the War Revenue Tax, and it is being demonstrated daily in different localities by the establishment of better conditions in the drug trade. Everything so far accomplished has been the work of organized druggists, not individual druggists. It is the strength of united, systematic effort

that tells in the battle, and not the impotent wail of isolation and division. The spirit of organization is now sweeping over this country like a tidal wave, because men are coming to feel that the many can accomplish what to the few would be an impossibility. They know that inactivity means impotence and retrogression, while organization means enterprise and progress and the securing of that which is proper and just. We must continue our work of organization until we arrive at that degree of strength and importance where we can speak for the whole legitimate retail drug trade of the country, and our voice will be heard. We ask you to co-operate with us in this great movement upon the principle that all those who will be benefited thereby should contribute their mite toward the labor that must necessarily be bestowed and the expense that must necessarily be incurred. We need numerical strength as well as financial strength. There are quite a number of associations in Ohio, the largest being the Northern Ohio Druggist Association at Cleveland and the Ohio Valley Druggists' Association at Cincinnati. The N. O. D. A. is a powerful organization. The O. V. D. A. is also a splendid organization, with a very efficient Board of Control and very enthusiastic members. I believe that it is of the highest importance to all druggists in the state of Ohio, if not throughout the whole country, that these two associations should go on increasing in strength and effectiveness. I believe that every druggist in the northern part of the state should become a member of the N. O. D. A. You can help them and they can protect you. And I also believe that every druggist in Southern Ohio will be advancing his own cause and that of his fellow druggists by joining the O. V. D. A. It is these large affiliated bodies that are transforming the N. A. R. D. from a thin line of battle, weak and vacillating, into a strong, invincible army that will sweep away all opposition from its path to victory. Now is the time to take advantage of what the courts have declared to be a fundamental principle, and see that it is given universal application, to take advantage of the spirit of organization that is astir in the land; and to take advantage of our own strength to restore the profession to its time-honored place, that you may reap the rewards that you have merited, but which have been so long denied you. This is a matter that affects you vitally in your business, in your home, in your happiness, and you cannot afford to remain indifferent and inactive. You have a work to perform; it is to uplift, not to pull down; it is to build, not to destroy. And let no one for any fancied grievance of his own, trample upon that which is built. Let him not in his unbridled rage, like some blind Sampson unmindful of his own welfare and that of others, grasp the pillars of our magnificent structure, N. A. R. D., built by the earnest efforts of honest hands, and attempt to pull it down to destruction and ruin. Let us work in unison, each one doing what he honestly can and everything that savors of a difficulty will disappear as the mist disappears before the morning sun."

—The American Chemical Society will hold its twenty-fourth general meeting in conjunction with the annual meeting of the American Association for the Advancement of Science, in Denver, Colo., August 26 and 27th. The same arrangement which has heretofore obtained will govern the meetings of these two associations. The first session of the Chemical Society will convene on Monday morning, August 26, immediately after the organization of Section C of the A. A. A. S. The other arrangements for the meeting will be announced later in the official program. The headquarters of the association will be at the Brown Palace Hotel, where reduced rates have been secured for members. The Western Passenger Association covering the territory west of Chicago and St. Louis has made a rate of one fare plus \$2.00 for the round trip from Chicago to Denver, Colorado Springs, and Pueblo. Tickets may be bought from July 10 to August 31 and are good for return up to October 31. The Pullman fare is \$6.00 extra each way. Various visits and excursions will be arranged by the local committee, and these will probably include visits to the smelting and reduction works in the vicinity of Denver and other places of special interest to chemists.

MAKING STARCH POLISHES.

Though many women in carrying out their laundry work use nothing more than the ordinary borax, or else stir a paraffin candle into the made starch while it is hot, there are thousands of others who prefer to purchase proprietary starch glazes, and this is especially so in the North, where, perhaps, forty or fifty packets are sold and used to every one in London and its surroundings.

And this is applicable to other similar goods—baking powder as one for instance—for in some populous Northern districts several manufacturers have managed to build up quite a snug and paying business out of these two lines alone, and were this attempted in the metropolis it would almost certainly end in failure. The main cause of this curious fact is very probably owing to the poor facilities London offers for drying and the like, the greater part of the linen being despatched to the suburban steam laundries, whereas, in the other case, it is done up at home.

The laundry people usually employ borax and ordinary liquid gum as glazing mediums or powdery mixtures, of which borax is the chief ingredient, paying fancy prices therefor, and some use compound starch and gloss, already prepared for immediate use, the "goods" being starched with this much in the usual way, then steamed and dried, next sprinkled with soapy water, then stamped, and again steamed, and finally finished off.

The following may be taken as the composition of the most popular and best known of these mixtures, designated

Compound Laundry Sizing.

Water	70 gallons
Fine wheat starch	80 pounds
Farina	20 pounds
Heavy magnesia	10 pounds
White curd soap	6 pounds
Spermaceti	5 pounds
Japan wax	5 pounds
Crystal carbonate of soda	2 pounds
Ultramarine blue	$\frac{1}{2}$ pound

Dissolve the blue in the water; then melt the soap, spermaceti, and wax, and add the soda, stirring well. Next mix starches and magnesia, free from lumps, with water; add others, and boil until thoroughly mixed. Then run through a strainer.

Pearl Glaze Finish.

Powdered white starch	1 cwt.
Powdered borax	56 pounds
Rectified spirit	4 pounds
Stearic acid	2 pounds, 11 ounces

Dissolve the stearic acid in the spirit; absorb this with the starch, leave exposed until the spirit evaporates, then add the borax, and mix thoroughly in the machine.

Directions.—One teaspoonful to be used to half a pound of starch.

Parisian Linen Enamel.

Powdered borax	130 pounds
Powdered starch	20 pounds
Spermaceti	10 pounds
Powdered white gum arabic	$7\frac{1}{2}$ pounds

Thoroughly mix. Directions for using as above.

Porcelain Laundry Gloss.

Powdered borax	24 pounds
Farina	21 pounds
White dextrine	20 pounds
Tungstate of soda	7 pounds
Powdered white wax	2 pounds
Powdered white soap	14 pounds

Mix intimately.

Directions.—One tablespoonful to be added to about one pint of boiled starch; the articles to be ironed in the usual way. A twofold result is obtained by using the sodium tungstate; it helps the gloss, and also renders the articles proof against fire.

As the directions indicate, the foregoing are for producing those varieties of glaze which are added to the mixed starch, but another sort is a "rub on" kind, the starching being performed in the approved fashion. Then, previously to ironing, a damp flannel is dipped into the following powder, and lightly rubbed

over the front of the shirt or what not, the result being a very smooth surface.

Satinette Starch Finish.

Powdered French chalk	30 pounds
Powdered white soap	28 pounds
Powdered borax	2 pounds

Run through the machine several times, to mix efficiently.

A consolidated form of glossing agent that has met with some considerable degree of favor may be produced as below. Neither added to the starch nor rubbed over the fabric, but passing it across the face of the hot iron, is the correct method of using the

Linen Polishing Block.

Bleached carnauba wax	30 pounds
Powdered French chalk	21 pounds
Powdered castile soap (white)	12 pounds
Citronelle	$2\frac{1}{2}$ ounces

Convert the wax and soap into shavings, melting at a gentle heat; then stir the chalk in the citronelle oil when a little cooler. Then pour out into moulds to set.

A Continental article of this form is varied a trifle, the block consisting of two pieces—one wax and soap, the other a cube of French chalk—these being held together by means of a paper band pasted round where they meet. The directions are printed upon the band, and tell the user to first rub the chalky end over the linen, then the other end, and iron as usual.

An American starch enamel, taking the shape of so many lozenges in a box, is nothing but hard paraffin scented with citronelle, melted and poured out a quarter of an inch thick, then stamped into squares the size of a lozenge.

The quantities of the ingredients are four ounces of citronelle to fifty-six pounds of paraffin wax. "Two of these cakes added to each pint of boiled starch will make the iron impart the finest possible finish, besides perfuming the articles in first-class style." So the printed matter states.

Cream Gloss.

Lard	70 pounds
Liquid Ammonia, 880	10 pounds
Bleached beeswax	5 pounds
Glycerine, 1,260	5 pounds
Citronelle	2 fl. ounces

Melt the wax and lard, stirring till creamy; add citronelle, then mix the glycerine and ammonia together, and mix all up.

It may be used by addition of a small portion to the starch or by rubbing lightly over the linen previous to the ironing, or both. Being a double purpose compound, it can be separately put up as a window-cleaning pomade, for which it is good.

Liquid Starch Gloss.

Water	6 gallons
Powdered white starch	$7\frac{1}{2}$ pounds
Powdered white gum arabic	6 pounds
Powdered borax	3 pounds
Glycerine, 1,260	$2\frac{1}{2}$ pounds

Boil the gum in the water; add borax, then glycerine, and mix up with the starch, straining, to exclude any lumps. Then bottle.

A tablespoonful or thereabout to be added to a quart of starch.

Water	14 pints
Turps	4 pints
Japan wax	4 pounds
Lemon resin	4 ounces
Borax	4 ounces
White curd soap	4 ounces

Dissolve the wax (sliced) and resin in the turps; boil the soap and borax in the water, mix all, and churn well until amalgamated.

Snowflake Starch Enamel.

Lux soap flakes	44 pounds
Powdered borax	6 pounds
Powdered French chalk	4 pounds

Spread the flakes out, sift borax and chalk over, moving about, to well and evenly distribute.

In place of the proprietary soap flakes mentioned,

any kind of white soap may be utilized by first reducing to a granular form, then passing through a pair of rollers, to form flakes.—(Oil and Colourman's Journal, through Am. Soap Jour.)

SOME NARCOTIC PLANTS.*

By J. F. LLEWELLYN, Mexico.

Narcotics so appeal to the imagination, that sober statements are difficult. Travelers' tales, intending truth, are often exaggerated. Even J. U. Lloyd imagines a fungus that is of the marvelous, and supposes a hidden combination of the elements that alone equals all the narcotics, and fears it will destroy our civilization and even exterminate mankind.

A recent novel uses as a foundation for a long tale, a wonderful dwarf bush of high mountains of Africa, "the dead leaves of which poison the earth, on which no bird builds its nest, no insect constructs a house, no spider spins its web—capable of raising man to a higher, stronger, finer development of brain and muscle than we could conceive of under existing circumstances. A strength-giving herb unapproached in power."

The myths of the Upas tree are so unwrought that it may be news that it is growing in midst of coffee plantations, birds and lizards on its branches; properly treated the inner bark can be used for garments.

Omitting the *Rhus* family, passing the *Aminitis* that gathers in the mushroom zealots, only mentioning the purple larkspur that kills sheep, in one case 250 died of 300 affected; the "snow on the mountain", a spurge that blisters like red hot iron, and its kin the Caper spurge, of which a few seeds endanger life; the laurel deadly to sheep and horse and rendering poisonous the flesh of animals that may be themselves immune to the plant; the loco weed so injurious to stock that the State of Colorado paid out in four years \$200,000 to check its ravages, so serious is it that a horse may be so located as to refuse other food. These are all well known, but a few of the less noted are *pareca*, hidery-rhay-guill, sleepy grass, darna and tutu.

On the Amazon river several Indian tribes use snuff, called *pareca* which Wood says is made of the seeds of a species of *Inga*; when a bout of snuff taking is determined on the people become highly intoxicated and then use the snuff.

The effect of *pareca* is so violent that the taker drops as if shot, and lies insensible for some time; those more accustomed are highly excited; causing them to dance and sing as if mad; the effect soon subsides; other tribes use it to repel ague during the wet season. Lieutenant W. J. Herndon of the United States Navy, in 1851 descended the Amazon; he traded for *pareca* and the apparatus for using it, and saw it in use, and used it. He found it to be a compound of the ashes of a vine, seeds of *acacia angio* and leaves of the *abuta* (coccus). He says "the Indian took his *pareca*; his eyes started from his head, his mouth contracted, his limbs trembled, he was obliged to sit down, or he would have fallen, he was drunk; but this lasted but a few minutes; he was then gayer." He saw it administered to two children overcome with heat and work; in a few minutes they were at play. When lost in the woods, nearly dead from exhaustion and hunger and fever, unable to go farther, Lieutenant Herndon took the *pareca* snuff. "I instantly fell drunk on the hammock, but with a peculiar intoxication, which acted on my limbs like an electric shock; on rising I put my foot to the ground, and to my surprise felt no pain. At first I thought I dreamed; I even walked without being convinced." He then beat the two Indian guides, and walked the two remaining hours of daylight.

Hidery-guill-rhay, or Indian tobacco, not plantain or lobelia, is a plant used by Indians of British Co-

lumbia and Southern Alaska, discontinued by mainland Indians, but used until 1877 or 1879 by the Hidas of Queen Charlotte Islands.

The plant dried over fire was pounded with lime into cakes, chewed or pouched in the cheek; the effect was akin to tobacco or opium. Tradition is that the Indians brought the seed with them from a climate in which it grew to a tall tree, planted the seed in Alaska, but the climate reduced it to a shrub. Another myth is that the Deity caused it to grow to a tall tree, and Indian with bow and arrow shot down some seed, which he secreted and from which the tribe obtained the plant. The plant produces a nut or ball full of seeds, like a poppy. I have not been able to get for this plant a botanical name or description. Was it a poppy or betel nut? The use and growth of the plant has ceased, supplanted by tobacco.

Sleepy grass is a *Stipa*. There are too species; *S. inebrians*, *S. siberica* are poisonous and are found in New Mexico, Texas and Siberia. Sleepy grass has a most injurious effect on horses and sheep. It is a strong narcotic or sedative, causing profound sleep or stupor lasting twenty-four to forty-eight hours. The horse after eating it is a pitiable object, head and tail drooping, quivering, sweat pouring down his sides, panting and palpitating. The grass acts as a powerful narcotic, diuretic, sudorific, and irritant of the respiratory and cardiac organs. It is distinct from the loco weed.

Darna, *liolium temulentum*, indigenous to the old world, introduced into the United States, apt to grow among wheat and grain, is narcotic, produces vertigo, dizziness, headache and a species of drunkenness; often eaten in bread. Beer in which darna is an ingredient is drunk with impunity. A fatal case is cited of a peasant, who had for several days lived on bread, two-thirds of which was darna. It acts thus on man, dogs, sheep and horses. Hogs, cows, ducks and poultry are fattened on it. It contains a volatile alkaloid and a solid base which decomposes to temulentin acid. The poisonous property is in the base and acid.

Tutu or root plant, *Coriaria rustifolia*, of New Zealand, is also called wine berry shrub as wine is made from the berries; the seeds are poisonous. It is a shrubby herbaceous plant, five feet high; horses, goats, and pigs are immune, cattle and sheep may be poisoned by it. To cattle fresh from other pasture, or exhausted, the plant is nearly always fatal, first stupefying, then causing strong excitement, death following in a few hours. Sheep and cattle are fattened on it, yet when driven may die. Sheep badly tutted become hermits, and stupid, but no worse as mutton.

The *Coriaria myrtifolia* or tanners' sumac of Southern France killed a child that had eaten leaves and berries. The plant yields a white crystalline glucoside; three grains killed a dog.

The Sioux Indians when participating in the sun dance chew a bulbous root growing in that vicinity, which alleviates hunger, thirst, and pain, and enables them to endure protracted, violent muscular exertion.

The Ponce Indians make a decoction of a red bean found in the U. S. from Nebraska to the Rocky Mountains and which produces intoxication.

Hippomane (horsemania), manchineel, manchineel, manzanillo (little apple) is a tree indigenous to the West Indies, Central and South America and Florida, forty to fifty feet high, oval pointed, toothed, shining leaves three to four inches long, is a *Euphorbiaceae*. A circular was issued to United States soldiers in Cuba "Beware of the Manchineel tree." The milky juice of the leaf stem irritates seriously any mucous membrane; many strong stories are told of its poisonous effects; it does produce temporary blindness, and it is in general as severe as poison ivy.

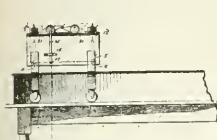
The fruit of the Umanu tree, South Africa, yields a strong intoxicating drink for the natives. Elephants are fond of it, becoming quite tipsy, staggering about, playing antics, screaming so as to be heard for miles and have tremendous fights; when in this state the natives leave them alone.

Herodotus says: "Scythians inhaled a smoke that intoxicates, and they rose up to dance and sing."

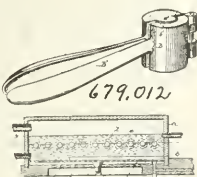
Plutarch reports a plant of Thrace, the smoke of which when inhaled intoxicates.

*Read at the recent meeting of the Missouri Pharmaceutical Association. From the Proceedings.

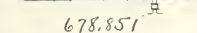
PATENTS, TRADE MARKS, ETC.



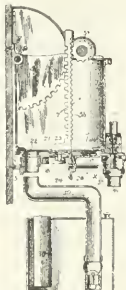
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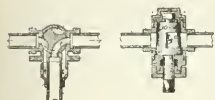
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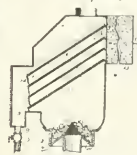
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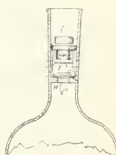
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679,173

PATENTS.

Issued July 23, 1901.

- 678,851.—Henry S. Anderson, Springfield, Mass. Apparatus for electrolysis of the salts of alkali metals.
 678,857.—John J. Betzold, Fresno, Cal. Filter.
 678,858.—Philibert Bonvillain, Paris, France. Oil or other filter press.
 678,850.—Albert R. Grever, Philadelphia, Pa. Filter.
 678,861.—John C. Miller, assignor to J. H. Miller, Canton, Ohio. Sterilizing liquids.
 678,862.—John C. Miller, assignor to J. H. Miller, Canton, Ohio. Apparatus for sterilizing liquids.
 678,863.—John C. Miller, assignor to J. H. Miller, Canton, Ohio. Apparatus for sterilizing and cooling liquids.
 678,864.—Paul Nael, New York, N. Y. Apparatus for making bleaching powder.
 679,012.—Albert Baumgarten, Preepert, Ill. Device for applying caps to bottles.
 679,064.—Reuben R. Stone, New York, N. Y. Bottle-filling machine.
 679,173.—Philip F. Lenhart, Brooklyn, N. Y. Non-rehitable bottle.
 679,198.—Charles Witkowski, Boston, Mass. Hypodermic syringe.
 679,202.—Maximilian C. L. Althausse, Billwader-an-der-Bille, assignor to Fabrik Chemischer Praeparate von Dr. Richard Shamer, Hamburg, Germany.
 679,229.—John F. Mossberg, Minneapolis, Minn. Cataphoric pad.
 679,254.—Charles W. Cramer, Scranton, Pa. Liquid dispensing and measuring apparatus.

TRADE-MARKS.

Registered July 23, 1901.

- 36,795.—Cough-syrup. Anna Lenau, Providence, R. I. The word "Crown" and the pictorial representation of a crown.
 36,796.—Certain Named Medical Compounds. Lydia E. Pinkham Medicine Co., Seco, Me., and Lynn, Mass. The picture representation in likeness of Lydia E. Pinkham.
 36,797.—Remedy for Internal and External Use. Tar Heel Chemical Co., Greensboro, N. C. The words "Tar Heel."
 36,798.—Rodent virus. Pasteur Vaccine (United States and Canada) Company, Limited, London, England, and Chicago, Ill. The word "Squirrill."
 36,799.—Liquid Disinfectants. The Embalmers Supply Co., Westport, Conn. The word "Fragrine."
 36,800.—Logwood Extracts. The West Indies Chemical Works, Limited, Spanish Town, Jamaica. The representation of an alligator or the word "Alligator."
 36,801.—Paints, Stains or Lacquers. The Phoenix Chemical Works, Brooklyn, N. Y. The word "Signaloid."
 36,811.—Crucibles. The Bridgeport Crucible Co., Bridgeport, Conn. A pictorial representation of Niagara Falls.

DESIGNS.

- 34,818.—Bottle. Gustave D. Glaser, Chicago, Ill., assignor of one-half to Alfred Kohn, same place. Filed June 27, 1901. Serial No. 66,290. Term of patent 7 years. The design for a bottle.

LABELS.

- 8,550.—Title: "Wm. C. Beutel's Celery Tonic." (For a Nerve-Tonic.) William C. Beutel, N. Y. Filed June 22, 1901.
 8,551.—Title: "Cough Checkers." (For a Medical Confection.) Isaac J. Weinreich, Cincinnati, Ohio. Filed June 20, 1901.

—The Montana Pharmaceutical Association will hold its tenth annual meeting at Butte, August 13. Special effort will be made to get everyone connected with the drug trade in the state to join the association. The initiation fee for clerks has been reduced to \$1. The program so far as announced includes papers by Emil Starz, Howard Rockefeller, Lee Warren and A. Whitworth. Great preparations are being made for the entertainment of members by the Silver Bow Retail Druggists' Association which has invited the state association to become its guest Tuesday evening, August 13.

"Golf" and "Kola Cherry" continue to grow in popularity as soda fountain drinks. They are excellent goods, and make permanent customers for the soda fountain. These drinks are supplied in gallon jugs at \$2.00 per gallon, delivered, with full directions for serving.

GENUINE

Imperial PURE FINE PARA RUBBER BANDS

ARE ALWAYS PACKED IN GREEN BOXES BEARING THE TRADE MARK AND OUR CORPORATE NAME IN WHITE LETTERS, AND EACH AND EVERY BOX CONTAINS OUR GUARANTEE SLIP.

THE GOODYEAR TIRE & RUBBER CO.

AKRON, OHIO.

Tennessee Board of Pharmacy.

The Tennessee Board of Pharmacy met at Mont Eagle, Tenn., July 16 to 18. Members of the board present were: B. H. Owen, president, Clarksville; A. B. Raines, vice-president, Columbia; J. P. Voigt, Chattanooga; Al. A. Yeager, Knoxville. There were sixteen applicants for examination. The following obtained certificates as registered pharmacists: J. P. Heck, Memphis, Tenn.; Henry C. Fite, Nashville, Tenn.; J. T. Moran, Tracy City, Tenn.; F. W. Mayo, Memphis, Tenn.; and W. C. Helfer, Knoxville. T. N. Uffelman, Dickson, Tenn., attained a grade entitling him to registration as a registered pharmacist, but not having the required experience he was registered as an assistant pharmacist. Assistant pharmacist certificates were granted to the following: E. W. Grafton, Oliver P. Stewart, Chatata; Carl E. Wise, Nashville, and T. C. Prince, Knoxville, Tenn. James S. Robinson, whose term on the board expired April, 1900, was reappointed by Governor McMillin to succeed himself. The secretary's report for the past year shows that there are 1,304 registered pharmacists in the state, and 123 working under permits in small towns. The board has made strong effort during the past year to cull out all persons and firms selling drugs without licenses, and it is giving attention to small towns which do not require a registered pharmacist, but where drug stores may be operated under a permit granted by the board to competent persons. This class of violations will receive particular attention within the coming year. The analytical work done by Chemist Ruddiman shows improved conditions throughout the state over the previous year. The examinations are beneficial; the druggists appreciate the chemist's work and are desirous of furnishing preparations of standard strength.

Fountain Chocolate.

In order to do a successful soda water business, it is as necessary to use a good chocolate as it is to use good vanilla, a good apparatus, or good soda water. You cannot attract first class soda water trade and keep it unless you use good chocolate. Phillips' Fountain Chocolate is one of the best, and has a flavor and richness which fine custom demands. If you have never used it, write for a free quarter pound sample to the manufacturers, Chas. H. Phillips, Chemical Co., 128 Pearl St., New York.

Profit-Paying Preparations.

Wine of Cardui and Theodora's Black Draught are two preparations liberally advertised to the public, and which pay the druggist a large profit. Write for attractive advertising material to distribute to your customers. Window displays and counter wrappers are supplied on application. Address the manufacturers, The Chattanooga Medicine Co., either at their main office, Chattanooga, Tenn., or their branch offices, 318 N. Main St., St. Louis, or 3 Stevenson St., San Francisco, Cal.

An Advertisement Writer.

After 10 years' experience in the retail drug business and the study of advertising, A. J. Embree, of Belton, Texas, feels that he has acquired the ability to write business-bringing advertisements. He is ready to prove this to retail druggists, and says to them: "The money you pay me is yours if not satisfied." Write to him for particulars.

The M. Winter Lumber Co. say that the question of freight should not cause druggists to hesitate to order fixtures or show cases from their Sheboygan, Wis., factory. Freight is not so high on fixtures built on the "Kade Knock Down" principle. They make a specialty of drug fixtures and fittings of all kinds. Send for their 20th Century Fixtures Catalogue, which they will mail to any one on receipt of 25 cents. This catalogue is a complete book of store fittings, and worth many times its price to any merchant.

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—Alfred Vogeler has been elected president and treasurer of the Stein-Vogeler Drug Co., wholesale druggists of Cincinnati. In this position he succeeds Otto Stein. Wm. F. Wagner is the new secretary. The firm name remains the same but it is rumored that Mr. Vogeler will buy the stock in the company heretofore held by Mr. Stein.

Every month manufacturers of proprietary goods throughout the United States receive some striking advertising literature from The Globe Printing Co. This company makes a specialty of printing almanacs and pamphlets in large quantities at lowest prices. It will pay manufacturers to write to them for samples and terms.

The patent, hermetically sealed glass package in which Eskay's Food is now put is acknowledged to be as near perfection as it is possible to obtain. The manufacturers of this popular food offer to exchange old stock for fresh goods free of charge. Write for a liberal supply of samples and attractive advertising matter to Smith, Kline & French Co., Philadelphia, Pa.

The Pharmaceutical Era.

EVERY THURSDAY.

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SUBSCRIPTION RATES.

U. S., Canada and Mexico	-	\$3.00 per annum
Foreign Countries in Postal Union	-	4.00 per annum

ERA "BLUE BOOK."

These Price List editions of the Era, issued in January and July, will be sent free to all regular yearly subscribers.

ADVERTISING RATES ON APPLICATION.

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NEW YORK.

Telephones: 2240 Franklin. Cable Address: "ERA"—New York.

SEE LAST READING PAGE FOR COMPLETE
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HIRING HELP.

The majority, perhaps, of druggists in business are employers of labor in some capacity or other, and a question that many of them often have to decide is that of hiring help. With most of them, as with most of business men, the wages to be paid is the dominating consideration; but there is not a few of them who have less trouble with this part of the prospective transaction than with the more important part, to them, of getting the kind of help they want. We have known of a few men, claiming to be business men, who would sacrifice the opportunity of securing a really capable employe on account of an insignificant difference, especially when the value and ability of the capable employe be compared with the qualifications of the person who could be secured for a smaller salary. Men of this caliber, however, are not generally successful business men. The successful pharmacist who has climbed up to his present position knows by experience that the cheapest man he can employ, everything else being considered, is rarely the best man for his business. An employer actuated by a spirit of fairness and who will pay a just and equitable salary can, in most instances, secure just about the kind of help he wants. Indeed, this phase of commercial activity, like every other, is governed by the law of industrial equivalents. One can get help if he will pay for it.

The help to be employed in any drug store is determined by individual surroundings and local conditions. The pharmacy laws of the various states require drug clerks to be registered men, but the

possession of a certificate of registration lightens the burden of the employer but little in choosing his man. To satisfy himself he must learn something of the applicant's private character, habits, integrity, etc. The possession of these qualifications is quite as necessary as that of satisfactory professional qualifications. The clerk who can show himself to be a natural born gentleman, is a good salesman and a competent dispenser, is worth every dollar you can afford to pay him. He is a safe man to have with you, and that is a satisfaction which cannot be computed in dollars and cents. As a rule, the successful business man has but little trouble with his clerks, because he looks upon the employment of labor in the right light. He wants good men and he gets them, because he is willing to pay for experience and brains.

LIABILITIES AND RESPONSIBILITIES OF DRUGGISTS.

The Era has at various times commented editorially upon the liabilities and responsibilities of the druggist for the goods he may sell and his duties to the community in which he lives. The courts have uniformly held to the principle that druggists are bound to use the kind and degree of prudent care proportionate to the nature of their business. The pharmacist's calling presupposes a degree of special care and skill, and any deviation from such a line of conduct constitutes a breach of special obligation to the community.

A case which has attracted considerable attention has been going through the courts in Iowa, the Supreme Court of that state recently affirming the judgment of a lower court for \$900 damages caused by alleged negligence in the filing of a prescription. From a recent number of the Journal of the American Medical Association we take the following points of the case which should be of interest to druggists:

The party who brought the action claimed that his eye was injured by lime falling into it while he was at work at his trade as a plasterer, and that the application to it of a preparation secured from the druggists sued, on a prescription, so aggravated the injury that its removal was necessary. The druggists contended that, having employed a skillful, registered pharmacist, they were not liable for his negligence, if any there was, in filling the prescription. Among the cases which they cited as illustrations were some in which it has been held that a railroad company contracting with an employe to furnish surgical aid in case of accident was not liable for the negligent acts of the surgeon thus selected and furnished, if due care and diligence were used in the selection. These cases,

however, the court does not think analogous. It says that it was the duty of the railroad company by express contract to secure for the other party professional services, which the railroad company did not hold itself out as competent to perform. The railroad company did not pretend to be a surgeon. But the parties here sued did pretend to be druggists, and held themselves out as able and willing to fill prescriptions. Whether they performed the services individually or by the aid of an employee was immaterial. The master who undertakes to perform a service is liable for the negligence of his servant in performing the service undertaken. True, the legislature has provided, as a police regulation for the protection of the public, that no one who is not a registered pharmacist shall fill prescriptions. But, when these druggists undertook, as a part of their regular business, that the prescription should be filled, it was wholly immaterial to the customer, so far as their liability was concerned, the court holds, whether the prescription was filled by one of them or by an employee. In other words, it holds that they were not relieved of their responsibility as employers by the fact that they were not required by statute to employ a registered pharmacist. The court also says in this case that it thinks there is no question but that the patient is privileged, under section 4608 of the Iowa Code, from disclosing communications made to his physician, although the statute does not so expressly provide. That is to say, it has no doubt that the statute was intended to extend to communications between patient and physician the same complete protection, not only as to physicians, but also as to the patient, which by common law was recognized in regard to communications between client and attorney. Moreover, while the patient may waive his privilege by himself testifying as to the subject-matter of the privileged communication, the court holds that for his testimony to constitute a waiver it must be voluntarily given. Therefore, testimony given on cross-examination will not have the effect of a waiver, although he might refuse to answer on cross-examination when asked with reference to a privileged communication, and did not refuse. Then, too, the court holds that any waiver resulting from the giving or introduction of testimony on a trial should be limited to that trial. Nor does it regard a communication made by the patient to a third party a waiver of privilege, when the matter comes up in court.

A DRUGGISTS' UTOPIA.

The author of "Looking Backward" wrote his famous book in the belief that the Golden Age lies before us and not behind us, and is not far away. If he could have lived until to-day he doubtless would be much interested in the tale of our British contemporary, the Chemist and Druggist, tells of drug trade conditions in Scandanavia. If this story be true, the druggist need not restrict his gaze to the imaginary island of Sir Thomas Moore, where everything is perfect. Here is the story: In Denmark, Norway and Sweden pharmacists have become so closely allied that they are practically one close corporation. Nowhere, it is said, is the community of interest idea so completely and happily exemplified. All licenses are under the absolute control of one pharmaceutical

body, which restricts the number of pharmacists, so that there is no one who does not make a good living. The whole trade acts together; prices are fixed by agreement; cutting is unknown, and one chemist will not bid against another in any way. Doctors do not dispense and pharmacists do not prescribe. The public pays a fresh fee to the doctor every time a fresh bottle of medicine is bought. The profits of dispensing discourage patent medicines, and the public has practically to do without efficacious remedies of that description. The pharmacies are said to be palatial establishments, and enormous fortunes are accumulated by their proprietors. The custom house will not sanction entry of chemicals used in pharmacy, except to licensed pharmacists. Patent medicines are by law permitted to be sold only on a doctor's prescription, and are held up at the custom house except when addressed to a registered pharmacist.

THE PROCTER AND RICE MEMORIALS.

The pharmaceutical fraternity in this country is familiar with the proposition to establish a suitable memorial in recognition of the services rendered to American pharmacy by Prof. Wm. Procter, Jr., and now comes another proposal for a similar honor to the memory of the late Dr. Charles Rice, who for many years was Chairman of the Committee on Revision of the U. S. P. The outcome of these proposals we cannot foresee, but it is hoped that something tangible will materialize therefrom. Both of these men added much to our knowledge of pharmacy, and both were distinguished in their respective fields of labor. Prof. Procter's name will long be identified with a most important period in the educational development of our calling, while that of Dr. Rice will be preserved by his work on the Pharmacopœia. Both were broad-minded, practical men, and there was a conscientiousness about them which gave strength and dignity to their lives and attracted the confidence of their scientific brethren. But it is not necessary for one to make a catalogue of their virtues, or attempt an inventory of their accomplishments. Monuments bearing their names may be erected, memorial fellowships for laboratories of research may be instituted by the pharmacists who recognize the value of their labors, but without these memorials an honorable reputation will long cling to the names of William Procter, Jr., and Charles Rice.

WILL PROTECT ITS MEMBERS.

As reported in the Era last week, the Ohio Pharmaceutical Association, at its recent meeting in Dayton, organized and put on an active basis an auxiliary section whose object is to protect its members who may be unjustly prosecuted or "persecuted" under the laws of that state, and to take care of cases against them in the courts, etc., without individual expense to the druggist beyond his per capita fee for membership. This is a comparatively new field for a State association, though some local organizations have, we believe, a similar plan in operation. The scheme has desirable features, and its operation in Ohio will be watched with interest.

LAWN FERTILIZER.—Potassium nitrate, 30 parts; sodium nitrate, 30 parts; calcium superphosphate, 30 parts (Br. and Col. Dr.).

BUSINESS PHARMACY.

The Experience of Druggists with Profit-Bringing Methods. Hints and Suggestions. Original Papers from Practical Business Druggists. The Various Phases of Drug-Store Management and Economy.

SHOW WINDOW ADVERTISING.

By DWIGHT DARLING, Everett, Wash.

Of all the mediums for advertising usually employed by retail druggists for gaining publicity and getting new business, that of the show window is by far the most powerful. It is powerful not only in getting results, but it gets them immediately and directly, and consequently is the most satisfactory as well. It is cheap, too, as it costs nothing, and you don't have to write copy for it two or three times a week, or have an expert to do it for you; or to furnish cuts for it, or to pay for its distribution and have it thrown into the sewer. You have none of these disadvantages and you get immediate results. These and other reasons lead me to believe that I can hardly overestimate the good possible to be derived from a show window, if properly used.

It is successful, first, because it shows the passer-by that he needs something, although perhaps he did not know it, and, at the same time, it shows him a very easy way to fill that want. A bright, lucid description of the article might be set forth in the newspaper in catchy phrases, and yet be without results as the article was not at hand. Besides, people want to see what they are going to get. They can see it here right before them, price and all. They may take it or leave it. They feel that they have troubled nobody and are therefore under no obligation to anyone to buy, so, if a sale is made it is a satisfactory one, and not forced, which is as bad almost as no sale at all.

I believe many druggists spend too much time on their window displays. They will hang a piece of sheeting before the window to keep out the enquiring gaze of the public for perhaps two days. They will go to some expense to buy the necessary material. They will spend much time and labor in the carrying out of their ideas, when they could be used to better advantage elsewhere. It may be that the result is creditable in most cases, from an artistic standpoint, but as the end in every window display is to sell goods, will this elaborate display sell enough more to warrant the expenditure of time and trouble, and the loss of two or three days while the display is being made? I think not. In fact I have found that a simple display, taking less than 30 minutes to arrange, will sell as many goods as one taking several hours. Of course, it is well to avoid the other extreme of too little care in showing the goods, for the window to look nice must have some time spent on it. But it must be remembered that every hour spent on the display takes an hour from its use as a salesman, so this time should be reduced to as little as possible consistent with results.

The most important thing to be regarded with reference to a good window display is that it shall be made up of a number of articles of the same kind or class. This emphasizes, as it were, the article displayed so that it appeals more strongly to the public. It gives the public an impression that there must be a special sale and price when so many of one article are offered. Indeed, it is well to encourage this impression by means of a card with the price and a few words about the article. If this is continued for some time the public gets accustomed to look for these bargains.

It is true that the retailer in a small town is at a disadvantage, in that he does not buy goods in suffi-

cient quantities to be able to make a creditable display. But still, there are many things in the way of sundries that do not cost much, and by getting a half gross or so at one time he has enough to make a good showing. And the consequent sales attending the display will so reduce the stock in a week that he can carry it without an effort. Even two dozen of an article will make a fair showing. I recently bought this number of small mirrors. I put them in the window and priced them at "25 cts. For one week"; at the end of the week I had sold twenty of them. They cost me \$2.00 per doz, and it took me about 10 minutes to put them in the window. This is an extreme case but I have done almost as well with other things like whisk-brooms, tooth and hair brushes, soaps, etc., etc. If instead of following this policy of separating or singling out any article, I had put in a few whisk-brooms, some soap, brushes of various kinds and some bottles of patent medicines, how could I have looked with any degree of reason for even the most trifling results?

The price card I have mentioned is also a very important aid in selling goods from a window, for, without this, the display is to a certain extent left helpless and has but little selling power. The possible customer has nothing to use as a basis for comparing values. Nothing in the display appeals to him, he doesn't know what the articles are worth nor does he care, but if they were priced he would know whether or not he cared for them at the price. Either from their own indifference, or from a dislike to trouble the druggist, people don't like to ask the price, which fact alone is responsible for the loss of many sales. I firmly believe if a pile of tooth brushes which would regularly sell for 15c. should be placed in the window and marked to sell for 25c., more would be sold than if a 25c. article with no price given should be exposed to sell for 15c. A week is fully long enough to leave any display in the window. If left longer the people might get tired of it, or think that the druggist was a little behind the times. Then, too, the goods do not look so fresh for much longer, and they might be slightly faded or dusty. The display by this time must be very much broken up in its arrangement.

These are a few of the facts about window displays that I have learned by practical experience and observation.

HOW TO MAKE THE DRUG STORE PAY.

By CHAS. F. PFISTER, Brooklyn, N. Y.

There is no royal road to success in the drug business, any more than in any other trade or profession. However, certain maxims may be laid down, which, when followed, will almost certainly insure success, but if violated will as certainly lead to failure. Various methods will have to be followed to obtain the greatest measure of success according to the locality in which the pharmacy is situated. Therefore, in the following remarks the writer will confine himself to advice which is applicable alike to the city drug store and to the country or suburban drug store.

The success of a druggist depends upon the number of customers he can make, and then keep;—this is self-evident. The first problem, then, is how to attract the customer. This is best done with attractive, though not necessarily expensive, window display. The window and everything pertaining to the

The Era pays \$5.00 for each accepted contribution to this department. Proprietors and clerks are especially urged to relate their experiences and offer suggestions on all phases of the practical business side of pharmacy. Make your papers short, about 1,000 words (one Era page) in length.

display should be scrupulously clean and neat, and changed at least once a week. Have copious displays of one article, rather than a number of articles in one window. For instance, if you are displaying your sarsaparilla, do not include in the display hair tonics, roach destroyers, etc. Some believe in having the window nearly empty, with just the conventional colored globe and perhaps a palm or fancy jar. Most enterprising pharmacists, however, would consider that wasting their best means of advertising their goods and skill.

In the writer's experience a window of a certain article invariably increases the sales of that article for that week. Always accompany your display with some sufficiently large, attractive, but plain sign or card. If necessary, have a painter make them for you. Besides exhibiting your own sarsaparilla, cough mixture, emulsion and other strictly pharmaceutical preparations, the following will be found to sell well "at sight": Soaps, writing paper, bug-killers, ammonia, witch-hazel, moth balls, sponges, toilet paper, rubber goods, etc.

A very important factor in attracting new customers is to have the store well lighted. At night do not economize in gas. Have the reputation of having a well-lighted, cheerful store.

As to the arrangement of the show cases, shelves, etc., little need be said here, except that everything should be in its place and not thrown helter skelter. Many a sale is lost, although the article called for is in the store, by not being able to lay one's hand on it when wanted. Besides it creates a bad impression to have to hunt for things. Show cases, glasses, mirrors, etc., should be kept scrupulously clean, and the store dusted at least twice a day.

Once your new customer has been attracted into your store it behooves you to serve him so he will come again. First, wait on him promptly. If you are having a friendly chat with some one, excuse yourself and promptly attend to the incoming customer. Be polite. Move about the store with animation and not as though every move was too much for you. If a lady buys a stamp, and then on account of her veil and gloves asks you to put it on for her, do so cheerfully. Refuse to do it rather than do it grudgingly. In one word be accommodating, though not servile. It requires some judgement to know where to draw the line. If a new article is called for tell the customer that you will procure it the same day if possible, and be sure to make the effort to obtain it, even though you may lose on the first sale. Tell the customer that thereafter you will keep it on hand.

But most important of all, keep up your stock. Do not be "just out" of a good selling article. This is one of the cardinal laws in "making a drug store pay". In selling one's own preparations it is usually easier to get more than less than the price asked for a similar advertised article. The average person associates price with quality. Put up as many of your own preparations as possible, provided you can make them meritorious.

A few words about the buying of goods. This is an important matter in these days of close competition. Deal with at least two wholesale drug houses. By watching the markets and getting prices from the two houses the druggist who has never questioned prices will be surprised to find how much prices can be "shaded."

One instance of watching the market. About a year ago the Era reported that carbolic acid would go very high on account of its being used in making explosives by the English Government. The same day the writer went to New York and bought some at about 26 cents a pound, and while talking with the salesman the head of the house announced in a loud voice to the various salesmen that carbolic acid had advanced 15 cents a pound. Had the writer not watched the report he would have delayed buying with a loss of about seven dollars on the quantity bought.

Get on the jobbers' list if you can. It may save you from 10 to 40 per cent. If your business is too

small to "go it alone," combine with one or two druggist friends and buy the principal patents, etc., together. In this way you may be able to buy direct the major portion of the popular goods, at an average saving of ten per cent.

Try to have a surplus in the bank so as to enable you to discount your bills. Be a "Cash" customer, and your trade will be sought after by all merchants.

As to your help, be considerate and just to them. Require them to be punctual in all things, polite to customers and industrious about the store. Do not encourage lounging of friends in the store, and do not carry on loud conversations behind the prescription counter.

To recapitulate, the above advice may be summarized as follows:

- 1.—Attract customers through window displays, cleanliness, and well lighted store.
- 2.—Keep customers by courteous treatment and prompt attention.
- 3.—Keep your stock up to date.
- 4.—Deal with more than one wholesale drug house.
- 5.—Buy in quantity lots, by combining with friends.
- 6.—Discount bills.
- 7.—Attend strictly to business.

DON'T EMULATE THE MULE.

By B. F.

Don't kick. It is about the most useless occupation going, and a habit that clings like the old man of the sea.

Did you ever notice the disposition everyone has to tease the chronic kicker? Into whatever place of business he goes how the employees delight in slyly putting obstacles in his way and making him wait while seeming to serve him with alacrity; they like to see him fume and storm if they can avoid being the direct objects of his wrath. It is the same propensity in human nature which delights in teasing a mad bull when a good, high fence intervenes. Such a man's employees may regard him with fear, but never with respect, or a desire to serve his best interests. They never lose a chance to even up old scores, and chuckle behind his back over his discomfiture.

Such a man becomes an object of derision in his neighborhood. This weakness, or mental defect, causes him to be regarded with little more respect than if he were a drunkard or an idiot, and he is contemptuously spoken of as "old So-and-So."

The best way to stop this habit is never to begin it. Have a little experience meeting with yourself once in a while and see if you are in danger of drifting into the ranks of the chronic kickers. If you are a young man it is much the easier to stop, but if you have reached the fiftieth milestone, and have indulged for a number of years in this species of gymnastics, it ought to be time to call a halt. Reduce your record one kick a day, or even one a week, for moderation in all things is commendable and a too sudden cessation might prove fatal to yourself or at least a source of much anxiety to your family, who, missing your familiar growl, might attribute it to softening of the brain or a forerunner of your early demise.

The mental process involved in kicking produces mental friction, and friction causes wear. A machine is always carefully oiled where friction exists or it will soon wear out, and your mental equipment is a thousand times more delicate than any machine that ever was built.

An excellent lubricant to apply is philosophy. Don't kick about what can't be helped for it isn't common sense, nor over what can be helped but go to work and remedy it. Old Commodore Vanderbilt, it is said, was one day carefully looking over the floor of his office for a ten cent piece which he had dropped, when he received the news of the loss of \$10,000. He calmly continued to look for the dime, when his visitor exclaimed somewhat impatiently, "Didn't you hear what I said, that you have lost \$10,000, and what in the world are you wasting time over a dime for?" "Ah, but that is lost, and can't be

helped," said the shrewd old financier, "but the dime is not lost yet." You can adopt the old man's philosophy even if you haven't the cold cash to drop as easily as he did.

It is the little, every day mishaps that, like a swarm of gnats, irritate and chafe the temper—the illegible prescription, the unreasonable customer, the delayed orders, the unseasonable weather, the careless clerk. Reprimand when necessary, but don't do it all day. Apply oil. Milton says—

"He who reigns within himself and rules
Passions, desires and fears, is more a king;
Which every wise and virtuous man enjoys;
And who attains not ill aspires to rule
Cities of men and headstrong multitudes."

Another good lubricant is to have more than one thanksgiving day in the year. In life's balance sheet reckon up occasionally your resources in other things than dollars and cents.

In Gladstone's last illness it is said he never referred to his pain and weariness, but instead spoke with deep gratitude of the long years of health he had enjoyed.

Sancho Panza was thankful to the man who invented sleep.

Pascal was thankful for cold because he found it so agreeable getting warm.

Emerson was thankful for the good invention whereby everybody is provided with somebody who is glad to see him.

Alphonse Karr, instead of finding fault with Nature for putting thorns on roses, was grateful to her for putting roses on thorns.

Be thankful you live in the age you do—not a few centuries earlier when rulers had an unpleasant trick of slicing off heads that did not suit them, and not a few decades later when Messrs. Mierpont, Jorgan & Co. shall own all there is in sight and hang out a sign of "standing room only" on our little planet.

Finally be glad you are just what you are—a plain, hard-working druggist with a place to fill in the world—and fill it. And let us all say grace with Bobby Burns—

"Some wad eat but hae na meat,
And some hae meat but canna eat it,
But we hae meat, and we can eat,
And sae the Lord be thankit."

BAD EFFECT OF THE WEATHER ON HEALTH.

The relation of climatology to health and disease is no new subject. Hygiene and meteorology have for a long time been known to be co-related to an important degree. In fact, atmospheric influence upon health is mentioned in ancient history. Over four thousand years ago, the frequency and fatality of disease during the manifestations of certain atmospheric phenomena were noted and attributed to arbitrary punishment from heaven.

The following propositions are generally held to be true: A preternaturally dry air, with a high temperature, predisposes to the development of fevers and intestinal disorders.

A very moist atmosphere, accompanied by a low temperature, is likely to induce bronchial and rheumatic affections.

In summer and autumn the tendency to sickness and death is chiefly connected with digestive organs.

In summer and autumn a rise of mean temperature above the average, increases the number of cases of, and the mortality from, diseases of the digestive organs.

A cold and rainy summer controls the prevalence and fatality of diarrheal diseases.

Diarrheal diseases become epidemic when the subsurface temperature at a depth of four feet below the surface reaches 56° F. for the season.

The physiological effects of climate embrace the degrees of humidity, fogs, cloudiness, sunshine, force and direction of wind, parity of atmosphere, and the quality and energy of all the meteorological influences.—Ohio Sanitary Bulletin.

SHOP TALK.

"I'm not naturally envious," said a drug clerk a few days since, "but I do envy the good fortune of those who, being in other lines of business than pharmacy, have Sundays and evenings to themselves. In the circle of friends which I belong to, I am the only one in the retail drug business, and as a consequence of not being able to meet them during the only time they have at their disposition for social pleasures, that is evenings and Sundays, I am growing more and more isolated, until, as I can foresee, I shall eventually become nothing more than a memory to those with whom I spent my school, and the after-hours of my college days. One of them advised me to get out of the drug business. But even were I so disposed (and I am not, because even now, as always, I have a passion for dabbling round drugs and chemicals) I could not do so, because my whole education has been bent in the direction I am now following, and to enter another business would entail several years' loss of time before I could earn what I am now getting from pharmacy, which I cannot afford. It is a trite saying about all work making Jack a dull boy. I think social intercourse is the only natural relaxation from the bustle of business. Nowadays, however, if I meet my friends once in two or three months I feel fortunate; the rest of my 'days off' gives me opportunity to see one or perhaps two of them for but a few moments at a time, while the rest of my leisure time I devote to solitary fishing parties, or play solitaire with my thoughts, until in a kind of desperation, I go back to the store glad to have something to do. Now don't you really think that drug stores could be closed the greater part of Sunday, and earlier on week days than eleven and twelve o'clock? I think they could, and also, there could be a means devised to make such a plan run smoothly. For instance, I would be willing to stay in the store all of every other night, for the privilege of having the other alternate nights, say from seven o'clock, to myself. Sundays could be arranged in a like manner. I am sure the public would understand and appreciate such a plan, and that the employers would lose nothing in trade."

* * *

Quite a unique and catching advertisement was noted in the window of a Philadelphia druggist lately—"Come in and get your hair examined microscopically and let us tell you what you need." Underneath this card were pictures showing hair bulbs, roots and follicles enlarged, the microbe that causes dandruff and falling of hair, the scalp, scales of dandruff, etc., etc., the idea being to show the public the why and wherefore of baldness, loss of hair and how it may be remedied. A good display of various hair tonics, lotions, soaps and shampoos and an assortment of good brushes and combs completed the window display. Inside, a neat little booklet was on the counter where such articles were sold, in which was a brief and plain treatise on the care of the hair and its diseases and their cure. The reason and necessity for a microscopic examination of the hair before giving treatment were also convincingly given. At a desk in the rear was a microscope and a modest outfit where the examinations were made—these being done free of charge. Several hairs were removed with tweezers and a bit of the dandruff taken, then the customer was told to call in an hour, or, if in a hurry, the examination was made at once and the appropriate treatment recommended. The originator says the plan pays him very well, the microscope being a relic of student days.

* * *

While strolling along Atlantic avenue, Atlantic City's main business thoroughfare, the Era man was struck by the number of drug stores having a red light in front of them, the usual arc light globe being of red glass, instead of clear or white. This seems to be a good idea, the attention of the passer by is attracted by the unusual color of the light, it adds dis-

tinctiveness to the store in a brilliantly lighted street, and it also attracts notice from quite a distance. The idea, no doubt comes from the old English custom of denoting the residence of a doctor at night by a red lamp—made famous by Conan Doyle's delightful stories of queer experiences—"Around the Red Lamp". It would be a good point to use in one's advertising, "You can tell our store by the red light in front" or "Jones' Pharmacy—under the red light"—and so on in many modifications. A red light can be seen much further than the usual "show globes", which, by the way, seem to be going out of fashion. Any distinctive mark or sign by which a drug store can be easily known or located is of infinite value in a city where almost every other block holds a drug store.

* * *

A rather good advertisement of cigars was noted in the window of a Tenth street cigar store the other day—an "ad" that might prove useful to the druggist, with a few modifications. The "ad" in question was a card proclaiming the virtues of a brand of cigars sold at this store, noting also the fact that for a "special sale" \$1.50 boxes of 25 cigars were offered for \$1 a box. Then came the cream of the "ad"—"Any pawnbroker will advance you 90 cents on them!"—made more appropriate by the sight of a pawnshop across the street. Now this idea, it seems, might be used to impress both the reduction in price and the intrinsic value of many articles offered for sale by the druggist—brushes, combs, toilet articles, etc.—for while the majority of his customers might know little of the pawnshop, the mere idea that the things they are buying might in time of need have a value there would be apt to increase the desirability of the purchase and its attractiveness as a "bargain". Try it and see!

* * *

Few if any druggists in the Northwest have such downright genius for utilizing store space as W. A. Frost of Shelby and Western avenues, St. Paul, who was for many years president of the Minnesota State Board of Pharmacy. He has a system of cupboards, in addition to the pill cupboard already described in the Era, by which he not only keeps an immense stock in the smallest possible space, but keeps it free from dust and in good shape from any point of view. Old and experienced druggists who have traveled far and wide testify that Mr. Frost stows away the largest stock they ever saw in a store of similar size, and almost every graduating class of the State College of Pharmacy is taken to Mr. Frost's store to observe the perfection of method in parvo, and to receive other valuable pointers.

* * *

A Nassau street, New York, drug store has a "bath window" display which shows the result of much careful work and study. In the window are Turkish towels, bath waters, perfumes, hand scrubs, mits, brushes, soaps, tub shower apparatus, sponges and various preparations which contribute to the delights of the bath. A unique part of the display is a figure in the center of a bank of sponges placarded "Greek Sponge Diver," done with compressed sponges. The signal lines and other parts of the diving gear are of the same material. The figure is capped with a regulation diving helmet.

BERMUDA ARROWROOT.—There are two arrowroot factories in Bermuda, one of which, recently established, is equipped with modern plant, and is capable of producing a large quantity. The growth and manufacture of arrowroot, which were at one time important industries in Bermuda, have, from various causes, greatly declined in recent years, and the question whether with improved appliances by which the starch can be extracted from the raw material with greater economy, the industry can be revived, is one which excites the interest of those who are watchful for the future welfare of the colony. The exports from Bermuda during 1900 were valued at £2,242, against £460 in 1899.—(Chem. & Dr.)

THE QUALITY OF A FEW DRUGS AS THEY ARE OFFERED ON THE MARKET.*

By T. R. KEENE, Dallas.

During the past three or four years, business or curiosity has caused the examination of quite a number of drugs that are in every day use. While looking over a lot of notes and memoranda, the thought came to the writer, that some of that work would interest some who would be at this meeting, as a consequence, the results of some of them are given below.

Inasmuch as no process of assay will be given with any of them, most articles will be avoided that called for special methods of examination.

To many of us long technical descriptions of the methods employed to arrive at conclusions are dull reading, and only those, who may be carrying out like investigations, care anything for details of apparatus, process and manipulation.

In the main, pharmacopoeial tests and methods were used, for the reason that in my experience they are as nearly correct as any that can be found, and they have the advantage of a quasi-official standing, that gives added weight to their use.

Alcohol.—From twenty-two samples examined, only three were found which could not be squeezed within the pharmacopoeial requirements, and these had nothing worse the matter with them, than the addition of a little water, ranging from five to ten per cent.

Asafoetida.—This is evidently an article that it would seem to be wrong to put upon the market in anything approaching a state of purity. Of some thirteen specimens investigated, not one of them contained more than forty-two per cent. of alcohol-soluble matter, while the U. S. P. insists that not less than sixty per cent. of the gum shall be soluble in alcohol. The adulteration is principally sand, small gravel and earthy matter generally; no choice seems to have been made, so they got a lot of dirt into it, but with very little extraneous organic matter, not more than would be readily accounted for in careless gathering. Evidently they wanted to use something that would add weight and add it fast too.

The price of the gum does not seem to have anything to do with its quality, for some of the highest priced gums were of the worst quality.

Castor Oil.—Twelve samples of this oil showed only one to be adulterated. This one was approximately fifty per cent. cotton seed oil. Some of the others were not as bright and handsome looking as might be desired, still they all came well within the requirements of a standard oil, particularly in the matter of specific gravity, which in every instance, (save the one adulterated with cotton seed oil) ranged between .950 and .960. The adulterated oil, from appearance only, was a fairly good looking oil; it being bright, clear and almost odorless, and only after the most pronounced cotton seed oil reactions was I satisfied that the oil was not what it purported to be. It had a specific gravity of .915.

Cream of Tartar.—Four specimens from drug stores, and seven from the groceries were examined. Those coming from the drug stores were all up to standard, in every respect, but those from the groceries were badly adulterated; two of them contained only forty per cent. of cream of tartar and none of them over eighty per cent. The principal article used for cheapening purposes was starch.

Glycerine.—Five samples of this article were looked after; all were fairly good, two of them had a specific gravity of 1.232 and 1.235 respectively, instead of 1.250 as demanded by the U. S. P., but, I take it, that this discrepancy was due to keeping the glycerine in an open receptacle during some very damp weather, rather than to any intentional dilution.

Calomel.—Nine different lots of calomel were investigated. Eight of these bore the label of domestic manufacturers, while one proclaimed that it was made

*This paper was read before the Texas Pharmaceutical Association, and is reprinted from the Texas Druggist.

in Great Britain. All of them were equal to the official requirements and no fault was to be found. By the way, we, here in Texas, seem to have taken up the idea that English calomel is superior to that made in America. I want to deny that proposition emphatically. Never but once have I found anything wrong with our home product and that came from an error in the packing only. If we are as particular in some other things as we are to specify "English" in our orders for calomel, some of our customers would fare better.

Cocaine.—Nineteen different samples of this drug were looked into; five of them, each from a different manufacturer, were taken from original packages, opened by myself. All of these five were as good as is required. The other fourteen were purchased from various retail drug stores, and most of them from places that I suspected were not selling straight goods. Four out of these fourteen were all right, but the other ten had all of them been fixed to yield a better profit, the adulterant in every instance being acetanilid; this substance being found in varying amount according to the conscience of the dealer, ranging from twenty to sixty per cent. This condition of affairs is a crying shame, and a disgrace to the retail drug trade of the State. A pure food and drug law well enforced is about as badly needed in Texas as in any state in the Union.

Opium.—Eight samples of assayed powdered opium from original packages were examined. They all conformed to the claims made upon the labels, within the reasonable limits of error, and allowance for different processes of assay used.

Laudanum.—Numerous samples of laudanum have been assayed; some from the jobbing druggists, some from the retail druggists and others from the groceries. It would be too long a story to try to tell at this time. Just about half of them were near enough right to show good intentions upon the part of the maker, while the balance showed all degrees of badness, down to a dark-colored liquid that it took a stretch of the imagination to even give it the name of laudanum.

Many other articles have been examined, more or less closely, with results that on the average compare with those spoken of above; the conclusion is that the jobbing druggists, on the whole, are supplying the retail trade with drugs of as high a grade as the retailer is willing to pay for, and that where they send out goods that are not as good as they should be, it is because of the continual demand made upon them for articles that bear the name regardless of quality.

I believe that just as soon as the retailer asks for higher class drugs, the jobbers will gladly supply them. As matters stand now, many articles, particularly in vegetable and powdered drugs and essential oils, fall woefully short of even being fair, and particular people experience some little difficulty in buying what they would like to have. That there is a gradual but steady improvement in the quality of drugs none who will look into the matter closely for a period extending even over a few years will deny, but that there is room for more and greater improvement cannot be for a moment overlooked.

COMMERCIAL CINCHONINE.—According to Jungfleisch and Leger (Pharm. Zeitsch., Chem. & Dr.) commercial cinchonine sulphate contains as much as 20 per cent. of hydrocinchonine. By treatment of the sulphate with 95 per cent. alcohol, then converting into the basic sulphate, and, finally, recrystallizing several times from water, a product containing only 3 per cent. of hydrocinchonine is obtained, and after ten recrystallizations the product contains only 1 per cent. of that base. The melting point of the thus purified product is 264.3° C. (corr.), and the optical rotation is always higher than that of the commercial salt.

TREATMENT FOR WARTS.—Mercuric chloride 5 grains; salicylic acid 1 dram; collodion, enough to make 1 ounce. Mix. Paint over the warts once a day. After a few applications the warts peel off.—Lancet.

A FEW SUGGESTIONS REGARDING THE RECEIPT, LABELING, DISPENSING AND DELIVERY OF PRESCRIPTIONS.

By J. PFEIFFER.

Perhaps in no department of the conduct of a drug store is so little method displayed as in the handling of prescriptions after they are presented to be filled. Druggists, as a rule, depend upon each transaction being handled as circumstances will permit, without following any set of rules to govern all transactions of this nature. As most of the mistakes that we hear of are traceable either to imperfect labeling, or to imperfect delivery, I desire in this paper to set forth a system that I have adopted, and which, if rigidly adhered to, will reduce mistakes from this source to a minimum. How often do we hear of prescriptions carefully and properly compounded, reaching the patients with the wrong labels on the bottle. This is due, generally, to the fact that more than one prescription has been received, and the labels written separately; the attention of the compounder has been called to some other business, and, on returning to the business in hand, the labels are reversed, or a batch of prescriptions are filled, the boxes or bottles placed upon the prescription blanks and afterwards taken to a desk and labeled; in this case if a bottle be placed on the wrong blank, mistakes are apt to occur. Again prescriptions are often compounded by one and labeled by another; this is a practice that will sooner or later lead to mistakes in labeling.

My mode of procedure is this: When a batch of prescriptions is received, write upon each one the name and address of the patient; then sort them into batches in the order in which they are to be filled. If more than one person is to fill them, give each dispenser an assorted batch. Begin with the external remedies first, and after each one is compounded, first place upon the bottle or package the caution label, and then write and attach the directions before proceeding with the next prescription, and so proceed until all the prescriptions are filled, labeling each in turn before proceeding with the next, and always affixing special labels before attaching written directions.

Upon liniments to be rubbed on the surface, place the external use label. Douches, sprays, injections and vaginal and laryngeal applications take a label "Not to be taken." Eye drops and eye lotions take special labels "For the eye," and "Not to be taken." Gargles take special labels "Use as a gargle." In addition to these, if the prescription contains a potent poison, where even a very small quantity would prove fatal if taken by mistake, as is often the case in eye drops, a poison label is attached in addition to the other special labels.

If the name of the patient is known, write it upon the label. Never wrap a bottle or package until it is ready for delivery, as all packages look alike when wrapped. As to dispensing when two prescriptions, one for external use and one for internal use, are prescribed for the same person, use different colored bottles, if at hand; if not, use different shaped ones. Where two or more kinds of pills, capsules, powders or cachets are prescribed for the same person, or for different persons in the same family, use different sized or shaped boxes for each, so that the lid of one will not fit the others.

Mixtures requiring agitation take a shake label. Emulsions and heavy syrups, dispense in wide mouthed bottles. Acids and corrosive liquids in glass stoppered bottles. With all medicines to be given in drops, send a dropper. With those to be applied with a brush, send such brush as the directions indicate should be used; do this whether the prescription specifically calls for it or not. Medicines affected by the rays of the light, dispense in blue or amber bottles. All concentrated medicines, direct to be

*Paper read before the Texas Pharmaceutical Association; Re-printed from Texas Druggist.

ber bottles. All concentrated medicines, direct to be taken in a little water, whether the prescription specifically says so or not.

As to delivery, where packages are to be delivered at residences, the name and address of party is to be plainly written on the outside of the package. Delivery boys are cautioned, upon pain of immediate discharge, to refuse to receive packages that are not addressed. Where more than one delivery is to be made by a single messenger, all the items for each separate delivery are wrapped in one package. Where the items are too bulky, baskets will be used. Caution delivery boys before each and every trip, if more than one delivery is to be made on a single trip.

If these rules are rigidly and conscientiously adhered to, few explanations regarding prescriptions will be found necessary.

THE DISCOLORATION OF SYRUP OF IODIDE OF IRON.*

By F. W. HAUSSMANN.

The causes of the color change in syrup of ferrous iodide have frequently been investigated, and the published statements resulting from these researches cannot be regarded as conclusive.

Chemical decomposition of the ferrous iodide, indicated by the liberation of iodine, or the formation of ferric compounds, furnish the basis upon which the majority of investigators agree. A consideration of the process of preparation, involving the several steps, especially the common mistake of the tyro to filter the iron solution while yet brown, will readily explain the universal acceptance of such statements.

It has, however, been observed by many pharmacists that the syrup, despite the efforts at preservation by following a number of contradictory suggestions, such as exposure to direct sunlight on one hand and entire exclusion of light on the other, gradually turns darker.

The fact that application of the starch test gave negative evidence of the presence of free iodine indicated the necessity of another explanation. This was believed to be found by advancing the theory that a ferric compound is formed, and the statement that ferrous iodide changed to ferric iodide or oxyiodide was accepted as conclusive. This change probably takes place if an aqueous solution of ferrous iodide is evaporated with the view of obtaining the salt, but, based upon results obtained from the examination of a number of specimens of various ages and shades of color, the writer questions if this takes place in the syrup. In an examination of some fifteen discolored samples not one reacted for the presence of ferric compounds. This result practically excludes this theory, and the cause of discoloration must be sought elsewhere.

Recently the action of free acids upon syrups has received attention, and the changes produced thereby have been described. Considerable work still remains to be done in this direction, and the action of metallic salts, in particular those of an acid reaction, upon saccharine solutions, demands exhaustive investigation.

Regarding the reaction of ferrous iodide, the statements of the Pharmacopoeia are contradictory, the saccharated iodide being stated to have a slightly acid and the syrup a neutral reaction. Founded on the results of an investigation carried on for some time, the writer inclines to the belief that the action of the iron salt, without itself undergoing any chemical change, causes discoloration of the syrup.

The amount of heat employed in preparing the syrup also has an important influence.

The following reasons may serve to substantiate these assertions: Ferrous iodide is not the only iron salt which, with the influence of heat, causes darkening in syrup. A syrup of ferrous sulphate containing 10 per cent. of the salt, prepared by dissolving, on standing from four to six months with expo-

sure to light, turned from a light green to a brown color. Examination at the expiration of six months, with the view of determining the possible formation of a ferric compound, gave a negative result. Identical results were obtained with a syrup containing 10 per cent. of ferrous chloride.

The influence of temperature is demonstrated by the fact that syrups prepared by dissolving the sugar in the iron solution at a temperature below the boiling point, possess greater stability than those heated to boiling.

The addition of hypophosphorous or other acids exerts no influence except to prevent the liberation of iodine.

Several specimens of the syrup to which hypophosphorous acid was added, originally of a bright green color, have gradually turned brown. The premature addition of an acid may cause the syrup to rapidly change in color. In an instance, where this possibility was considered, the addition of hypophosphorous acid to a boiling bright-green syrup was followed by an immediate change to dark brown. This points to the necessity of adding the acid only to the perfectly cold syrup.

This color change may also be noticed if a small quantity of the syrup, either with or without an addition of acid, be heated to boiling and the heat continued. Caramelization will be the consequence.

Brief mention may be made of the restoration of discolored syrups of iodide of iron.

Specimens containing free iodine may be restored by the well-known practice of digestion with iron filings. Care in the regulation of heat must be observed, and addition of a sufficient amount of water to restore the original weight of the syrup should not be neglected. A syrup in which the brown color is due to caramelization, is difficult of restoration. Animal charcoal will remove some of the brown color, but the writer has never been able to completely restore the original bright-green color by this method.

It may incidentally be mentioned, that if further investigations should prove this action of iron salts upon saccharine solutions to be true, the color change in elixirs containing scaled iron salts, which is the source of much annoyance to the pharmacist, is thereby explained.

PRECAUTION NECESSARY WITH HYDROGEN DIOXID.—Two French professors at Lyons have recently called attention to the ready absorptibility of hydrogen dioxid and the consequent danger of fatal gaseous embolism from bubbles of oxygen forming in the blood after absorption, when it is applied to an open wound or to detach an adherent dressing. In contact with blood, as with pus, the effervescence continues. The oxygen is disposed of by the oxyhemoglobin in the blood if the amount is small, and no harm results. Inflamed tissues are peculiarly active in decomposing the dioxid, and absorption is always slow and gradual in all cases. Crohas advises rendering the dioxid alkaline by adding a saturated solution of sodium borate, a drop at a time, until litmus paper—first reddened by the dioxid—regains its blue color. Even aside from the fear of gaseous embolism, the dioxid should always be neutralized, as it is liable to contain more or less sulphuric, phosphoric or other acids. It should never be used stronger than eight to ten volumes, and always fractionated and in moderate amounts. With these precautions there need be no fear of the slightest evil effects from its use.—(Jour. Am. Med. Association.)

EUROPIUM.—E. Demarcay, in 1896, announced the discovery of an element intermediate between gadolinium and samarium. It was stated to be characterized by several strong lines in the violet and ultra-violet, and to have a special absorption spectrum, previously unnoticed. By a long series of fractionations with magnesium nitrate, Demarcay has since been able to accumulate a considerable quantity of the element, and to conform its various characteristics. He proposes for it the name "europium," with symbol Eu, and atomic weight 151 (approx.).—(Comp. rend. and Phar. Jour.)

*Read at a meeting of the Philadelphia College of Pharmacy.—Druggists Circular.

THE EFFECT OF PHYSICAL AGENTS ON BACTERIAL LIFE.*

The fact that life did not exist upon the earth at a remote period of time, the possibility of its present existence as well as the prospect of its ultimate extinction, can be traced to the operation of certain physical conditions. These physical conditions upon which the maintenance of life, as a whole, depends are in their main issues beyond the control of man. We can but study, predict, and, it may be, utilize their effects for our benefit. Life, in its individual manifestations, is therefore conditioned by the physical environment in which it is placed. Life rests on a physical basis, and the main springs of its energies are derived from a larger world outside itself. If these functions, physical or chemical, are favorable, the functions of life proceed; if unfavorable, they cease—and death ultimately ensues. These factors have been studied and their effects utilized to conserve health or to prevent disease. It is our purpose to study some of the purely physical factors, not in their direct bearing on man, but in relation to much lower forms in the scale of life—forms which constitute in number a family far exceeding that of the human species, and of which we may produce at will, in a test-tube, within a few hours, a population equal to that of London. These lowly forms of life—the bacteria—belong to the vegetable kingdom, and each individual is represented by a simple cell.

These forms of life are ubiquitous in the soil, air and water, and are likewise to be met with in intimate association with plants and animals, whose tissues they may likewise invade with injuries or deadly effects. Their study is commonly termed bacteriology—a term frequently regarded as synonymous with a branch of purely medical investigation. It would be a mistake, however, to suppose that bacteriology is solely concerned with the study of the germs of disease. The dangerous microbes are in a hopeless minority in comparison with the number of those which are continually performing varied and most useful functions in the economy of nature. Their wide importance is due to the fact that they insure the resolution and redistribution of dead and effete organic matter, which, if allowed to accumulate, would speedily render life impossible on the surface of the earth. If medicine ceased to regard the bacteria, their study would still remain of primary importance in relation to many industrial processes in which they play a vital part. It will be seen, therefore, that their biology presents many points of interest to scientific workers generally. Their study as factors that ultimately concern us really began with Pasteur's researches upon fermentation. The subject of this discourse—the effect of physical agents on bacterial life—is important, not merely as a purely biological question, though this phase is of considerable interest, but also on account of the facts I have already indicated, viz., that micro-organisms fulfill such an important function in the processes of nature, in industrial operations, and in connection with the health of man and animals. It depends largely on the physical conditions to be met with in nature whether the micro-organisms exercise their functions, and likewise whether they die or remain inactive. Further, the conditions favoring one organism may be fatal to another, or an adaptability may be brought about to unusual conditions for their life. To the technologist the effect of physical agents in this respect is of importance, as a knowledge of their mode of action will guide him to the means to be employed for utilizing the micro-organisms to the best advantage in processes of fermentation. The subject is of peculiar interest to those who are engaged in combating disease, as a knowledge of the physical agents that favor or retard bacterial life will furnish indications for the preventive measures to be adopted. With a suitable soil and an adequate temperature, the

propagation of bacteria proceeds with great rapidity. If the primary conditions of soil and an adequate temperature are not present, the organisms will not multiply; they remain quiescent, or they die. The surface layers of the soil harbor the vast majority of the bacteria, and constitute the great storehouse in nature for these forms of life. They lessen in number in the deeper layers of the soil, and few or none are to be met with at a depth of eight to ten feet. As a matter of fact, the soil is a most efficient bacterial filter, and the majority of the bacteria are retained in its surface layers and are met with there. In the surface soil, most bacteria find the necessary physical conditions for their growth, and may be said to exist there under natural conditions. It is in the surface soil that their main scavenging functions are performed. In the deeper layers, the absence of air and the temperature conditions prove inimical to most forms.

Among pathogenic bacteria the organisms of lockjaw and of malignant oedema appear to be eminently inhabitants of the soil. As an indication of the richness of the surface soil in bacteria, I may mention that one gramme of surface soil may contain from several hundred thousand to as many as several millions of bacteria. The air is poorest in bacteria. The favoring physical conditions to be met with in the soil, are not present in the air. Though bacteria are to be met with in the air, they are not multiplying forms, as is the case in the soil. The majority to be met with in air are derived from the soil. Their number lessens when the surface soil is moist, and it increases as the surface soil dries. In a dry season the number of air organisms will tend to increase.

Town air contains more bacteria than country air, while they become few and tend to disappear at high levels and on the sea. A shower of rain purifies the air greatly of bacteria. The organisms being, as I stated, mainly derived from the surface of the ground, their number mainly depends on the physical condition of the soil, and this depends on the weather. Bacteria cannot pass independently to the air; they are forcibly transferred to it with dust from various surfaces. The relative bacterial purity of the atmosphere is mainly therefore a question of dust. Even when found floating about in the air, the bacteria are to be met with in much greater number in the dust that settles on exposed surfaces, e. g., floors, carpets, clothes and furniture. Through a process of sedimentation the lower layers of the air become richer in dust and bacteria, and any disturbance of dust will increase the number of bacteria in the air.

The simple fact of breathing does not disseminate disease germs from a patient; it requires an act of coughing to carry them into the air with minute particles of moisture. From the earliest times great weight has been laid upon the danger of infection through air-borne contagia, and with the introduction of antiseptic surgery the endeavor was made to lessen this danger as much as possible by means of the carbolic spray, etc. In the same connection numerous bacteriological examinations of air have been made, with the view of arriving at results of hygienic value. The average number of micro-organisms present in the air is 500 to 1,000 liters; of this number only 100 to 200 are bacteria, and they are almost entirely harmless forms. The organisms of supuration have been detected in the air, and the tubercle bacillus in the dust adhering to the walls of rooms. Investigation has not, however, proved air to be one of the important channels of infection. The bacterial action of sunlight, desiccation, and the diluting action of the atmosphere on noxious substances, will always greatly lessen the risk of direct aerial infection.

The physical agents that promote the passage of bacteria into the air are inimical to their vitality. Thus, the majority pass into the air, not from moist, but from dry surfaces, and the preliminary drying is injurious to a large number of bacteria. It follows that, if the air is rendered dust-free, it is practically

*Discourse delivered at the Royal Institution by Dr. Allan J. Macfadden, Director of the Jenner Institute of Preventive Medicine. (Nature, Sci. Am. Supplement.)

deprived of all the organisms it may contain. As regards inclosed spaces, the stilling of dust, and more especially the disinfection of surfaces liable to breed dust or to harbor bacteria are more important than air disinfection, and this fact has been recognized in modern surgery. In an investigation, in conjunction with Mr. Lunt, an estimation was arrived at of the ratio existing between, the number of dust particles and bacteria in the air. We used Dr. Aitken's dust-counter, which not only renders the dust particles visible, but gives a means of counting them in a sample of air. In an open suburb of London we found 20,000 dust particles in one cubic centimeter of air; in a yard in the center of London about 500,000. The dust contamination we found to be about 90 per cent. greater in the center of London than in a quiet suburb. In the open air of London there was, on an average, just one organism to every 383,000 dust particles present in the air, and in the air of a room, among 184,000,000 dust particles, only one organism could be detected.

These figures illustrate forcibly the poverty of the air in micro-organisms, even when very dusty, and likewise the enormous dilution they undergo in the atmosphere. Their continued existence is rendered difficult through the influence of desiccation and sunlight. Desiccation is one of nature's favorite methods for getting rid of bacteria. Moisture is necessary for their development and their vital processes, and constitutes about 80 per cent. of their cell substance. When moisture is withdrawn, most bacterial cells, unless they produce resistant forms of the nature of spores, quickly succumb. The organism of cholera, air-dried in a thin film, dies in three hours. The organisms of diphtheria, typhoid fever, and tuberculosis show more resistance, but die in a few weeks or months.

Dust containing tubercle bacilli may be carried about by air currents and the bacilli in this way transferred from an affected to a healthy individual. It may, however, be said that drying attenuates and kills most of these forms of life in a comparatively short time. The spores of certain bacteria may, on the other hand, live for many years in a dried condition, e. g., the spores of anthrax bacilli, which are so infective for cattle and also for man (wool-sorter's disease). Fortunately, few pathogenic bacteria possess spores, and therefore drying, by checking and destroying their life, is a physical agent that plays an important role in the elimination of infectious diseases. This process is aided by the marked bactericidal action of sunlight. Sunlight, which has a remarkable fostering influence on higher plant life, does not exercise the same influence on the bacteria. With few exceptions, we must grow them in the dark in order to obtain successful cultures; and a sure way of losing our cultures is to leave them exposed to the light of day. Direct sunlight is the most deadly agent, and it kills a large number of organisms in the short space of one or two hours; direct sunlight proves fatal to the typhoid bacillus in half an hour to two hours, to the diphtheria bacillus in half an hour to one hour, and to the tubercle bacillus in a few minutes to several hours. Even anthrax spores are killed by direct light in three and a half hours. Diffuse light is also injurious, though its action is slower. By exposing pigment-producing bacteria to sunlight, colorless varieties can be obtained, and virulent bacteria so weakened that they will no longer produce infection. The germicidal action of the sun's rays is most marked at the blue end of the spectrum; at the red end there is little or no germicidal action. It is evident that the continuous daily action of the sun, along with desiccation, are important physical agents in arresting the further development of the disease germs that are expelled from the body.

It has been shown that sunlight has an important effect in the spontaneous purification of rivers. It is a well-known fact that a river, despite contamination at a given point, may show little or no evidence of this contamination at a point further down in its course. Buchner added to water 100,000 colon bacilli

per cubic centimeter, and found that all were dead after one hour's exposure to sunlight. He also found that in a clear lake the bactericidal action of sunlight extended to a depth of about six feet. Sunlight must therefore be taken into account as an agent in the purification of waters, in addition to sedimentation, oxidation, and the action of algae.

Air, or the oxygen it contains, has important and opposite effects on the life of bacteria. In 1861 Pasteur described an organism in connection with the butyric acid fermentation, which would only grow in the absence of free oxygen. And since then a number of bacteria, showing a like property, have been isolated and described. They are termed anaerobic bacteria, as their growth is hindered or stopped in the presence of air. The majority of the bacteria, however, are aerobic organisms, inasmuch as their growth is dependent upon a free supply of oxygen. There is likewise an intermediate group of organisms which show an adaptability to either of these conditions, being able to develop with or without free access to oxygen. Pre-eminent types of this group are to be met with in the digestive tract of animals, and the majority of disease-producing bacteria belong to this adaptive class. When a pigment-producing organism is grown without free oxygen, its pigment production is almost always stopped. For anaerobic forms, N and H₂ give the best atmosphere for their growth, while CO₂ is not favorable, and may be positively injurious, as e. g., in the case of the cholera organism.

The physical conditions favoring the presence and multiplication of bacteria in water under natural conditions are a low altitude, warmth, abundance of organic matter, and a sluggish or stagnant condition of the water. As regards water-borne infectious diseases, such as typhoid or cholera, their transmission to man by water may be excluded by simple boiling or by an adequate filtration. The freezing of water, while stopping the further multiplication of organisms, may conserve the life of disease germs by eliminating the destructive action of commoner competitive forms. Thus, the typhoid bacillus may remain frozen in ice for some months without injury. Employment of ordinary cold is not, therefore, a protection against dangerous disease germs.

As regards electricity, there is little or no evidence of its direct action on bacterial life, the effects produced appear to be of an indirect character, due to the development of heat or to the products of electrolysis.

Ozone is a powerful disinfectant, and its introduction into polluted water has a most marked purifying effect. The positive effects of the electric current may therefore be traced to the action of the chemical products and of heat. I am not aware that any direct action of the X-rays on bacteria has up to the present been definitely proved.

Mechanical agitation, if slight, may favor, and if excessive may hinder bacterial development. Violent shaking or concussion may not necessarily prove fatal so long as no mechanical lesion of the bacteria is brought about. If, however, substances likely to produce triturating effects are introduced, a disintegration and death of the cells follows. Thus, Rowland, by a very rapid shaking of tubercle bacilli in a steel tube with quartz sand and hard steel balls, produced their complete disintegration in ten minutes.

Bacteria appear to be very resistant to the action of pressure. At 300 to 450 atmospheres putrefaction still takes place, and at 600 atmospheres the virulence of the anthrax bacillus remained unimpaired. Of the physical agents that affect bacterial life, temperature is the most important. Temperature profoundly influences the activity of bacteria. It may favor or hinder their growth, or it may put an end to their life. If we regard temperature in the first instance as a favoring agent, very striking differences are to be noted. The bacteria show a most remarkable range of temperature under which their growth is possible, extending from zero to 70° C. If we begin at the bottom of the scale, we find organisms in water and

in soil that are capable of growth and development at zero. Among these are certain species of phosphorescent bacteria, which continue to emit light, even at this low temperature. At the Jenner Institute we have met with organisms growing and developing at 34° to 40° F. The vast majority of interest to us and, however, the best conditions for their growth from 15° up to 37° C. Each species has a minimum, an optimum, and a maximum temperature at which it will develop. It is important in studying any given species that the optimum temperature for their development be ascertained, and that this temperature be maintained. In this respect we can distinguish three broad groups. The first group includes those for which the optimum temperature is from 15° to 20° C. The second group includes the parasitic forms, viz., those which grow in the living body, and for which the optimum temperature is at blood heat, viz., 37° C. We have a third group, for which the optimum temperature lies as high as 50° to 55° C. On this account this latter group has been termed thermophilic, on account of its growth at such abnormally high temperatures—temperatures which are fatal to other forms of life. They have been the subject of personal investigation in conjunction with Dr. Blaxhall. We found that there existed in nature an extensive group of such organisms to which the term thermophilic bacteria was applicable. Their growth and development occurred best at temperatures at which ordinary protoplasm becomes inert or dies. The best growths were always obtained at 55° to 65° C. Their wide distribution was of a striking nature. They were found by us in river water and mud, in sewage, and also in a sample of sea water. They were present in the digestive tract of man and animals, and in the surface and deep layers of the soil, as well as in straw and in all samples of ensilage examined. Their rapid growth at high temperatures was remarkable, the whole surface of the culture medium being frequently overrun in from fifteen to seventeen hours. The organisms examined by us (fourteen forms in all) belonged to the group of the Bacilli. Some were motile, some curdled milk, and some liquefied gelatine in virtue of a proteolytic enzyme. The majority possess reducing powers upon nitrates and decomposed proteid matter. In some instances cane sugar was inverted and starch was diastased. These facts well illustrate the full vitality of the organisms at these high temperatures, while all the organisms isolated grew best at 55° to 65° C. A good growth in a few cases occurred at 72° C. Evidence of growth was obtained even at 75° C. They exhibited a remarkable and unique range of temperature, extending as far as 30° of the Centigrade scale.

As a concluding instance of the activity of these organisms we may cite their action upon cellulose. Cellulose is a substance that is exceedingly difficult to decompose, and is therefore used in the laboratory for filtering purposes in the form of Swedish filter paper, on account of its resistance to the action of solvents. We allowed these organisms to act on cellulose at 60° C. The result was that in ten to fourteen days a complete disintegration of the cellulose had taken place, probably into CO₂ and marsh gas. The exact conditions that may favor their growth, even if it be slow at subthermophilic temperatures, are not yet known; they may possibly be of a chemical nature.

Organisms may be gradually acclimatized to temperatures that prove unsuited to them under ordinary conditions. Thus, the anthrax bacillus, with an optimum temperature for its development of 37° C., may be made to grow at 12° C. and at 42° C. Such anthrax bacilli proved pathogenic for the frog with a temperature of 12° C., and for the pigeon with a temperature of 42° C.

Let us in a very few words, consider the inimical action of temperature on bacterial life. An organism placed below its minimum temperature ceases to develop, and if grown above its optimum temperature becomes attenuated as regards its virulence, etc., and may eventually die. The boiling point is fatal for non-sporing organisms in a few minutes. The exact

thermal death-point varies according to the optimum and maximum temperature for the growth of the organism in question. Thus, for water bacteria with a low optimum temperature blood heat, a thermophilic temperature may be fatal (60° C.); and for thermophilic bacilli any temperature above 75° C. These remarks apply to the bacteria during their multiplying and vegetating phase of life. In their resting or spore stage, the organisms are much more resistant to heat. Thus, the anthrax organism in its bacillary phase is killed in one minute at 70° C.; in its spore stage it resists this temperature for hours, and is only killed after some minutes by boiling. In the soil there are spores of bacteria which require boiling for sixteen hours to insure their death. These are important points to be remembered in sterilization or disinfection experiments, viz., whether an organism does or does not produce these resistant spores. Most non-sporing forms are killed at 60° C. in a few minutes, but in an air-dry condition a longer time is necessary. Dry heat requires a longer time to act than moist heat; it requires 140° C. for three hours to kill anthrax spores. Dry heat cannot therefore be used for ordinary disinfection on account of its destructive action. Moist heat, in the form of steam, is the most effectual disinfectant, killing anthrax spores at boiling point in a few minutes, while a still quicker action is obtained if saturated steam under pressure be used. No spore, however resistant, remains alive after one minute's exposure to steam at 140° C. The varying thermal death-point of organisms and the problems of sterilization cannot be better illustrated than in the case of milk, which is an admirable soil for the growth of a large number of bacteria. The most obvious example of this is the souring and curdling of milk that occurs after it has been standing for some time. This change is mainly due to the lactic acid bacteria, which ferment the milk sugar with the production of acidity.

Another class of bacteria may curdle the milk without souring it in virtue of a rennet-like ferment, while a third class precipitate and dissolve the casein of the milk, along with the development of butyric acid. The process whereby milk is submitted to a heat of 65° to 70° C. for twenty minutes is known as pasteurization, and the milk so treated is familiar to us all as pasteurized milk. While the pasteurizing process weeds out the lactic acid bacteria from the milk, a temperature of 100° C. for one hour is necessary to destroy the butyric acid organisms; and even when this has been accomplished there still remain in the milk the spores of organisms which are only killed after a temperature of 100° C. for three to six hours. It will, therefore, be seen that pasteurization produces a partial, not a complete, sterilization of the milk as regards its usual bacterial inhabitants. The sterilization to be absolute would require six hours at boiling point. But for all ordinary practical hygienic requirements are likewise adequately met by pasteurization, if it is properly carried out and the milk is subsequently cooled. Milk may carry the infection of diphtheria, cholera, typhoid and scarlet fevers as well as the tubercle bacillus from a diseased animal to the human subject. For the purpose of rendering the milk innocuous freezing and the addition of preservatives are inadequate methods of procedure. The one efficient and trustworthy agent we possess is heat. Heat and cold are the agents to be jointly employed in the process, viz., a temperature sufficiently high to be fatal to organisms producing a rapid decomposition of milk, as well as to those which produce disease in man; this is to be followed by a rapid cooling to preserve the fresh flavor and to prevent an increase of the bacteria that still remain alive. The pasteurizing process fulfills these requirements.

In conjunction with Dr. Hewlett, I had occasion to investigate in how far the best pasteurizing results might be obtained. We found that 60° to 68° C. applied for twenty minutes weeded out about 90 per cent. of the organisms present in the milk, leaving a 10 per cent. residue of resistant forms. It was found advisable to fix the pasteurizing temperature at 68° C. in order to make certain of killing any pathogenic

organisms that may happen to be present. We passed milk in a thin stream through a coil of metal piping, which was heated on its outer surface by water. By regulating the length of the coil, or the size of the tubing, or the rate of the flow of milk, almost any desired temperature could be obtained. The temperature we ultimately fixed at 70° C. The cooling was carried out in similar coils placed in iced water. The thin stream of milk was quickly heated and quickly cooled as it passed through the heated and cooled tubing, and, while it retained its natural flavor, the apparatus accomplished at 70° C. in thirty seconds a complete pasteurization, instead of in twenty minutes, i. e., about 90 per cent. of the bacteria were killed, while the diphtheria, typhoid, tubercle and pus organisms were destroyed in the same remarkably short period of time, viz., thirty seconds. This will serve to illustrate how the physical agent of heat may be employed, as well as the sensitiveness of bacteria to heat when it is adequately employed.

Bacteria are much more sensitive to high than to low temperatures, and it is possible to proceed much further downward than upward in the scale of temperature, without impairing their vitality. Some will even multiply at zero, while others will remain alive when frozen under ordinary conditions.

I will conclude this discourse by briefly referring to experiments recently made with the most remarkable results upon the influence of low temperatures on bacterial life. The experiments were conducted at the suggestion of Sir James Crichton-Browne and Prof. Dewar. The necessary facilities were most kindly given at the Royal Institution, and the experiments were conducted under the personal supervision of Prof. Dewar. The action of liquid air on bacteria was first tested. A typical series of bacteria was employed for this purpose, possessing varying degrees of resistance to external agents. The bacteria were first simultaneously exposed to the temperature of liquid air for twenty hours (about 100° C.). In no instance could any impairment of the vitality of the organisms be detected as regards their growth or functional activities. This was strikingly illustrated in the case of the phosphorescent organisms tested. The cells emit light which is apparently produced by a chemical process of intracellular oxidation, and the phenomenon ceases with the cessation of their activity. These organisms, therefore, furnished a very happy test of the influence of low temperatures on vital phenomena. These organisms when cooled down in liquid air became non-luminous, but on re-thawing the luminosity returned with unimpaired vigor as the cells renewed their activity. The sudden cessation and rapid renewal of the luminous properties of the cells despite the extreme changes of temperature was remarkable and striking. In further experiments the organisms were subjected to the temperature of liquid air for seven days. The results were again nil. On re-thawing the organisms renewed their life processes with unimpaired vigor. We had not yet succeeded in reaching the limits of vitality. Prof. Dewar kindly afforded the opportunity of submitting the organisms to the temperature of liquid hydrogen—about 250° C. The same series of organisms was employed, and again the result was nil. This temperature is only 21° above that of the present absolute zero, a temperature at which, in our present theoretical conceptions, molecular movement ceases, and the entire range of chemical and physical activities with which we are acquainted either cease or, it may be, assume an entirely new role. This temperature, again, is far below that at which any chemical reaction is known to take place. The fact, then, that life can continue to exist under such conditions affords new grounds for reflection as to whether, after all, life is dependent for its continuance on chemical reactions. We, as biologists, therefore follow with the keenest interest Prof. Dewar's heroic attempts to reach the absolute zero of temperature; meanwhile his success has already led us to reconsider many of the main issues of the problem. And by having afforded us a new realm in which to experiment, Prof. Dewar has placed in our hands an agent of investigation

from the effective use of which we who are working at the subject at least hope to gain a little further insight into the great mystery of life itself.

THE HYGIENE OF THE MOUTH.*

By BYRON L. KESLER, D.D.S., Salt Lake City, Utah.

A distinguished contributor to medical literature makes the statement that the science of medicine, during the century just closed, achieved its greatest triumphs in "Preventive Medicine." The profession, through local, state and national boards of health, has advised proper regulations and sanitary measures for preventing the dissemination of those epidemic diseases which at times have threatened to depopulate the globe.

The term Prophylaxis is derived from the Greek word meaning "I defend," or "to guard against." The prevention of disease stands to-day in the front rank of medical practice. To the practitioner of general medicine it is one of his most effective weapons against the common enemy, infection. It is of even greater importance to the "common people," as an efficient means of protection against the scourges, plagues and contagions which afflict the people of those countries where ignorance, filth, superstition and uncleanness abound.

In this age of rapid and quick communication, with its increased facilities for transportation, the dissemination of contagious diseases should be accelerated; but contemporaneously our knowledge of more perfect methods for the prevention and control of disease is correspondingly increased, thus allaying fears for the future and inspiring confidence in the investigations of science and the shield of protection which it affords.

The statement is made by Professor Vaughan, in speaking of mental hygiene, that the mind must be studied from the view point of the materialist; that the mind can not be considered as an entity, dissociated from the brain, as the operations of the mind are merely the physiological phenomena of brain function; that a sound mind is dependent upon a sound body, and a sound body is dependent upon a perfect digestion, genius, even being unable to compensate for the ill-treatment produced by a faulty digestion. Logically may we not, therefore, go a step further and say that a perfect digestion is largely dependent upon, or is greatly influenced by a thorough mastication of the food, and that mastication is dependent upon a good set of teeth? Therefore the necessity for dental sanitary science, or dental surgery.

As it is practically impossible to be a good Christian when suffering from indigestion, regardless of theory and pretensions, mastication certainly, and salvation probably, in a great measure may depend upon the skill and knowledge of one's dentist.

If sanitary science is important in the practice of general medicine, it is of even greater importance in oral hygiene. The old but true axiom, that "cleanliness is next to godliness," may be applied to the oral cavity with pertinent and peculiarly appropriate fitness. In no other subdivision of personal hygiene are the sins of omission fraught with such disastrous and far-reaching consequences as are the disregarding and neglect of the sanitary principles of oral hygiene.

As mastication is an important feature of the digestive function, nature has provided suitable organs—the teeth—made not only for service, but also as one of the means of personal adornment when perfectly developed and cared for.

In the practical application of the principles of prophylaxis dental science goes further back in the scale of development than the consideration of the visible or developed teeth. Very much good can be accomplished for the teeth of the child, before its birth, by providing the mother with suitable foods,

*Dental Register.

those which contain the essential elements for the formation of hard tissues, including the teeth, such as lime salts, etc., in the form of lime water (in milk), or the syrup of lactophosphate of lime; also certain grains, as wheat, and skim-milk. The latter furnishes a form of lime, the chloride (0.3 to 0.5 per cent.), of which is very essential in building tooth substance.

After birth the tooth structure can be improved in the percentage of lime salts by the feeding of cow's milk, sterilized, which contains five times as much lime as human milk.

Parentetically, a few words as to heredity may be of interest. Children inherit the individuality and peculiar characteristics of one or both parents, or perhaps of some remote ancestor. They inherit the complexion, the color of the hair and eyes, and the facial contour. They also inherit the peculiarities of the teeth, not only as to size, form, and position in the arch, but the constitutional structure as well.

Each of the four basal temperaments, sanguine, bilious, nervous and lymphatic, are characterized as to form, size, shade, position and texture. When a child inherits a certain temperament it should be endowed with the class of teeth that go with that temperament; though a child may inherit the small teeth of one parent and the massive maxillae of the other, or the reverse. In the latter case the teeth are crowded and irregular. The correction of such irregularities constitutes a separate department of dental science, termed orthodontia.

Next after development comes the subject of sanitation and cleanliness. The salivary and serumal calculus, which accumulates in some months very rapidly, necessitate its removal by a dentist every two or three months. Other mouths may not require this operation in as many years. In the case of young people, in the majority of instances the salivary calculus is the variety usually present. When removed, the surfaces of the teeth should be polished; a slightly roughened surface is favorable to, and induces future precipitation of the deposit.

The serumal variety—a deposit from the blood—is precipitated in the mouths of persons with a gouty or rheumatic diathesis, some of these cases being benefited by systemic treatment.

After the deposits have been thoroughly removed and the enamel surfaces polished, they may be kept so, by the patient himself, by the diligent and correct use of the tooth-brush and other toilet articles, tooth powders, soaps, washes, picks, silk thread, rubber bands, etc.

The tooth-brush—first, as to its selection. In form and size it should be suited to the case. It should be curved to fit the contour of the arch, and the handle also curved, to facilitate manipulation; the bristles firm and well fastened to the handle, with the surface serrated, and an isolated tuft at the end for cleansing the inaccessible surfaces of the teeth, as back of the third molar or in spaces where teeth have been extracted, etc. If the patient be so unfortunate as to wear a "bridge" or other stationary contrivance, then an accessory brush is usually required, a special form and size for these cases.

The correct use of the brush is an important item. To produce the best results, place the bristles against the outer or labial surfaces of the teeth, then brush from the necks of the teeth toward the occlusal surface. Pronate the forearm, or rotate the brush; brush the upper teeth down and the lower ones up (inner or lingual surfaces the same). This will tend to brush the gum festoons into the interdental spaces rather than out of them. The occlusal or masticating surfaces should be brushed from side to side, and forward and backward. This will cleanse the grooves and fissures.

Use the brush as though it were a collection of toothpicks designed to remove the residual food substances which may have become lodged between and around the teeth.

Don't brush across the gums under any circumstances. It will tear them loose from the teeth, unnecessarily bruising and lacerating them. Beware of infection! Do not scour the gums, nor scrub the teeth,

nor try to polish them, using the brush as in polishing shoes. Dentists are provided with the proper instruments and utensils to perform such operations without injuring either the gums or the enamel of the teeth.

When oily or greasy films and stains accumulate which will not be removed by the brush and lukewarm water, then other agents of detergent character may be brought into requisition. Detergents may be classified into two kinds, chemical and mechanical or physical. Tooth powders belong to the mechanical. They are not of much importance as medicinal applications. The base should be alkaline and should be soluble in the oral fluids, and not too gritty; the grit should be regulated according to the condition of the teeth. Precipitated chalk is good for the basis; the grit can be increased by adding pulverized cuttlefish bone; as a solvent for fats and oils pulverized soap bark or white castile soap is added; and for sweetening use white sugar or saccharine and flavor with some aromatic substance.

Tooth Powder.

Precipitated chalk	10 ounces.
Pulv. cuttlefish bone	6 ounces.
Pulv. sugar	3 ounces.
Pulv. castile soap	1 ounce.
M. Flavor with oil of rose or oil of wintergreen, and color with carmine.—N. S. Hoff, D.D.S.	

This general formula can be changed to suit the conditions, but in no case use an insoluble grit such as pumice or charcoal. They work their way under the gingiva or free margins of the gums, establishing a nucleus for the precipitation of calculus and the accumulation of food substances, which latter furnishes a most desirable and comfortable habitat for micro-organisms.

Soaps are chemical detergents which saponify the fats and oils on the teeth, but if used too frequently, or too long continued, will also attack the gums, eventually producing "recession," with consequent exposure of the necks of the teeth.

As a general rule, don't use toothpicks. If you do employ them don't use wooden ones, especially those which are cut—they will splinter; but rather those round, pointed ones, made of hard wood. In the use of picks beware of splinters and infection. Goosequill toothpicks are the least objectionable when used once or under antiseptic conditions. They are now put on the market in convenient form, with a detachable quill-point in a holder, the latter made telescopic, like a fountain pen, so it may be closed up from dust and dirt (infection).

To properly cleanse the approximal and interdental spaces in some months becomes a task. The difficulty may be overcome by using silk floss, which is smooth and should be waxed.

By using moderate pressure, accompanied by a sawing movement, a rubber strip will pass between the teeth quite readily and is useful for polishing the approximal surfaces. Some tooth powder may be added to the silk floss or the rubber band to accomplish thorough cleansing.

Tooth Washes.

These are medicinal applications, but may be detergent also. The fundamental principle, however, is that of aseptis. For general use the antiseptic in the formula may be phenol 2 per cent. or formalin 2 per cent. Alkalinity may be furnished by the bi-sulfate of sodium or the benzoate of sodium. The solvent in the tooth wash is alcohol and the diluent is distilled water. Sweeten with saccharine, instead of sugar, as it has antiseptic properties. Flavor with essential oils and color with cochineal.

Tooth Wash.

Saccharine	10 grains.
Sodium bi-carbonate	10 grains.
Spirit	10 drams.
Salicylic acid	10 grains.
S. Ten to fifteen drops in a little water or on a wet brush, after the teeth are cleaned; brush teeth and gums gently.—Hoff.	

A mouth wash for general use should not be irritating, but pleasant to the taste. Special conditions require specific mouth washes. A prevalent idea, that all mouth washes should be astringent, is erroneous.

Such are required in some cases, but when too frequently used, or too long continued, they will react and produce chronic inflammation of the gums, or an atrophied condition results. Weak alkalies, long used, will produce an atrophied result also.

The best method of application of a mouth wash is by means of a brush. After the teeth are thoroughly cleaned, add ten or fifteen drops to the wet brush and brush the teeth and gums gently. The medicine may be used as a gargle or wash, in suppurative conditions, inflammations, etc.

Mouth Wash.

Thymic acid	3	dram.
Benzoic acid	3	drams.
El-chlorid	3	dram.
Tinct. eucalyptus	15	drams.
Alcohol—absolute	12½	ounces.
Oil wintergreen	25	minims.
M. S.—Fifteen to 20 drops in one-third tumbler of water.—(Miller.)		

Green stain is a fungous growth upon the teeth of the mould species. This vegetable garden (it can hardly be classed as ornamental, therefore not a flower-bed,) develops and grows in an acid medium. The presence of green stain indicates an acid mucous. This acid has two sources of origin, fermentation and secretion. Under certain conditions gums and soft tissues, when irritated and inflamed, or by reason of constitutional or functional derangement, will secrete a viscid and acid fluid which attacks the tooth, producing erosion.

This acidity requires treatment, by the dental physician, both local and systemic. The local treatment consists of a process of neutralization by an alkali, best accomplished by milk of magnesia. This magnesium hydrate is not only alkaline, but it is also antiseptic. In a strength of 1 to 2,000 it is antiseptic or prevents the growth of the strepto coccus pyogenes.

Functional derangements of the oral tissues and membranes, such as catarrhal inflammations or reflex irritations from digestive disturbances, also those produced by eructations from the stomach, require special additional treatment.

Bacteria Fungi.

The part played by bacteria and fungi in the pathology of the mouth is an interesting topic. The effects produced may be classified into two groups, those which affect the soft tissues and those which disease the hard structures, the teeth. Of the affections of soft tissue may be mentioned thrush, a membranous disease produced by a mould.

Yeast produces fermentations, and is now being accused of producing cancer. This question is still under investigation.

Bacillus tuberculosis is actively represented in lupus, a mouth disease, being a variety of skin tuberculosis. Of the other pathogenic bacteria we might mention those of bacillus diphtheria, pneumonia, croup, Franckel's diplococcus, streptococcus pyogenes, and a number of vibrios, bacilli and spirochaetes which can not be grown upon artificial media.

Of the acids produced in the mouth we have lactic, butyric, acetic, etc. Of the pus micro-organisms, there are myriads of them.

Whenever the tissues become less resistant or below normal, through impaired nutrition, wounds or traumatic lesion, then the invasion begins, the campaign being waged so persistently and vigorously that septicaemia pyemia and death often result.

Of the purulent conditions the most serious ones are antral abscess and dentigerous cysts: of abscesses of the oral cavity we have the whole family, from the superficial gum boil to the deep seated alveolar abscess; abscesses which see with one or more eyes (fistula), and those which do not see, in fact totally "blind": those which are hot, feverish and acute, and those which are "cold," indolent and slumbering. Special treatment is indicated for each condition.

The Teeth.

The greatest havoc wrought in the mouth by bacteria, or the condition most keenly realized by the patient perhaps is that of caries, or decay of the teeth.

The process of decay, briefly stated, is as follows: The starches of the food residuum are converted by ptyalin into maltose; maltose undergoing fermentation by a bacillus, produces lactic acid; the acid dissolves the lime salts of the enamel and dentin, the organic matrix remaining becoming liquified or decomposed by other bacteria, those producing soluble ferments in either acid or alkaline media, the by-product then becoming food for saprophitic or other putrefactive micro-organisms. Each species in turn performs a certain and definite work, and is finally killed by its own toxin or product. This product, which was a poison to the former tenant, now becomes food for the subsequent occupant. The process continues till complete disorganization of the complex molecule is accomplished.

An important fact to be remembered is, that the very first step in the process of decay is the production of acid; and in the majority of instances that acid is a product of bacterial fermentation as a result of the uncleanness of the teeth.

What shall we do for that bad breath? Remove the cause which is producing it. Temporarily, as an expedient, a deodorant will either mask or destroy the odor. In the latter case the gas is made to form a chemical compound by uniting with some other chemical substance. The fetid breath is caused by derangement of the stomach and intestinal organs, or it may be a putrid condition of the oral cavity. For proper treatment consult a dentist.

As may be inferred from the outline given of some of the operations and treatments to be performed by an oral physician or surgeon, the dentist of the future must know more than to merely extract a tooth and make a plate, or to insert a gold filling and build a bridge.

The dentist should know enough about the sciences of bacteriology and pathology to realize the importance of asepsis in all operations upon the oral tissues; not merely mechanical cleanliness, but surgical and bacterial also. The latter training can only be acquired in a well-regulated bacteriological laboratory.

ALCOHOL IN CARBOLIC ACID POISONING.—Wilcox and Stevens sum up some of the reports on the antidotal action of alcohol in carbolie acid poisoning. Rodman reports a case in which about 2 ounces of the pure acid had been swallowed. When first seen the patient was in a state of profound collapse. Four ounces of alcohol were poured into a stomach tube passed as far as the pharynx. Two or three minutes later the tube was pushed down into the stomach, and the latter was then washed out with warm water and again with diluted alcohol. Within an hour consciousness had returned, and the general condition was much improved. In a few days recovery was complete. Another writer has taken pains to look up a large number of reported cases of carbolie acid poisoning that have occurred in the past, and finds that when no alcohol was given, in cases that were known or reasonably believed to have retained 60 grains or upward of absolute carbolie acid, the termination in nearly every one was fatal. On the other hand, in all cases where alcohol was given, under the same conditions, the patients survived, although the physicians in attendance had no idea that alcohol possessed any specific antidotal action. Success in treatment depends largely upon promptness.—(Boston Med. and Surg. Jour.)

"SOMNIFACIENT" FOR MOSQUITOS.—A correspondent in American Medicine gives the following "somnifacient" for use where mosquitos are troublesome:

Formaldehyd, 40 per cent.....	1 dram.
Alcohol	4 drams.
Small wash absorbent cotton, medicated.	

Place mixture in a soup plate and apply match. This is a harmless and efficient remedy. Use a half hour before retiring.

QUESTION BOX.

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of the Era. Copies of these may be obtained at ten cents each.

Mouth Wash.

(P. E. L.) You should read the article elsewhere in this issue on the hygiene of the mouth. Here are some formulas from the Era Formulary for so-called mouth washes or dentifrices:

(1) Menthol 40 grains.
Oil of cloves 1½ drams.
Oil of peppermint 1½ drams.
Boric acid 9 grains.
Tincture of myrrh 4½ ounces.
Tincture of eucubear, N. F. 2 ounces.
Alcohol, to make 36 fl. ounces.
Dissolve the menthol and boric acid in 20 ounces of the alcohol, add the oils and then the tinctures, filter and add alcohol to make 36 fluid ounces.

(2) Soap bark, ground 2 ounces.
Glycerine 1½ ounces.
Salicylate of sodium 2 drams.
Oil of bergamot ½ dram.
Oil of wintergreen ½ dram.
Oil of cloves 10 drops.
Alcohol 1 ounce.
Solution of carmine (N. F.) q. s.
Dilute alcohol, to make 16 fl. ounces.

Macerate the soap bark with the diluted alcohol and glycerine, then percolate. To the percolate add the oils dissolved in the alcohol. To this add the salicylate of sodium and sufficient solution of carmine to color. Shake thoroughly and filter through wetted tatum, returning first portion of the filtrate until it runs clear and add enough dilute alcohol through the filter to make the measure 1 pint.

(3) Thymol 2 grains.
Carbolic acid 5 drops.
Oil of sassafras 8 drops.
Oil of wintergreen 8 drops.
Oil of rose geranium 8 drops.
Oil of eucalyptus 3 drops.
Oil of calamum 5 drops.
Oil of pinus pumila 2 drops.
Glycerine 2 ounces.
Alcohol 4½ ounces.
White castile soap 2 drams.
Distilled water, q. s. to 16 ounces.
Color—caramel.

Tincture of eucubear, of each a sufficient quantity.
Dissolve the soap in 5 ounces warm water. Dissolve the acid and oils in the alcohol and add to the soap solution. Filter through paper containing a small quantity of calcium phosphate. Add glycerine.

Quinine Hair Tonic.

(M. & M.) Various formulas for hair tonics containing quinine have been published in previous volumes of this journal. Consult the indexes. Here are some others.

(1) Sulphate of zinc 16 grains.
Sulphate of quinine 1 scruple.
Tincture of cantharides 1 ounce.
Bay rum 2 ounces.
Glycerine 2 ounces.
Water 2 ounces.
Dissolve the quinine in the alcoholic liquids, and the zinc sulphate in the water; add the glycerine to this and mix the liquids.

(2) Castor oil 10 drams.
Peruvian balsam 3 drams.
Rum 12½ ounces.
Tincture of cinchona 10 drams.
Eau de Cologne 10 drams.
Distilled water 6 ounces.
Add the oil to the eau de Cologne, mix with the rum, add the balsam and tincture, and lastly the water. Allow to stand for three days, and filter through paper wetted with proof spirit.

(3) Oil of rose geranium 3 drams.
Oil of sweet orange 10 drams.
Oil of bergamot 10 drams.
Peruvian balsam 2½ ounces.
Tincture of cantharides 1 ounce.
Tincture of cinchona 7 ounces.
Soap liniment 15 ounces.
Alcohol 35 ounces.
Cologne 35 ounces.
Carmine 45 grains.
Brandy, enough to make 18 pints.
Mix the whole together, allow to stand for a month, and filter.

Solubility of Caoutchouc.

(C. O. T.) "In making a rubber cement consisting of gutta-percha 30 parts, caoutchouc 60 parts, Venice turpentine 30 parts, carbon bisulphide 250 parts, I find that the caoutchouc will not dissolve. I mixed the preparation over a week ago, and all the change I can see is that the caoutchouc looks a little whiter. The gutta-percha is completely dissolved. Furthermore, I have added one-half more of the carbon bisulphide than the formula prescribed. What is the difficulty?"

Caoutchouc exhibits a very peculiar behavior toward solvents; most of the solvents penetrate it more or less completely and cause a swelling up of the mass. In many cases a portion of the caoutchouc is thereby dissolved, but is tenaciously retained by the swollen, undissolved portions. Hence, for complete solution, a large quantity of solvent is required, and we suggest that you add more carbon bisulphide. After solution is effected, with the assistance of heat, the caoutchouc is frequently decomposed. In dissolving caoutchouc particular attention must be paid to its content of water; that containing water never dissolving completely. In making cement manufacturers direct that the caoutchouc should be carefully dried, which is best effected by exposing it in a comminuted state to a temperature of from 158° to 175° F., until the weight no longer decreases.

Camphor Cream.

(Clerk.) The following is a typical formula for "camphor cream"

Castile soap 1½ ounces.
Water of ammonia ½ fl. ounce.
Camphor 6 drams.
Oil of turpentine 6 fl. drams.
Chloride of ammonium 1½ ounces.
Water 12 fl. ounces.

Dissolve the soap shavings in one-half of the water previously mixed with the ammonia. Mix the solutions well and add the camphor dissolved in the turpentine; then agitate briskly until the liquids are united and form a perfect emulsion. Other active medicines may be added when indicated.

The following are sometimes dispensed under the above title.

(1) Camphor 1 ounce.
Spirits turpentine 2 ounces.
Aqua ammonia 2 ounces.
Sweet oil 2 ounces.
Dissolve the camphor in the turpentine, and add the ammonia and sweet oil previously well mixed.
(2) Camphor 3 ounces.
Spirits turpentine 2 ounces.
Soft soap 1 pound.
Olive oil 2 pints.
Aqua ammonia 1 pint.

Scincus Marinus.

(D. T.) Scincus marinus, or, rather, scincus officinalis, is a species of saurus or lizard, 6 or 8 inches in length, common in the arid districts of North Africa and in some parts of Asia. It was much extolled by the ancients as an alexipharmic and aphrodisiac. In former times large quantities of it were imported in a dry state into Europe for various purposes, the drug having the reputation of being efficacious in diseases of the skin and lungs. According to Hager it is now often found in apothecaries' shops in Germany and Southern Europe, farmers and country people regarding it as a powerful aphrodisiac for horses and cattle. It was at one time official in the London and

Edinburgh pharmacopœias, being used as one of the forty-six or more substances entering into the "mithridate" or "confection of Damocrates," the "bellies of the skink" being the part designated. In this connection it is interesting to note the comments made upon this official substance of these pharmacopœias by the author of the "New Dispensatory" (London, 1753.) "It (the scincus) stands recommended as a great restorative; whatever virtues it may have, as used fresh by the Egyptians, it has none as it comes to us, and serves to uselessly increase the articles of the mithridate."

Luminous Paint for Clock Dials.

(J. W. R.) The Scientific American Cyclopedia of Receipts gives the following formulas

(1).—Heat strontium thiosulphate for fifteen minutes over a good Bunsen gas lamp, and then for five minutes over a blast lamp.

(2).—Heat equal parts strontium carbonate and lac sulphur gently for five minutes, then strongly for twenty-five minutes over a Bunsen lamp; then, finally, over a blast lamp for five minutes.

(3).—Precipitate strong aqueous solution of strontium chloride by means of sulphuric acid; dry the precipitate, and heat it to redness for some time in a current of hydrogen; then over a Bunsen lamp for ten minutes, and for twenty minutes over a blast lamp. Mix any of these with pure melted paraffin for use as a paint, and expose for a time to sunlight. The two former yield a greenish phosphorescence in the dark, the latter a bluish light.

Dental Cement.

(J. M. C.) The following formulas are employed by dentists:

Zinc oxide 98 grains.
Calcined magnesia 2 grains.

Mix. When required for use the powder should be made into a stiff paste with syrupy phosphoric acid.

Zinc Oxychloride Tooth-Stopping.
Zinc oxide 35 ounces.
Silicic acid 1 ounce.
Borax 1/2 ounce.
Glass 5 drams.

The zinc oxide must be freshly calcined and all of the ingredients reduced to a fine powder. Mix. Sift and keep in a stoppered bottle. When required for use make into a soft paste with a saturated solution of zinc chloride.

An Unsatisfactory Mixture.

(K.) received the following prescription

Sunnetto 1 ounce.
Benzoic acid 2 drams.
Copaiba 1 dram.

Mix and take a teaspoonful three times a day. He says he did not fill the prescription but returned it to the physician who lives eight miles in the country. "Can it be compounded?" A satisfactory mixture cannot be made from the prescription as it reads owing to the incomplete solubility of the benzoic acid and copaiba in the "specialty" here prescribed. It is quite probable that the prescription is incomplete; at any rate the prescriber should be consulted before attempting to dispense it, for he is the only one who can tell the kind of mixture he wants to make.

Extract of Sassaaparilla.

(T. P.) A formula given by Bonham for essence of sassaaparilla for fountain use is this

(1) Oil wintergreen 4 drams.
Oil Sassafras 4 drams.
Alcohol 1 pint.
Color with caramel.

Dubelle is the author of this formula

(2) Oil wintergreen 5 fl. drams.
Oil Sassafras 5 fl. drams.
Oil anise 5 fl. drams.
Carbonate magnesium 2 1/2 ounces.
Alcohol 1 pint.
Water, enough to make 2 pints.

Gelatinization of Tincture of Catechu.

(R. W. S.) Tincture of catechu frequently gelatinizes when kept for some time and becomes unfit for use. It is similar to tincture of kino in this respect. So far as we are aware, there is no practical means of preventing this tendency, and our experience has been that it is best to prepare the tincture frequently and in such quantities as may be used within a reasonable length of time.

Coloring Globes for Incandescent Lights.

(P. N. H.) The process generally recommended for coloring incandescent lamp globes is to coat them with a thin solution of collodion in which has been dissolved aniline of the required shade. To "frost" omit the dye. For further information on this subject see the following issues of the Era for 1900: March 29, page 344; May 3, page 474, and May 24, page 557.

Prussiate of Iron.

(Salol) "Prussiate of iron" is an old name for Prussian blue, the latter compound being so-called by Gay Lussac in 1815.

THE INJURIOUS CONSTITUENTS OF DISTILLED LIQUORS.—Most members of the profession no doubt are familiar with the remarkable series of experiments carried out about twenty years ago by Dujardin-Beaumetz on the toxic action of different alcohols. He found that the toxic action of the common alcohol (ethyl alcohol) was very slight. Hogs which were kept intoxicated for nearly three years, on being allowed to sober up, appeared in perfect health, and there were no visible lesions after slaughtering them. When ordinary spirits were fed to hogs they succumbed quickly and showed lesions and symptoms, especially of the liver, similar to those found in human inebriates. He concluded from a long series of experiments, that the toxic quality of distilled liquors lay especially in the amyl alcohol, the principal ingredient of fusel oil, though methyl alcohol and aldehyd exert a slight influence. Recent studies by Lauder-Brunton and Tunncliffe (American Medicine) seem to show that fusel oil in such quantities as is usually found in potable liquors is not a menace to public health, but the greater danger is from the furfural and other similar aldehyds which are derived from the husks of grains under the influence of heat and acids. Furfural is especially abundant in whiskies made by modern processes to obtain as much liquor as possible from the grain. The superiority of the old liquors lay not so much in the fact that they were better aged in the wood and from this reason contained less fusel oil, but that they originally contained less furfural. Brunton made some interesting physiologic experiments on the effects of ordinary spirits and those from which furfural had been removed. When the latter were used the animals experimented upon, as soon as sober, appeared to be in perfectly normal condition and showed no after-effects lasting for any considerable time, while such bad effects were noted after the spirits containing furfural had been given. The substances popularly used in sobering up after intoxication generally contained some ammonia or similar compound which, from a chemical standpoint, is capable of combining with furfural and neutralizing its bad effects.

WILD SAFFRON.—The stigmas of the wild crocus of the Crimea, *Crocus autumnalis* or *C. sativus*, L., var. *palassii* are stated to be equal both in tinctorial power and in aroma to those of the cultivated plant; they are, however, somewhat smaller. In view of the large quantities of the plant which grow wild in the Crimea, and the cheapness of the labor required for gathering the crop, it is considered that probably Crimean saffron might be profitably sold at a somewhat lower price than is now reached by the product of cultivated plants.—(Pharm. Zeit.; Pharm. Jour.)

NEWS DEPARTMENT.

NEW YORK AND VICINITY.

SWINDLER HUDSON HELD FOR LARCENY.

Former Operator in Drug Business Must Answer for Stealing a Trunk.

Paul B. Hudson, who, as "William Annear," of Mount Vernon Chemical Company fame, will be remembered as the drug swindler who ordered large consignments of drugs through the mails from Philadelphia wholesale dealers in the name of persons of good commercial rating, and was captured through the exposure of his methods in the Era last February and convicted in the Federal Court at Trenton, N. J., in June, of using the mails to defraud, with the light punishment of a \$500 fine, is again under arrest on a charge of grand larceny, having stolen a trunk, valued at \$300, from the room of an absent guest, at the Park Avenue Hotel. He was given a hearing before Magistrate Deuel in the Jefferson Market Police Court on Monday afternoon and was held to answer in a bond of \$1,500, after making a flimsy defense full of missing links. Hudson's career of crooked work began some time ago in this city while he was employed as a drug clerk. He lost his position through suspicious conduct and has since been almost continuously in the toils of the law. His latest role is that of a real estate dealer, with a penchant for other people's baggage.

Samuel Butterworth, a young electrical engineer, employed at the Park Avenue Hotel, is the complaining witness against Hudson on the charge of grand larceny. Butterworth, who was working as an engineer at the hotel, left on July 17, leaving his trunk in his room with instructions to send it to him when ordered. Hudson arrived the next day and was assigned to the room vacated by Butterworth. He left almost immediately afterward, taking the trunk with him in a cab. He side-stepped Detective Sergeants Armstrong and Rely several times, going to different depots before taking a Delaware, Lackawanna and Western train to Newtown, N. J. He was traced to that place, to Albany and back to his "real estate" office in Long Acre Square by orders which he had left to have his mail forwarded. He was taken into custody at the latter place when he called for his mail, and the trunk was found in his rooms at No. 144 West 104th street. A watch and other jewelry were missing from the trunk and a pair of Butterworth's trousers were hanging in the closet.

Hudson could not explain how he came to the Park Avenue without a trunk and was followed away by one. He could not explain how he checked his baggage nor did he know how many checks were given to him. He did not know how the trousers got out of the trunk. There was something artistic about the convenience of the man's memory under the fire of questions from Magistrate Deuel. Hudson kept up a good front throughout the proceedings except for the space of a few minutes, when young Butterworth claimed that the coat which the prisoner wore belonged to him. The garment was examined closely but no maker's mark could be found on it. Butterworth insisted that the coat belonged to him.

The officers presented testimony that Hudson has been under arrest several times before, thus overturning the letters of character and evidence of a certain James, which were presented by the defense. The letters held Hudson up as a paragon of business integrity and morality and James' testimony established a genealogy that

any honest man would have coveted. Detective Armstrong bowed the whole beautiful fabric over with a word about a former arrest in New Haven, and Hudson was sent back to prison. The officers are certain that he is a cocaine fiend, as the drug and apparatus were found in his room.

GERMAN APOTHECARIES ON AN OUTING.

One of the most successful annual outings the German Apothecaries' Society has ever held was that of last week at the West End Park, Jamaica, Long island. Over two hundred and fifty pharmacists and their guests enjoyed the trolley ride to the park and a day's picnicking, with sports, music and dancing under ideal weather conditions. The event of the day's sports was the bowling match between the clubs of the Apotheker-Verein and the Retail Druggists Bowling Association, with eleven men on each team. The contest was won by the R. D. B. A. with a score of 1,403 to 1,274. Some splendid work was done on the alleys in the course of the match. Geo. T. Riefflin making a score of 200. Geo. E. Schweinfurth was second with 150. He captained the R. D. B. A. team and President Charles F. Schleussner acted in the same capacity for the society eleven. There was also prize bowling for ladies and prize games for children. Two hundred people sat down to supper in the open air at 8 o'clock. The speech of welcome to guests was made by President Charles F. Schleussner. After the speech making, music and dancing were kept up until 12 o'clock.

The committee of arrangements was made up as follows: President Charles F. Schleussner, Paul Arndt, Geo. Schweinfurth, Henry C. Boysen and Bruno R. Dauscha. Prizes were won by the following: Boys' races—F. Schoenfeldt, Max Schneider, Leo Uhlig and Ernst Riefflin; ladies' bowling, Mrs. Staehle, Mrs. Boysen, Mrs. Khuen and Mrs. Girsch; gentlemen's bowling, Messrs. Brandt, De Zeller, Haddad, Uhlig and Boysen; "Vogelstechen," Miss Cunz, Mrs. Arndt and Miss Kuhles; Egg races, Miss Khuen, Mrs. Hendrickson and Miss A. Fink; ring throwing for girls, Miss W. Wortmann, Miss G. Wortmann and Miss F. Seifert.

Prizes distributed at the outing were: By the society—two pairs of cuff buttons, one clock, four elegant fans, one cane, one large spoon, one glass fruit dish, and miscellaneous toys for the children; other prizes—U. S. Dispensary contributed by Hugo Kantrowitz; one lb. pure pepsin, by Sharp & Dohme; one box of cigars, by Bloom & Co.; one atomizer, by F. E. Spillitor; one toilet set, by Paul Arndt.

The Apotheker-Verein will celebrate its fiftieth anniversary with a golden jubilee on October 1.

DRUG EMPLOYEES ENJOY AN OUTING.

Word comes from London, England, of a most enjoyable annual outing given to their employees by Parke, Davis & Co., at Chislehurst, Kent, on July 13th. A special train carried 250 guests of the company to the country, where luncheon and tea were provided and a splendid programme of sports was carried out. F. M. Flisk, European manager, had charge of the excursion.

TROUBLES OF TWO DRUGGISTS.

M. A. Levittan, the young druggist of One Hundred and Twenty-second street and Lexington avenue, who recently got into difficulties on account of a shortage or default in his express money order business, explains the matter in connection with business troubles, which have culminated in his giving up the store formerly conducted at One Hundred and Twenty-first street and Lexington avenue under circumstances that are not to his credit.

With a Mr. Lipset as a partner young Levittan bought the place at One Hundred and Twenty-first street and Lexington avenue from J. H. Caan, making a part payment and giving a mortgage on the fixtures for the remainder to secure the new firm's notes. Payments on the notes had been made regularly up to a short time ago when the partnership was dissolved, Levittan taking the property without Lipset's obligation on the notes to Caan being cancelled. Levittan then allowed the mortgage to be foreclosed, first, according to Caan, removing all the stock and a small part of the fixtures. Levittan would not admit this, but said it was no more than he had a perfect right to do. He claims that misrepresentations as to the income of the store were made to him by Mr. Caan and a broker at the time of the purchase and that he could not keep up the store on little over half what was claimed for it. Thus he claims that in endeavoring to keep up his mortgage payments he ran behind in his express business. Mr. Caan says that the young man was given access to the store books and stayed in the place a week before the deed was closed. He thinks that Levittan and Lipset are crooked, citing the facts that the former has opened up a new store across the street in his father's name with goods taken from Caan's store and that Lipset has made an assignment of his place of business and property in order to escape liability on the notes. In the meantime the neighborhood of One Hundred and Twenty-first street and Lexington avenue is being entertained with circulars airing the business troubles of the parties. Levittan is a graduate of the N. Y. C. P., 1898.

DRUGGIST CLAIMS HE WAS ROBBED.

Edward Sher, who keeps a drug store at No. 176 Delancey street, claims that burglars broke into his place of business last week, and, after drugging the whole family, stole \$34 in cash, his gold watch, eyeglasses and a pair of silver candle sticks. The intruders left the stock untouched. Sher's place of business adjoins the police station at the corner of Attorney and Delancey streets. The thieves entered and left by the back door, scaling a high brick wall and squeezing through a passage way not over sixteen inches wide between the wall and the bed where Sher was sleeping. He says that he did not hear a sound nor did his wife and little son, who were sleeping in the same room. He concludes that the whole family was drugged, but the nature of the drug used he does not know. The three year old child did not wake up during the night for its food as it has been accustomed to do and when it was awakened in the morning was drowsy and effected with nausea. Sher says that he and his wife both had severe headaches when they woke up.

An investigation was made by the police, who reported that no evidence of anyone having scaled the walls or entered the rear windows could be found. Although Sher at first thought that his family had been chloroformed, when he was informed that the giving of chloroform would certainly wake the victim up, according to reputable physicians, he said that it might have been ether or some other volatile anesthetic. No trace has been found of the burglars and the police are inclined to doubt Sher's story.

SWINDLER GETS ONE YEAR IN PRISON.

Alexander H. Martyr, who was arrested by detectives on July 1, after a four year's career of swindling in which John A. McGill & Co., of Chicago, were the principal victims, has been convicted of receiving stolen goods into the state of New York and will serve a twelve months' term in prison.

Martyr was one of the cleverest operators with whom the detectives have ever had to deal. He was an expert at covering up his tracks and although he was shadowed for months, could never be taken with any of the McGill medicine in his possession. He was caught through his advertisement for a woman partner, who was furnished him by the Mooney & Boland detective agency. The swindler was selling the real article, which was furnished to him with labels, circulars and other necessary adjuncts by a confederate in the Chicago office, who has not been found out as yet. Martyr was selling the preparation at half the price which the McGill people asked. He was charged with grand larceny, robbery in Illinois and receiving stolen goods into New York and was convicted on the latter charge.

A. PH. A. EXHIBITION COMMITTEE MEETS.

Thomas P. Cook, the New York member of the Committee on Exhibition of the American Pharmaceutical Association, which is to be held in St. Louis beginning September 16, attended a conference of the committee at Atlantic City last week. With Prof. Jos. P. Remington, of Philadelphia, he went over the correspondence and documents sent from the St. Louis headquarters, and reports that the exhibit promises to be a marked success, both in point of the number of articles shown and the make-up of the exhibition. The correspondence from the secretary included a large number of applications for space. Great care is being exercised to see that none but legitimate articles be admitted and that fairness is shown in the allotment of space, which is necessarily limited in the exhibition hall of the Southern hotel.

TRADE FLOURISHING ON PACIFIC COAST.

Dr. G. B. Colliver, physician, surgeon and pharmacist, of San Bernardino, California, arrived in the city last week.

"The drug business is one of the liveliest lines on the Pacific coast," said Dr. Colliver. "Just before I left Los Angeles, I was told that according to statistics made during the month of July, there were 61 families to every physician and 252 families to one drug store. From my own personal knowledge, I know that the trade is in a flourishing condition all through the state. While I am not talking in this strain with a view to sending any one West, I have no doubt that there is room for a number of live, up-to-date tradesmen on the coast."

Dr. Colliver will be in New York about two months before returning to his home in San Bernardino.

NOTES.

—F. N. Oxley, general salesman for Seabury & Johnson, with headquarters in Chicago, has been on a three weeks' tour to Buffalo, Niagara and his home in Worcester, Mass. He visited at the home office for several days before returning West. J. S. Marvin, the firm's Brooklyn representative and J. H. Ellsner, manager of the Chicago office, have begun vacations of two weeks and T. A. Harley has returned to the Brooklyn office after a two weeks' vacation in New Jersey. Mack Davis, Ohio representative, has returned to work after five weeks' vacation at Nashville, Tenn.

—Suit has been brought in the Supreme Court by the stockholders of the Mathieson Alkali Works against Richard T. Wilson and Edward S. Arnold, officers of the company, charging fraud and conspiracy in secretly transacting important business and transferring property and valuable patents to the Castner Electrolytic Alkali Company. Application is made to set aside these transactions and have a receiver appointed for the company. Arnold is said to be a member of the firm of Arnold, Hoffman & Co., dealers in chemicals.

—Suit has been brought by Fairchild Bros. & Foster, of this city, in the United States Court, at New Haven, Conn., against Henry S. Higby, the complaint alleging that the defendant is infringing on the trade-mark rights of an essence of pepsin, prepared by the firm. An injunction is asked for to restrain Higby from manufacturing and selling the article and petition is made that

—M. J. Breitenbach & Co., wholesale druggists, No. 53 Warren street, have been making extensive improvements in their seven story building during the past week. They have put in an electric lighting plant and electric elevators. The offices on the lower floor have been remodeled and refurnished and agallery has been built for the storage of journals and pamphlets.

—The Waterbury Laboratories, 64 Murray street, this city, are bringing a number of infringement suits to protect their trade-mark and proprietary medicines in the West. The two most recent actions brought are in Des Moines, Ia., against the Waterbury Chemical Company, and in San Francisco, Cal., against C. E. Worden & Co.

—R. C. Werner, the Brooklyn druggist, has purchased the property at the corner of Atlantic and Van Sicken avenues and will fit the place up as a pharmacy, making four stores owned in Brooklyn by Mr. Werner. The fixtures in the new store will be the most modern in design and will be of quartered oak.

—L. T. Lazelle, president of Lazell, Dalley & Co., manufacturing perfumers, is seriously ill at his Brooklyn home with stomach trouble, which has kept him from active business for some time. He has taken several trips in the hope of finding health, but his condition has grown steadily worse.

—Fred. M. Burroughs, of Dixon, Ill., with Morrisson & Plummer, wholesale druggists, Chicago, who was recently married, and has been at Buffalo and Atlantic City the past few weeks, is in New York. He is accompanied by Mrs. Burroughs.

—Col. E. W. Fitch, of Parke, Davis & Co., has received a card from V. B. Kaufman, who is spending his vacation abroad, that he has enjoyed a fine trip to Schynigge Platte, Switzerland, where the snow is 20 feet deep at this time of the year.

—G. W. Ganong, M. P. of St. Stephen, N. B., was the guest of A. K. Gardiner at the Drug club last Tuesday, and Chas. A. Apmayer, of Cincinnati, and W. N. Worcester, of Detroit, were introduced by Albert Plaut, of Lehn & Pink.

—Dr. J. F. True, of J. F. True & Co., Auburn, Me., was the guest of J. L. Hopkins at the Drug club on the 30th. Dr. True has been doing the Pan-American, where he made a number of sketches for Auburn papers.

—A new incorporation is the Crown Pharmacal Company, of New York City, with a capital of \$25,000. The directors are L. B. Schenck and C. M. Schenck, of Manhattan, and W. E. Hober, of Brooklyn.

—Frank Moore, of the Peter-Bauer Drug Company, wholesale druggists of Louisville, has been making calls in the drug section with a view of laying in stock. He will be in the city about two weeks.

—William H. Harrison, drug exporter, of No. 60 Pearl street, who has been in the drug business for 20 years, has filed a petition in bankruptcy. Liabilities are \$6,919, and assets \$890. There are 42 creditors.

—Hall & Ruckel, now at 215 Washington street, New York, have bought the property at 12 Christopher street and will erect a large building upon it, which they will occupy as soon as it is completed.

—O. C. Bastion, prominent in state pharmaceutical affairs in Indiana, has written to Mr. Osborn, of the Osborn-Colwell Company, that he will spend several weeks at Buffalo and Rochester this month.

—H. M. O'Neill, whose drug store is at No. 888 Columbus avenue, has returned from a two weeks' trip to the Pan-American Exposition at Buffalo and a fishing excursion to Thousand Islands.

—Edwin P. Lant, who has been in the store of J. H. Jones, of Fordham, N. Y., for several years, is about to open a new store at the corner of 140th street and Amsterdam avenue.

—"Commodore" C. H. Tompkins, of Schieffelin & Co., who has been on a two week's vacation at the seashore, has returned and resumed work in the William street office.

—John Queeny, of the Meyer Bros. Drug Co., St. Louis, was a guest at the Drug club last week, where he met many of his friends and was given a hearty welcome.

—Word has been received by a friend that Professor Virgil Coblentz of the New York College of Pharmacy is at Glocknerhaus in the Alps.

—Dr. C. P. Story, of Bayside, Long Island, was in the city on a business mission last week and made several calls in the drug section.

—L. William De Zeller, of Seabury & Johnson's, left last Saturday on a two weeks' vacation to be spent at Amagansett, Long Island.

—A new publication is the German Homœopathic Pharmacopœia, which has been issued by the German Apotheker-Verein.

—A. L. Page, manager of the Vapo-Cresolene Works, has taken his family to Block Island for a month's vacation.

—Francis E. Dodge, of the firm of Dodge & Olcott, has gone to Europe for a stay of eight weeks.

IN AND ABOUT BOSTON.

BOSTON DRUGGIST BECOMES INSOLVENT.

Boston, Aug. 3.—Edward Carroll, a druggist at 335 Columbus avenue, has gone voluntarily into bankruptcy, with liabilities of a little over \$1,300. Among the claims against him is one of H. O. Nute for \$398, which is on account of a loan of money. Mr. Nute is the treasurer of the Henry O. Nute Company, Incorporated, doing a drug business at the same address as Mr. Carroll's in Columbus avenue. Mr. Nute also has a drug store in Blue Hill avenue, in the Roxbury district. M. C. Clark, proprietor of Clark's Hotel, is a creditor to the amount of \$235, and the Hotel Reynolds is a creditor to the amount of \$60. To his tailor Mr. Carroll owes \$150 and he further owes something to his hatters, etc. A lawyer who has given legal advice valued at \$450 also is among the creditors. It will be seen from all this that Mr. Carroll's indebtedness is not due the drug trade. He has as assets an endowment policy on the Travellers' Life Insurance Company for \$10,000, which he claims has a present value of \$7,000.

Mr. Carroll's wife, Mrs. Mary (Austin) Carroll, who, so it is understood, is separated from him, has come prominently before the Boston public this week by the announcement that she has legally given a large share of her income to the University of Virginia, which from now on will each year receive at least \$10,000 through her generosity. Her annual income is considerably more than that amount and she desired to see put into execution during her life a plan long contemplated. Mrs. Carroll's father, A. W. Austin, was a well-known lawyer in Boston, who died in July, 1884. At his death he left the income of his estate, valued at \$400,000, to his daughter, Mrs. Carroll, during her life and directed that after her death it should be paid to the University of Virginia. Mrs. Carroll has been desirous of carrying out her father's wishes even before her own death, and so through the executors of the Austin estate, William Endicott, 23, and B. W. Warren, the entire income from the property, less \$5,000 a year, which Mrs. Carroll reserves for her own use, has now been transferred to the University of Virginia, and by the terms of the transfer of the income this institution will continue to receive at least \$10,000 from this source.

Trade Sensitive and No Grumbling.

Boston, Aug. 3.—Trade just at this time with the retail druggists is not over brisk, for so many people are out of town that there are not left enough to make up the ordinary quota of customers. It is true that a large number of these people who have gone away found it necessary to buy more or less at their customary place of trading, but trade of this character is now about over and the transient trade is a bit uncertain. Druggists expect these conditions, however, in August, so there is found no grumbling at all because of them. The wholesale and jobbing houses report that, in contrast, the retail druggists all through New England are now having their harvest season with so many summer visitors scattered through the various seashore, mountain and country resorts. Orders from such sources to meet this sum-

mer trade have, therefore, been good with the wholesalers. The incoming of a new month always brings with it an increase of orders and such is proving the case now. This fact enlivened the general market on drugs this week, while the trade in chemicals remains only fairly good and of a seasonable character. A fair call for dye-stuffs and tanning materials is reported, with no marked activity at all. Cologne spirits and grain alcohol are firm and the influence of the present corn market is seen in the trading in these commodities.

NOTES.

—Lewis & Co., retail druggists, who have one store at 147 Washington street, corner of Cornhill, and another at 130 Portland street, corner of Merrimac street, report that burglars entered an open window on the second floor of their building in Portland street on Sunday night, July 28, and stole 1,700 cigars and 500 cigarettes. The value of the stolen goods was nearly \$100. Since the burglary the police have arrested a young man whom they charge with the theft. Out of the 1,700 cigars stolen, only about 200 were recovered.

—Herbert A. Greeley, a drug clerk employed at the Peoples' Drug store at 892 Tremont street, in the South End district of this city, is a voluntary petitioner in bankruptcy. His liabilities are a little more than \$3,200, of which amount \$2,800 is due Byron R. Mitchell, a note broker, as a balance on a mortgage. This is the chief claim against Mr. Greeley, who has nothing in the way of assets. He carries an insurance policy in the Metropolitan Life Insurance Company, yet states it to have no cash value.

—Jaynes & Co. and the W. A. Chapin Manufacturing Co., in Summer street, have fixed up the corner entrance of their united store most alluringly for the hot weather season. Imitation icicles overhang the door and amid them is the word "Soda," also made of "icicles," and more of these with "ice" and "snow" line the sides of the doorway. It is a novel idea and especially well carried out, not unlike a scenic effect in a theatre.

—In the United States Circuit Court this week, Judge Putnam presiding, the verdict of \$4,500 for the plaintiff in the case of Alexander Boudrot vs. the Cochrane Cream Company, has been set aside and a new trial ordered. Boudrot was injured at the defendant company's factory where he was employed, and where he had his left arm crushed in the machinery.

—A new enterprise is the outcome of the discovery of springs at Spencer, the water of which is deemed to possess medicinal properties. The springs, to be known as the "Polar Springs," are visited by a large number of persons nearly every day. Their fame has become such that the water has been placed upon the market and an office opened in Worcester.

—Charles W. Frazer, of Lynn, and H. A. Fuller of the same city, are interested, as president and treasurer respectively, in the Fuller Chemical Co., just organized under the laws of Maine to manufacture and deal generally in various kinds of disinfectants. The capital stock is to be \$350,000, none of which has been paid in.

—One Boston druggist having a popular store is thinking of adopting the method employed by some of the trade in Chicago, viz., that of issuing brass checks good for a 5-cent glass of soda water, just as was done in the days before and during the war, when token money was one means of making change.

—Epstein Brothers, the Tremont Row druggists, are to open a new store at 129 Summer street as soon as improvements and alterations now under way to fit it for their needs are completed.

—Fred O. P. Lindbom, who has a pharmacy in Millbury street, Worcester, is among the druggists who recently have been granted a liquor license by the commissioners of that city.

—John T. Harper, druggist and apothecary, is making preparations to open a new store in Great Barrington. The store will be fitted with a new onyx fountain and the latest in fixtures.

—William A. Brooks, one of the well known druggists at Salem, has sold out his place of business.

PHILADELPHIA.

PHILADELPHIA ASSOCIATION OF RETAIL DRUGGISTS.

Philadelphia, August 3.—The usual monthly meeting of the P. A. R. D. was held at the College of Pharmacy, Friday, August 2, the attendance being very good in spite of the dull season and the absence of many members from town. The report of the Financial Secretary showed a balance on hand of \$770.96, receipts for the month being \$82.88 and expenses \$83.60. The Executive Committee report was unusual in that no work of importance had demanded action during July, matters being in a very satisfactory state and few complaints had arisen.

The important feature of the meeting was the report of the "Telephone Committee" presented by Chairman Strunk. The Committee reported that the manager of the Bell Telephone Company had notified them that the Board of Directors had refused to grant the privilege of one free call daily to druggists having pay stations, on the ground that others would ask the same privilege. Mr. Strunk then read correspondence between himself and the General Manager of the Keystone Telephone Company in which the latter stated that the Keystone Company could not grant more than 2% commission on pay stations and that his company would refuse to cancel any contracts made with druggists for telephone service. In regard to this part of the question, it was stated that a large number of druggists had written to the Keystone Company demanding the cancellation of the contracts they had signed some time ago, this being done in answer to the appeal sent out by the Association in July. This report was listened to with great interest and an animated discussion followed. It was shown by Mr. Strunk that unless he could have the active support of a majority of the members and the notification from every one who had written to have his contract cancelled that his committee would be badly handicapped, so a motion was carried giving him authority to call on the Ward Chairman for immediate and active help in canvassing the various wards of the city to get the sentiments of druggists. The Chairman was also given authority to get legal advice on all the points brought up. The enthusiastic sentiment of the meeting was to stand out for a commission of 2% or no telephones—as telephone service, such as was now inflicted on the druggist, cost him more in time and trouble than the petty commission was worth. Moreover, if the Keystone Company wanted the valuable privilege of placing 'phones in drug stores they must pay for it enough to make it worth while to the druggist to give it his attention. Many members pledged themselves to stand out to the end for 2% and to refuse the installation of 'phones otherwise.

Much feeling was caused by the report of a member that the firm selling Hunyadi Matyas water had written to him that they would not pay the costs of the suit brought against him by the Hunyadi Janos people for selling the Matyas water, claimed as an imitation of theirs. This reopened the question of the suits now being brought against certain druggists here on this account, and after a very animated discussion, a resolution was adopted calling on the firm of Eisner & Mendelson for a statement of the position they intended to take in the matter of these suits, it being the opinion of the meeting that they should back up their guarantees to protect the sellers of Hunyadi Matyas water. Resolutions were also adopted asking the firm of A. Saxlehner to withdraw these suits on account of the fact that the druggists sued had sold Matyas water in good faith on assurances that they had a legal right to sell it and that it was not sold in imitation of any other water.

The resignation of Wm. McIntyre having laid on the table the prescribed six months was taken up and by unanimous vote accepted. The appointment of Dr. Clement B. Lowe as Chairman of the delegation to represent the P. A. R. D. at the forthcoming meeting of the American Pharmaceutical Association was announced. The association then adjourned to meet Friday, September 6.

BUSINESS VERY QUIET.

Philadelphia, August 3.—There has been very little doing this week in business or in anything else, trade being very quiet. Still, for this season, there is little cause for complaint, for there has been a steady demand and sale for drug sundries and domestic remedies. Soda water continues to hold its place as the most profitable branch of the business, as an old up-town druggist said "this is the biggest year for soda water I have ever seen, it seems to me as if everybody was drinking soda water nowadays". There is a wail of complaint coming up from the keepers of many of the well-known down town bars and cafes, that their customers have "knocked off" drinking beer and stronger stuff, and are taking to "soft drinks" at the soda fountain. A glance in any one of the big stores along Chestnut or Market street will corroborate this statement, for nowadays one can see almost as many men as women sipping their soda at the marble counter, and most of these are men who but a short time ago were loud in praise of "Mamie Taylors", "gin rickys" and such like concoctions. Prescription business is very dull but the sale of lotions, colic and diarrhoea mixtures and such like is fairly good. Several druggists are making good money on the sale of cheap sterilizers for milk which they are pushing by window displays and judicious home advertising. Things are rather quiet with the jobbers, only the usual trade being done, and a number of the employees of the big houses are being sent off on their yearly vacations during this dullness. Manufacturers report orders as coming in very satisfactorily and a big Fall business is expected. There is a good and brisk demand for dyes and heavy chemicals, aniline leading the list.

WOES OF A DRUGGIST.

Philadelphia, August 3.—As if the attendance on the average pay station telephone was not enough to try the patience of any one but a druggist to the breaking point, a "gang" of bad youngsters have conspired together to make life still more miserable for a well known West Philadelphia druggist. D. M. Harris, who has a drug store at 46th street and Girard avenue, has recently been having considerable trouble with a lot of boys in that neighborhood who have been ringing the bell at various houses and telling the people there that a person was calling them over the 'phone at Harris's, and of course when they rushed over in the hot sun to find that they were the victim of a joke, there was more or less surplus heat developed. One lady, whose daughter was undergoing an operation in a hospital, was called in this manner to come to the 'phone, and, fearing that her daughter was in serious danger, was thrown into such a state of nervous excitement that a doctor had to be sent for. The thing got to be such a nuisance that the police were appealed to, but now it is very hard to get any one in that neighborhood to answer a telephone call, for fear of a hoax.

JUVENILE BURGLARS.

Philadelphia, August 3.—Among the prisoners before the newly established "Juvenile Court" in this city yesterday, were three bold burglars who had broken into Chalfant's store, 15th and Tasker streets, and stolen a box worth \$80, in it; the oldest burglar being but ten years of age. There is a postal sub-station at Chalfant's and the money was stolen from a drawer in this, so the crime was a very serious one, but, owing to the extreme youth of the offenders they were allowed to go home with their parents with a lecture from the judge. This seems almost like mistaken leniency, for unless a sound thrashing accompanied the lecture it would not amount to much and the young thieves would be encouraged to repeat their escapade seeing how easy they were let off.

NOTES.

—A seemingly paying "side line" in several of the "boardwalk" drug stores is candy, of all sorts and kinds, salt water taffy in the lead. One particularly, near Young's Pier, would be taken by the casual passerby to be a candy store instead of a drug store, the whole front

space of the store being given up to a soda fountain and counters filled with candies, six or eight dainty young ladies being in attendance. Back of these counters are a number of little tables where customers are served with soda water; the same as in a cafe, and these are filled to the limit every evening. In the very back part of the store are a few shelves filled with the familiar stock bottles of drug stores while the prescription department is above the floor in a sort of gallery reached by steps. Here too are kept the patents and drugs. Two cases of "drug sundries" occupy a side opposite this end.

—Deakney's drug store in the new office building at Kentucky and Pacific avenues, (Atlantic City) is said to have the handsomest and most efficient soda fountain along the coast, and it well justifies this statement, being a very fine specimen of marble, plate glass and onyx work. The rest of the store fittings are well in keeping with this handsome fountain, this store equalling many a city one.

—One of the handsomest of the newly opened drug stores along lower Atlantic avenue, (Atlantic City) is owned by Wm. Harris of this city, who has a drug store at 21st and Pine streets. A fine fountain and modern fixtures are well set off by a very handsome system of electric lights at night.

—Among other of the officers of the local drug association who have managed to get out of the heated city are President Rumsey, whose family is at Cape May and Recording Secretary, F. T. Gordon, who is spending a month at Longport, New Jersey, and contemplates a trip to the Delaware Water Gap.

—President Cliffe, of the Pennsylvania Pharmaceutical Association has practically completed his list of appointments to committees, etc., for the forthcoming year and announcement of these will be made soon.

—A. J. Frankeberger, 13th and Dauphin streets, is also another of the many druggists whose steps are tending Buffalo-wards, he expecting to make an extended visit there this month.

—C. H. Campbell, Financial Secretary of the P. A. R. D., expects to make a trip with his wife to Buffalo, through the great lakes and Montreal this month, leaving about August 17.

—Justin Diehl, who formerly owned the drug store at Ninth and Susquehanna avenues, has gone West and will open a drug store at Denver, Colorado, in the near future.

—H. J. Batdorf of 16th and Dauphin streets is out of town on a short vacation trip. Chas. Refuss has just returned from a trip out West among relatives.

—Mr. Dresbach, now with Warren H. Poley, 6519 Germantown avenue, is going to take in the Pan-American with a visit to Buffalo next week.

—Chas. Leedom has his family for the summer at Inghamdale, Bucks County, where he spends the Sunday with them.

THOMAS H. LARKIN, of the firm of Larkin & Scheffer, manufacturing chemists, died July 23, at his home 2539 Laclede avenue, St. Louis, of blood-poisoning, caused by a malignant carbuncle. The funeral took place from Christ Church Cathedral and the interment at Bellefontaine cemetery. Mr. Larkin was a prominent figure in the drug trade, and, besides being a member of the firm of Larkin & Scheffer, he was secretary-treasurer of the National Ammonia Co., of St. Louis, and a prominent member of the St. Louis club. He was the son of Thomas Henry Larkin, one of St. Louis' pioneer merchants, who founded the wholesale grocery firm of Thomas H. Larkin & Co. His was one of the oldest families of St. Louis, of which his younger brother, G. Hilles Larkin, now the sole living representative in St. Louis, and two sisters, Mrs. Charles Adsit, of Hornellsville, N. Y., and Mrs. Dr. D. L. Magruder, of Philadelphia, Pa., are the only survivors. Mr. Larkin was a bachelor and 52 years of age, and his whole life was spent in St. Louis, with the exception of a few years at the Pennsylvania Military Academy at Chester, Pa.

Four-Fold Liniment is a most excellent remedy. Customers who buy one bottle always come back for another.

BALTIMORE.

BUSINESS OF SATISFACTORY PROPORTIONS.

Baltimore, Aug. 4.—Business last week was of very satisfactory proportions, at least as far as the jobbers are concerned. To the ordinary volume of transactions was added the excess in trade peculiar to the beginning of a month, and the aggregate of sales reached an exceptional dimension. The manufacturers of pharmaceuticals also report gratifying activity. Orders are again coming in more freely and the demands upon the laboratories keep the latter quite busy. In the market for botanicals no startling or unusual development is to be noted. Some articles which were generally expected to go down in price have moved upward, while others with respect to which a drop was looked for are holding their own or have scored an advance. The changes, however, are not of special moment. Heavy chemicals are moving in normal quantity.

THIEVES IN A DRUG STORE.

Baltimore, Aug. 1.—Thieves entered the drug store of H. C. Valentine, 1001 North Charles street, on the night of July 26 and stole \$34.17 in money, a portion of the receipts of Postal Substation No. 83, which is conducted by Mr. Valentine. The pharmacy was closed as usual at 11 p. m., and when the clerks retired they left everything in regular order, the postal receipts being deposited in two drawers set apart for the purpose. The burglars ransacked one of these drawers, but overlooked the other, and thus missed \$60. A supply of stamps was left undisturbed. How an entrance was effected is a mystery. Apparently the intruders used false keys, for neither the doors nor the windows showed marks of forced ingress.

College of Pharmacy Catalogue.

Baltimore, Aug. 2.—The catalogue of the Maryland College of Pharmacy for the ensuing collegiate year is out. It is handsomely illustrated with half-tone engravings which show views of the college building and the several lecture rooms and laboratory. This year's issue of the catalogue is the first to be interspersed with pictures, and it is believed that they will largely enhance the usefulness, as they undoubtedly augment the attractiveness of the brochure. Lectures will be resumed about the beginning of October.

NOTES.

—H. P. Hynson, elected delegate to the next annual meeting of the N. A. R. D., is like a stranger in a strange land. In an evil hour he drifted into a barber shop and had his moustache shaved off. Since then many of his friends fail to recognize him, and but for his towering dome of thought the Bertillon system of measurement might have to be applied to establish his identity.

—Mrs. Annie Lyle Sarvery, mother of Edward Lyle, a prominent Roanoke (Va.), druggist, died several days ago, after an illness of six weeks. She was 69 years old.

Colored Spectacles and Eye Protectors.

A small assortment of colored spectacles and eye protectors is quite as necessary a part of a druggist's stock as a supply of the other staple articles generally kept on hand. T. A. Willson & Co., Reading, Pa., make a specialty of optical goods for the drug trade. Apply to them for descriptive circulars, but send your order to your jobber.

The Taste of King Edward VII.

The Apollinaris Company, Limited, who for many years held the appointment of Purveyors of Natural Mineral Waters to Her late Majesty and to His Royal Highness the Prince of Wales, have now received the same appointment under Royal Warrant to His Majesty the King.—The Times, London, July 11th, 1901.

CHICAGO.

ITS ANNUAL APPEARANCE.

Chicago, Aug. 3, 1901.—The following is clipped from a Chicago evening paper: Typhoid germs, microscopic but malignant, lurk in the glasses and spoons at the soda fountains and saloons, says City Chemist Gehrmann. At many of the refreshment resorts in the city the facilities for cleansing the glasses are said to be meager and the dispensers of drinks are careless in rinsing the vessels. In many of the drug stores the glasses are simply dipped in a bucket of water, while the spoons are deposited in a vessel in which other spoons have been rinsed.

The water in which the utensils are washed is also in many cases in itself a menace to public health. When ordinary lake water is used while the lake is foul or polluted the danger of the fever germ is great.

City Chemist Gehrmann says that proprietors of soda fountains should exercise great care in seeing that the carbonated water they receive has been properly filtered. "There is great danger when the unfiltered lake water is used in the carbons," he said. "If the lake is foul, disease germs must necessarily lurk in the drinks. The department is so hampered by lack of funds that it cannot put out sufficient inspectors to see that nothing but filtered water is used. It would take at least two inspectors to each ward. The department, however, will investigate such cases as are brought to its notice."

CHICAGO BUSINESS HOLDING UP WELL.

Chicago, Aug. 3, 1901.—Business in this locality, as reported by the jobbers and manufacturers, is in good shape. The summer has been a good one, and more business has been done than was expected at the beginning of the season. The soda water trade has held up well, and the cooler weather of the last two or three days is too new an experience for the people to have forgotten the soda water habit. General business is good, considering the season, and there are very few complaints to be heard anywhere.

NOTES.

—The Report of the Proceedings of the Twenty-second Annual Meeting of the Illinois Pharmaceutical Association for 1901-1902, held at Rock Island on June 11-12 last, is out, and it is in every way a creditable piece of work. It contains 132 pages and is illustrated with half-tone pictures of the officers of the association. The promptness with which the report was issued and its uniform excellence reflect great credit upon Mr. Dodds, the secretary.

—The sons of L. A. Lange, who, with their father, were formerly connected with the house of Morrison, Plummer & Co., have opened a shoe store at 153 East Madison street, and are meeting with much success. Mr. Lange, the elder, is connected with a well known wholesale drug house in Milwaukee and is a member of the Lange-Ross Company, manufacturing chemists of Chicago.

—Armour & Co., of Chicago, are erecting a large fertilizer chemical plant at Atlanta, Ga. It will cost about \$500,000. The buildings when completed will consist of a sulphuric acid plant with a capacity of sixty tons of acid per day, and a manipulating plant to take care of the various materials used in the manufacture of commercial fertilizers.

—Officers of the several auxiliary associations will meet for conference on Tuesday, Aug. 13. The meeting will be well attended and will be, it is hoped, fruitful in results along the lines on which the Chicago Retail Druggists' Association has been working for many months. It is expected that each district will have a good report to make.

—C. P. Gieraltowski has purchased the Philo Pharmacy at 643 Milwaukee avenue. Mr. Gieraltowski has been apothecary in the United States navy for the past two

years. He was formerly in the drug business in Chicago and has come back to his old job.

—Oscar Leistner, Chicago representative of the well-known druggists' specialties importing house of William L. Strauss & Co., New York, will leave Monday next on a two weeks' trip to the principal cities of the West.

—James A. Davidson and family, of Chicago, returned this week from a California trip extending over several weeks. They visited all the principal points of interest there.

—On Sunday afternoon, Aug. 4, the Morrison, Plummer & Co. base ball nine will play the Des Plaines Reds on their home field at Des Plaines, Ill.

—Valentine & Burger, a retail drug firm of Chicago, dissolved partnership last week, Henry B. and George B. Burger retiring.

—The drug store of E. C. Richmond, at Riceville, Ind., was destroyed last week in a fire which wiped out nearly the whole of the town.

—George Young has bought the Wieland Pharmacy at 415 West North avenue. Mr. Young is one of the former proprietors.

—Mrs. William Ayton has sold the J. T. Ayton Pharmacy at Kenosha, Wis., to Rushtad & Waterman.

—The F. Markham Briggs drug stock at Plymouth, Mich., was sold recently at assignee's sale.

—The drug store belonging to the estate of J. O. Lowman at Anderson, Ind., has been sold.

—The Hopkins Drug Company has succeeded F. S. Hopkins at Benton Harbor, Mich.

—W. & J. R. Bunyan, druggists of Kendallville, Ind., have dissolved partnership.

—T. T. Swift has sold his drug store at State Center, Ia., to F. L. Marcy & Co.

—Hornaday Brothers have succeeded John W. Hornaday at Mooresville, Ind.

—Roy H. Gates has succeeded Gates & Chapple at Waterloo, Iowa.

—E. T. Stout, a well known druggist of Springfield, Ill., has sold out.

ST. LOUIS.

Jobbers Propose Changes in Their Rules.

St. Louis, Aug. 3.—Every retail druggist in the city received a copy of the following circular on the 28th of last month. To say that it was a surprise very mildly expresses their feelings. In the first place, many of them desire to know who composed the committee which called upon the wholesalers and suggested the one delivery per week, and what authority they had for doing so. Your correspondent called upon a large number of the retail druggists and they all consider the idea of two deliveries per week as ridiculous. They are anxious to know who of their brethren have assumed the authority to express this as the desire of the retail druggists of St. Louis. Many of the local druggists think that the proposition relative to the returning of the containers is all right, and that the 1½ per cent. discount is fair and just, but they insist upon the necessity of daily deliveries. The city salesmen of the wholesale houses say that all of their customers are strictly opposed to the idea of only two deliveries per week. The circular is as follows:

St. Louis, July 27, 1901. To the retail druggists of St. Louis and vicinity: Gentlemen—A committee of retail druggists has requested us to make the following changes in the rules laid down in our circular letter of June 29th, and as we wish to obtain an expression of the trade before making any changes we kindly ask you to write to your jobbers advising whether such changes meet with your approval. They are as follows: First—The jobbers to allow the return of containers that are clean and in good condition, for credit on the basis of 20 per cent less than prices charged for same, and that the retailers agree to accept from jobbers containers so returned at full prices when filling orders thereafter. Second—That the jobbers allow the former cash discount of 1½ per cent. on accounts paid on or before the 10th of the month following date of purchase, and in consideration of

same that the deliveries by jobbers be reduced to one per week; but we, realizing more are needed, change their request to two deliveries per week. Awaiting reply, Very truly yours.

Moffitt-West Drug Co.
J. S. Merrell Drug Co.
Meyer Brothers Drug Co.

VACATION SEASON IN ST. LOUIS.

St. Louis, Aug. 3.—This is what the druggists call the "dead" time of the year. Nearly all their wealthy customers are away spending a few weeks at some summer resort. Their most prominent physicians are away on vacations. The weather is hot and healthy, and consequently the druggist has very little trade. The majority of druggists are taking advantage of this condition of trade and indulging in a little recreation themselves. The fishing fever has struck local members of the trade and it is surprising how many are making pretenses of spending their time while on vacation with pole and line in their hands. Relief clerks are in great demand by those who are in a position to take a short vacation. The regular relief men have their regular places to fill each week and cannot, as a rule, take a place for more than one day a week. However, there are many former drug clerks now studying medicine, who do relief work during the summer, and by their aid nearly all the proprietors who desire succeed in obtaining their customary vacations.

NEW ORLEANS.

New Orleans, Aug. 2.—Roy Hamilton Hooker, a traveling salesman for the drug firm of Guerlinger & Hayman, in this city, was killed by a bolt of lightning at Mississippi City, Miss., Thursday last. Young Hooker was a native of Rogers, Benton county, Arkansas, and only came to New Orleans two years ago. His first local position was in A. T. Wainwright's drug store. While in the employ of Mr. Wainwright he attended the New Orleans School of Pharmacy and in June passed creditably into the senior class. Not being old enough to become a registered pharmacist, the energetic young man passed an examination as assistant druggist. His employment with Guerlinger & Hayman commenced three months ago when he was made city drummer. His untimely death came while he was on his first out of town trip for the house.

Trade Generally Favorable.

New Orleans, Aug. 2.—A generally favorable condition of trade is reported throughout Louisiana and the South, although there is the usual summer lethargy that is a part of the long hot season.

—The Department of Pharmacy of the University of Dallas, Texas, has just published its first announcement which gives very full information concerning this new institution. Temporary quarters have been secured and equipped with the necessary lecture rooms and chemical laboratory, a pharmaceutical laboratory and dispensing room being now in the progress of construction. Accommodations for one hundred students have been supplied. The college year opens Oct. 1. The members of the faculty are: Chemistry, L. Myers Connor; pharmacy, E. G. Eberle; practical pharmacy and pharmacognosy, Q. O. Bradley; materia medica, Elbert Dunlap; microscopy and bacteriology, Henry L. Ulrich; botany, George J. Sadler; instructor in chemistry, M. V. Cregan. The officers are E. G. Eberle, president, and Q. O. Bradley, secretary.

—At the meeting of the Kentucky Board of Pharmacy held in Owensboro, July 9, the following out of a class of twenty, passed: A. A. Adcock, Carrollton; Miss Agnes H. Burr, Earlinton; G. J. Boeckman, Louisville; C. H. Brane, Henderson; R. F. Friedman, Owensboro; G. B. Geiger, Ashland; R. L. Jetton, Mayfield; J. A. Kelley, Louisville; G. H. Kelly, Bardstown; E. C. McCurdy, Winchester; M. F. Scott, Ashland; M. D. Taylor, Hiseville. The next examination will be held in Richmond, October 8. Applications should be filed with J. W. Gayle, secretary of the board, Frankfort, Ky., at least ten days before that time.

THE NORTHWEST.

A POSTPONED GOLF GAME.

St. Paul, Minn., Aug. 2.—J. C. Eliel, the Minneapolis wholesale druggist and former president of the N. W. D. A., has a summer home at Lake Minnetonka and is mayor of the little town of Minnetonka Beach. He is likewise an enthusiastic golfer. He and Frank Peavey, the millionaire grain elevator man of Minneapolis, arranged a golf match, but it failed to come off. The arrangements provided that the loser should donate a cup to the Lafayette club. The match was the golf talk of the lake for a week and there was a big galaxy of golf experts and society swells at the Lafayette links on the day set in anticipation of the event. A local paper narrates that Mr. Peavey was on the battle ground long before the appointed hour. But the crowd was doomed to disappointment. The hour for the first "tee-off," 3 o'clock, came, but the party of the second part, Mr. Eliel, was missing. The gallery was growing anxious when someone descried a fleshy man rounding the hill in the distance. Mr. Eliel was that man and he was hurrying to the scene with a full head of steam on.

A crowd gathered around him as he reached the green. "I regret to report that the game's off," said Mr. Eliel, gasping for breath.

"Afraid of me, eh?" interpolated Mr. Peavey.

"Not on your nibble," said Mr. Eliel. "Had a catastrophe down at our house."

"Well, you would have had one here if you had brought your golf sticks," said Mr. Peavey, chestily.

"I'll play you next Saturday for cups, drugs, chalk or elevators," replied Mr. Eliel, "but I've got to hurry back and fix my windmill. Whole thing's fallen down and I've got to arrange for a water supply. It's an awful smash-up."

Mr. Peavey acquiesced, and the match will be played without fail Saturday afternoon. In the meantime both contestants will "practice up."

NOTES.

—At a session of the county board of equalization in St. Paul this week, D. R. Noyes, the wholesale druggist, appeared and entered a protest against the raise in the assessment against his firm. The return made by the firm was \$142,000, which amount has been raised to \$250,000. He did not object so much to a raise in the assessment, but he thought it wrong to have the burden fall upon the wholesalers. Mr. Noyes did not care to state what the assessment should be, but he claimed that his firm was assessed higher than some others who did double the amount of business. The matter was referred to the proper committee.

—Franklin La Rue has sold his interest in the Park Avenue Drug Co., Idaho Falls, Idaho. J. H. Jackson, same city, has disposed of his interest in Payne & Jackson.

—Successions: A. Melgaard & Co., Selby, S. D., by H. R. Gunderman; J. E. Goodrich, North Loup, Neb., by George C. Smith.

—Dr. Hoffmeyer, of Cushing, Wis., was in the city this week; also Mr. Gearing, of Maiden Rock.

—Morris & Co. have started at Battle Creek, Neb., and Holcomb Bros. at Goehner, same state.

—Emil Kiesling has left the city and taken charge of a drug store at Pine City, Minn.

—John J. Heffern, Ardoch, N. D., has filed a voluntary petition in bankruptcy.

—O. H. Collins, Miller, S. D., has sold his branch at Blunt.

—Otto Burger has gone to Groton, S. D.

Flint Bottle Manufacturers Combine.

The formation of a flint glass bottle combination with a capital of \$50,000,000 is reported. This combination is said to include all of the big manufacturers in the country, about fifty in number. The officers elected are: F. J. Park of Wheeling, W. Va., president; George W. Yost of Bellaire, vice president; F. W. Breed of Indiana, treasurer and G. J. M. Porter of Chicago, actuary.



W. S. GETTY,
Endicott Building, St. Paul, Minn.

THE DUTIES OF BOARDS OF PHARMACY.*

The difficulties in properly discharging the duties of a member of the Board of Pharmacy are increased by extreme views in two opposite directions that are entertained by applicants for registration and their friends. On the one hand are persons whose knowledge of pharmacy and the branches of science upon which it is based is so meager that they cannot be said to have any scientific knowledge of their calling. Such persons are usually of the opinion that all a pharmacist needs to know is how to follow a dispensatory in the making of the most ordinary preparations, and how to compound prescriptions written by men who know less of pharmacy than themselves. With a range of experience which, while it may have covered many years, has yet not made them expert in any but the most rudimentary dispensing, these persons feel competent to take charge of any pharmacy, reminding us of the rather trite saying "Fools rush in where angels fear to tread." On the other hand, are those who have had a better pharmaceutical education, and feel aggrieved, that in the eyes of the law the poorly educated men are on an equality with themselves.

These persons demand that examinations should be rigid, and that none but graduates of colleges should be permitted to engage in pharmacy. Generally they are in favor of restricting the number of persons permitted to conduct pharmacies to the few more fortunate or more diligent ones who can meet the higher requirements. These latter views are as yet so far in advance of public sentiment that they may be set down as impracticable. Between these two extreme views I have held that Boards of Pharmacy should take a middle course, for the reason that pharmacy laws are for the protection of the public, and not of pharmacists. They were never designed to create a pharmaceutical oligarchy or trust, but to protect the public from the dangers incident to ignorance and inexperience.

The law of 1891 and the one just enacted are alike in their general provisions, both intended to secure competency on the part of persons intrusted with the charge of pharmacies. That the Board may inform

*Portion of an address by William M. Scarby at the first meeting of the New California Board of Pharmacy, San Francisco and Pacific Druggist.

itself of their competence, they are required to demand certain credentials, testifying to the fitness of applicants for registration, or to examine the candidates. So much for the matter of competence. But the law assumes that experience counts for something in the management of a drug store—something which affects the public safety, and therefore a minimum of four years' experience of a certain kind, is demanded. So far as I know, all pharmacy laws in this country require four years' experience previous to registration as licentiate, and it is the consensus of opinion among pharmacists that there are some things to be learned in the school of experience behind the counter—some things affecting the public safety, which cannot be learned in college or by any other means. When a man has shown that he has the requisite theoretical, technical, scientific knowledge, and has also had four years' practical experience in stores where physicians' prescriptions are compounded, the law assumes that it is safe to leave him in charge of a pharmacy. It is the business of the Board to see that each applicant comes up to these two requirements. Having done that, it has no right to go farther and demand higher scientific attainments, however desirable it may be in theory that these should be possessed.

If, therefore, my view of a pharmacy law be correct, your duty goes no farther than to see that each applicant for registration possesses the required scientific and practical knowledge and has also the required experience. You will, however, see to it that you do not register any who are lacking in either of these particulars.

So far as I have been able to learn, boards of pharmacy have not been as careful as they ought to have been in inquiring into the nature of the "experience" which applicants for registration allege that they have had. To me it seems a burlesque on the law for a board to recognize four years' work in the capacity of porter and dishwasher as experience in pharmacy. The law, while not sharply defining just what it meant by "experience," evidently intended something which should be calculated to give some degree of practical acquaintance with drugs, poisons, and pharmaceuticals, as well as with the various purposes for which they are to be used by the lay purchaser. Doubtless, it will not be easy for you to form correct estimates in all cases of the value of the experience had by the various candidates, but I think you are bound to investigate the statements made on this subject, and if you find that the work performed was not of such a character as to meet the evident intent of the law, you will reject the claims made by reason of such work.

Now, it sometimes happens that persons come before boards of pharmacy who have drifted, as it were, into the drug business, having apparently had no intention at the beginning of their career of becoming pharmacists, or, if they had, having misconceived what would be required of them; and so, without sufficient preliminary education, they have continued their vocation under the most serious disadvantages. The late Board met with many such cases in the earlier part of its term of office. It found that some of these persons were incapable of making correct estimations for prescription work, and in other ways manifested their unfitness for a calling requiring as much general intelligence as pharmacy. It, therefore, in the year 1896, determined that no person, who had not had a grammar-school education was eligible to take the examination in pharmacy without first undergoing an examination in the ordinary branches of a grammar-school course. Other boards of pharmacy have since adopted the same rule, which will doubtless soon be universal in the United States. The influence of the Board should be to stimulate a desire for a liberal education, and should tend to exclude from the walks of pharmacy those who are too ignorant or too lazy to fit themselves to become intelligent pharmacists. But this effect cannot be secured by the sudden passing of arbitrary rules; it is to be done rather by the moral influence of the Board. Already much has been accomplished in this way. There has been a

steady advance of intelligence on the part of those following the profession of pharmacy. This has been of great benefit to the community, because those unfortunate mistakes in drug stores of which we used to hear are now scarcely ever heard of. Errors due to the ignorance of the dispenser are now happily things of the past, thanks to our colleges and boards of pharmacy.

Prosecutions for non-compliance with the law should be more promptly and vigorously pushed. While this will cost money, it will also produce some revenue, perhaps enough to pay for the increased efficiency secured by the proposed course. It will most certainly popularize the law with pharmacists to have it well enforced. The unanimity of the late Legislature in enacting a pharmacy law is an indication that the people of this State are in favor of such wholesome restrictions upon the dispensing of medicines and poisons as the law is intended to secure, and the Board need have no fear that it will not be properly sustained in its efforts to carry it out. When public sentiment is with the law, there is no difficulty in enforcing it. When the law is in advance of public sentiment, it is almost always impossible to make it effective. This law is not in advance of public sentiment, but is in accord with it, and I conceive it to be our duty, as the persons chosen by the Governor to put it into effect, to see that its provisions are properly carried out.

CALIFORNIA PHARMACY LAW.

Following is the new pharmacy law of California which became effective July 1. It is entitled "An act to regulate the practice of pharmacy and sale of poisons in the State of California", and was approved March 15 of the present year.

The people of the State of California, represented in senate and assembly, do enact as follows:

SECTION 1. From and after the passage of this act it shall be unlawful for any person to manufacture, compound, sell or dispense any drug, poison, medicine or chemical for medicinal use, or to dispense, or to issue any prescription of a medical practitioner unless such person be a registered pharmacist or a registered assistant pharmacist within the meaning of this act, except as hereinafter provided. Every store, dispensary, pharmacy, laboratory or office for the sale, dispensing or compounding of drugs, medicines or chemicals for medicinal use, or for the dispensing of prescriptions of medical practitioners, shall be in charge of a registered pharmacist. A registered assistant pharmacist may be left in charge of a store, dispensary, pharmacy, laboratory or office for the sale, dispensing, or compounding of drugs, medicines or chemicals for medicinal use, or for the dispensing of prescriptions of medical practitioners only during the temporary absence of the registered pharmacist. Any person violating any of the provisions of this section shall be guilty of a misdemeanor, and upon conviction thereof shall be liable to a fine not exceeding one hundred (100) dollars, or to a imprisonment for a term not exceeding (30) days, or to both such fine and imprisonment.

SECTION 2. Any person in order to be a registered pharmacist must be a licentiate in pharmacy, or a practicing pharmacist.

SECTION 3. Licentiate in pharmacy are persons who have had four years' experience in stores where the prescriptions of medical practitioners are compounded, and shall have passed an examination before the state board of pharmacy, who shall present to the board the testimonials of their attainments to the said board. Practicing pharmacists are persons who, at the passage of this act, are registered pharmacists.

SECTION 4. Every pharmacist claiming the right of registration under this act, shall, on or before the first day of July, next after its passage, forward to the board of pharmacy satisfactory proof that he was a duly registered pharmacist under the provisions of an act to regulate the practice of pharmacy or sale of poisons in the State of California, approved March eleventh, eighteen hundred and ninety-one, and engaged in the business of preparing and dispensing medicines and physicians' prescriptions at the time, or that he is otherwise entitled to registration under its provisions. The board of pharmacy shall issue to said applicant, on his paying the sum of two (\$2.00) dollars, a certificate of registration. Any practicing pharmacist failing to comply with the requirements of this section within sixty days from and after the first of July, nineteen hundred and one, shall forfeit his right to registration, and shall appear for examination as provided for in this act.

SECTION 5. Every assistant pharmacist claiming right of registration under this act, without passing an examination by the board of pharmacy, shall, on or before the first day of July next after the passage, forward to the board of pharmacy satisfactory proof that he has had five years' experience in drug stores where

physicians' prescriptions are prepared. The board of pharmacy shall then issue, to said applicant, upon his paying the sum of one (\$1.00) dollar, a certificate of registration as assistant pharmacist. Any assistant failing to comply with the requirements of this section within sixty (60) days from and after the first day of July, nineteen hundred and one, shall forfeit his right to registration without passing the examination provided for in this act. No registered assistant shall conduct a pharmacy, or be granted a certificate as registered pharmacist until he has passed the examination for licentiate in pharmacy as required by this act.

SECTION 6. Within thirty (30) days after the passage of this act and every fourth year thereafter, the governor shall appoint competent pharmacists, residing in different parts of the state, to serve as a board of pharmacy. The members of this board shall, within thirty (30) days after their appointment, individually take and subscribe before the county clerk, in the county in which they individually reside, an oath faithfully and impartially to discharge the duties prescribed by this act. They shall hold office for the term of one (1) year, and until their successors are appointed and qualified. In case of vacancy in the board of pharmacy, the governor shall fill the same by appointing a member to serve for the remainder of the term only. The office of the board shall be located in San Francisco. The board shall organize by electing a president and a secretary, the latter to be ex-officio treasurer of the board. Four members of the board shall constitute a quorum. They shall meet at least quarterly, and have power to make by-laws for the proper fulfillment of their duties. The duties of the board shall be to transact all business pertaining to the legal regulation of the practice of pharmacy, to investigate all complaints respecting noncompliance with or violations of the provisions of this act, and to cause the prosecution of all persons whenever there appears to be reasonable grounds for such action, and to examine and register as pharmacists or assistant pharmacists all applicants whom it shall deem qualified to be such respectively. All persons on applying for examination for registration shall pay to the secretary a fee of five (\$5.00) dollars for licentiate and two (\$2.00) dollars for assistants, and on passing the examination they shall be furnished with a certificate signed by the secretary and examiners. Every pharmacist or pharmacist who desires to continue the practice of his profession in this state shall annually, on such date as the board of pharmacy may determine, pay to the secretary of said board a registration fee to be fixed by the board, but which shall in no case exceed the sum of one (\$1.00) dollar per annum, for which he shall receive a renewal of said registration. The board shall render an annual report of its proceedings to the governor of the state.

SECTION 7. It shall be the duty of the secretary to keep a book of registration open at the city of San Francisco, of which due notice shall be given through the public press, or by mail, in which book shall be entered, under the supervision of the board, the names, qualifications, and places of business of all persons coming under the provisions of this act. The secretary shall give receipts for all money received by him, and disburse the same by proper vouchers therefor. The balance of said money, after paying the expenses of the board, he shall pay to the state treasurer, who shall keep it as a special fund to be used in carrying out the provisions of this act.

SECTION 8. The members of the board of pharmacy shall each be paid the sum of five (\$5.00) dollars per diem for every meeting of the board which they attend, and the secretary shall receive such additional compensation as the board may direct. The secretary and members, and other officers of the board of pharmacy, shall be paid out of the examination and registration fees and fines.

SECTION 9. No person shall add to or remove from, or cause to be removed from, any of the original, chemical, or medicinal preparation any ingredient, or material for the purpose of adulteration or substitution, or which shall deteriorate the quality, commercial value, or medicinal effect of such preparation, or compound of such article, and no person shall knowingly sell or offer for sale, any such adulterated, altered, or substituted drug, or medicinal preparation, without informing the purchaser of the adulteration or substitution of the article sold, or offered for sale. Every registered pharmacist shall file, or cause to be filed, all physicians' prescriptions compounded or dispensed in his pharmacy or store. They shall file, or cause to be filed, all prescriptions shall furnish a correct copy of any prescription under the order or request of the attending physician. Any person who shall willfully violate any of the provisions of this section shall be guilty of a misdemeanor, and upon conviction thereof shall be liable to all costs of the action, and for the first offense be liable to a fine not exceeding fifty (\$50.00) dollars, and for each subsequent offense a fine of not less than fifty (\$50.00) dollars, nor more than one hundred (\$100.00) dollars, said fines to be paid over to the board of pharmacy. On written complaint being entered against any person or persons, charging them with specific violation of any of the provisions of this act, the board of pharmacy is hereby empowered to delegate one of its members, or other suitable person, who shall have authority to inspect drugs, chemicals, or medicines, and to make and report the results of the case. He shall then report the result of his investigations, and if such report justifies such action, the

board shall duly cause the prosecution of the offender as provided in this act.

SECTION 10. It shall be unlawful for any person to retail any poisons enumerated in schedules "A" and "B," appended to this act, without labeling the box, bottle or paper in which said poison is contained, with the name and address of the person who prepared the same, and the name and place of business of the seller. Nor shall it be lawful to sell or deliver any poison named in schedules "A" and "B," unless on inquiry it is found that the person of its poisonous character and said poison is to be used for a legitimate purpose. Nor shall it be lawful to sell or deliver any poison included in schedule "A" without making, or causing to be made, an entry in a book or card or requiring to be made any such entry of sale, and the name and address of the purchaser, the name and quantity of the poison sold, the purpose for which it is stated by the purchaser to be required, and the name of the dispenser, and books and cards to be open for inspection by the proper authorities, and to be preserved for at least five years. The provisions of this section shall not apply to the dispensing of poisons when procured by practitioners of medicine, nor to the sale of poisons if a single bottle or package does not contain more than an ordinary dose. Dealers shall affix to every bottle, box, parcel, or other inclosure of an original package containing any of the poisons named in schedules "A" and "B" of this act, a suitable label, or brand, with the word "poison," but they are hereby exempted from the registration of the sale of such articles when sold at a hospital, or to a registered pharmacist or dispenser. Any person failing to comply with the requirements of this section shall be guilty of a misdemeanor, and upon conviction thereof shall be liable to a fine not exceeding one hundred (\$100.00) dollars, or to imprisonment for a term not exceeding fifty (50) days, or to both such fine and imprisonment.

SECTION 11. Any person who shall attempt to procure registration for himself or any other person under this act, by procuring or causing to be made any false representation, or who shall fraudulently represent himself to be registered, shall be deemed guilty of a misdemeanor, and upon conviction thereof shall be liable to all costs of the action and to a fine not exceeding one hundred (\$100.00) dollars, or imprisonment for a term not exceeding fifty (50) days, or to both such fine and imprisonment. Any person who shall permit the compounding or dispensing of poisons or medicines to practitioners in his store by persons not registered, except under the direct supervision of a registered pharmacist, or any person not registered who shall retail medicines or poisons, or chemicals, or other substances in a pharmacy under the direct supervision of a registered pharmacist or a registered assistant pharmacist; and any person who shall fail to comply with the regulations of this act, shall be guilty of a misdemeanor, and upon conviction thereof shall be liable to all costs of the action and to a fine not exceeding one hundred (\$100.00) dollars, or imprisonment for a term not exceeding fifty (50) days, or to both such fine and imprisonment. In any action under this act shall be paid one half to the state board of pharmacy and one half to the county in which the conviction is obtained. Any person convicted of violating this act a third time shall be liable, in addition to the penalty hereinbefore mentioned, to have his registration as a pharmacist or assistant pharmacist canceled. Nothing in this act shall apply to or interfere with the business of any practitioner of medicine who does not keep a pharmacy, open shop, or drug store, advertised or otherwise, for the retailing of medicine or poisons, and wherein no other prescriptions are filled for regular practitioners, nor with the exclusive wholesale business of any dealer, except that portion of section ten which relates to marking or labeling certain poisons mentioned in this act. Nor shall general dealers come under the provisions of this act, if they retail or dispense poisons or medicines in proprietary medicines in original packages. Nor shall this act apply to registered or copyrighted proprietary medicines registered in the United States patent office, nor to the manufacture of the same, or remedies or the sale of the same in original packages by persons other than pharmacists.

SECTION 12. Any proprietor of a pharmacy, who, not being a registered pharmacist, shall, ninety days after this act becomes effective, fail to register, or be in charge of such pharmacy a registered pharmacist; or any such proprietor who shall by himself, or any other person, permit the compounding or dispensing of prescriptions, or the vending of drugs, or poisons, or medicines in his store or place of business, except by or in the presence and under the supervision of a registered pharmacist, shall take charge of or act as manager of such pharmacy, or store, or place of business, or as a pharmacist, shall retail, compound, or dispense drugs, medicines, or poisons; or any person violating any of the provisions of this section shall be guilty of a misdemeanor, and upon conviction thereof shall be liable to all costs of the action and to a fine not exceeding one hundred (\$100.00) dollars, or to imprisonment for a term not exceeding fifty (50) days, or to both such fine and imprisonment.

SECTION 13. All persons registered under this act shall be exempt and free from jury duty.

SCHEDULE "A."

Arsenic, corrosive sublimate, cyanide of potassium, hydrocyanic acid, wood alcohol, strychnia, cocaine, and all other poisonous vegetable alkaloids and their salts, opium and all its preparations, and those which contain less than two grains to the ounce.

SCHEDULE "B."

Aconite, belladonna, colchicum, conium, nux vomica, savin, cantharides, phosphorus digitalis, and their pharmaceutical preparations, croton oil, chloral, sulphate of zinc, sugar of lead, mineral acids, carbonic acid, oxalic acid, white precipitate, red precipitate, bismuthide of mercury, essential oil of almonds; and all medicines or preparations, secret or proprietary, of whatsoever kind or nature, that are intended to cause abortion or miscarriage.

SECTION 14. An act entitled "An act to regulate the practice of pharmacy and sale of poisons in the State of California," approved March eleventh, eighteen hundred and ninety-one, and all parts of acts in conflict with this are hereby repealed.

SECTION 15. This act shall take effect immediately.

THE OREGON HOP INDUSTRY.

By JOSEPH A. HILL.

For many years hops have been cultivated extensively in Oregon. She has not only supplied her own demands, but also shipped them to the Eastern states and even to Europe. So great has this exporting been that they are recognized almost everywhere all over the world. But, however, for the last five or six years the price and demand for hops have been so low that many hundreds of growers have been compelled to plow up their yards. The methods of raising have been brought down to a very fine point, since more care and time have to be spent on them than on almost any other crop.

Hops are not generally raised from seed, as one year is lost, since they do not mature until the third year. However, as the first year's growth from roots does not give forth a crop, generally something else is raised instead of leaving the field idle, which is very possible as the vines are eight feet apart and in straight rows. In a great many places potatoes were planted, but afterward they proved very harmful, for the hops were poisoned by them, so corn has been used instead. Great care has to be taken that the young vines are not broken or injured, as they bleed badly and often die. Again in a great many cases shoots do not come forth, in these places new plants have to be supplied the following Fall. When the false crop, if you may so call it, that between the rows, has been gathered, all the vines have to be cut leaving very short stubs on the surface and at the same time small sticks are left to mark the places of the roots. Then the dead vines are raked up and burned.

In the very early spring, when the first sprouts come forth and reach about the height of six inches, then is begun the cultivation, which consists of plowing several times, first in the direction of one row and then at right angles. Harrowing is taken up and continued until the soil becomes perfectly smooth and even. By this time the young vine has sent forth many branches. The first shoots vary from five to ten in number, of these generally only four are saved. After all the shoots have been cut away the branches have to be nipped off, and this must be done very carefully as the vine may bleed and cause much trouble. When all the shoots have been cut and all the branches and creepers have been nipped, the young vines must be tied to poles by strings or wires, with which every yard is supplied. Sometimes, however, the yard has to be gone over a second time to be certain that all have started to climb their respective supports. Now the hops could be left alone until ripe if there were no lice to bother them.

The farmers and growers have been troubled for the last few years with hop lice. These little pests came over from Germany, it is believed, but how and when nobody knows. Some fly and others do not. They are a very peculiar insect and have many peculiar habits. However, I will not discuss them, but only show the harm rendered by them. They are found on the vine in the very early spring; it seems as if they come from the roots. Then when the bur of the hop forms they crawl inside to die, and decaying cause the hop to turn black and mold setting in, renders them useless. There is only one way of stopping them, and that is by spraying the vine just as the bur begins to be formed. Quite a strong solution is used, and soap is also added to hold the substance on to the leaves. But in spite of all your pains they will get inside—it takes at least ten or twelve to do much damage. Then again, if the foliage is very heavy it is exceedingly hard and almost impossible to reach them.

They also eat the leaves, which turn brown and then drop into the pickings and cause dirty hops. These sprayings are repeated several times and are very expensive, but after the bur becomes full grown spraying is useless, but if the season is hot and dry there will be few lice, as they can stand no heat.

When the hop has matured it turns yellow and then the picking begins, which is mostly done by women and children, while in many places Chinese and Japanese are employed and in some parts of Washington, Indians. Picking is done in two ways, either by the box or by the pound, a box holds nine bushels, and for filling this the picker receives from twenty-five to forty cents; the latter method, however, is not a very honest device as will be shown later. The hops are picked into baskets, sacks and hoppers, the latter are the most extensively used and similar to a large stretcher with a deep concave hole in the middle covered with burlap; these when full hold about three boxes. The hops hang in large bunches like grapes, and are stripped off by means of the thumb and first finger. Small leaves make little or no difference; but large ones and long stems must be kept out if possible. When these hoppers are full they are carried to a station where they are measured and tickets given for the number of boxes. But in the case where they are weighed it is done differently, the hops are generally picked in baskets and then poured into sacks by the pickers themselves. These are not carried to a station, but a wagon with scales makes a round at intervals and collects and pays for the number of pounds. Sometimes the grower lightens his scales and in return the pickers put stones and mud into the hops to make them heavier. Here it is plainly seen both are cheating each other, and almost always the pickers get the best of it, since they care nothing about the grade of the hop. About fifty to fifty-two pounds is the weight of a nine-bushel box. After picking they are taken to the hop kiln or drier to be dried or cured.

The hop kiln is a building of two stories with a ventilator at the top and bottom in order to give a good draught. On the first floor are the stoves, generally two in number, depending on the size of the house. To these are attached long stove-pipes to distribute the heat evenly, and the walls are covered with sheet-iron or calomined to prevent fire. The second story is of a rough finish. The floor is made of strips one inch square, and at the distance of one inch apart, this is covered with heavy burlap. Upon this are laid the hops, and a heat of 160 degrees is kept up for 24 hours. For 12 hours of this time sulphur is burned on the first floor, this being done to give the hops a rich color. After the drying has been completed they are allowed to chill for six hours, then shoveled into the store house to be baled. The baling of hops is similar to cotton, they average about two hundred pounds. They are kept in this form until sold.

About 1885 the demand for hops was so small and the price so low that the amount raised greatly decreased. But in 1899 an association was formed to protect the growers and hold them until the price was raised and then pay the increase of price to the farmers. It can be plainly seen that the association controlled all the hops in the state, and they would not sell until a good price was offered. In the first year of the association the price for Oregon hops doubled itself.

The outlook for the industry in Oregon is very bright at present, and if it continues so will be directly beneficial to both the grower and to the state.—Yale Scientific Monthly.

Paper Bottle Caps.

Progressive American druggists usually prefer American goods, and those that use paper bottle caps generally give the preference to an American cap. It goes without saying that a capped bottle is more attractive in appearance than one uncapped. One of the cheapest, neatest and most effective caps is the fluted paper cap now so well known. The Sayford Paper Specialty Co., Camden, N. J., manufactures these caps in several different colors. Druggists can have their name printed on them if desired. Prompt delivery of goods is guaranteed. Write to the above-named concern for samples and prices.

VINES OF PALESTINE.

The account of the trade of Palestine during last year, given in the consular report just issued, is fairly hopeful, though neither the exports nor the imports reach the level attained in 1889. The prosperity of the country depends still, as it always has done, and most probably always will do, upon the fruits of the earth. Centuries before the present era, corn and wine and oil were among the chief boons of the Promised Land, and, though we hear little now of the first, the other two are regaining their ancient reputation. To melons, which also were valued in ancient days, a new fruit has been added—the orange. This, indeed, and the grape are now the most important products of Palestine, though the exports of the former have declined considerably in value during the last few years. Jaffa oranges, however, maintain their reputation, so that it may be hoped that the depression is only temporary. Southern Palestine has always been noted for its vineyards; it was Judah who "bound his foal to the vine and washed his clothes in the blood of the grapes."

Of the principal Jewish colonies in the Jaffa district, Richon-le-Sion, Petach-Tikvah and Ekron, on the supposed site of the Philistine city which last received the fatal trophy of the Ark, the first is the chief one for grape growing. A fourth colony, Sarona, also near Jaffa, is German. In all these agriculture, and especially everything connected with wine-making, is conducted on scientific principles, and the first and last have become really important centres in the trade. Richon-le-Sion has excellent works and machinery for the manufacture of wine, and great underground cellars for its storage. Those last year contained about 1,100,000 gallons, in addition to a considerable quantity which is always kept in depot at Hamburg. Two kinds are specially in demand—a red wine, like a dry claret, and a dry white wine, rather of the nature of Sauterne. The Germans of Sarona make wines of a good quality, though in less abundance. They bestow characteristic care on the processes and turn out a large number of varieties—a red and white Muscat, a red wine like Affenthaler, a red "Vicente" and two other white wines—Reisling and Sarona. All, we are told, compare favorably with the common French and Italian wines and are beginning to find their way to Europe, probably appearing in wine lists under French or, occasionally, German names.

There is an excellent prospect, therefore, that the vineyards of Palestine may once more be of note, as in the olden days. Many parts of the land seem to be naturally adapted to grape growing, although the industry has for long been neglected, partly, perhaps, because the Koran frowns upon the vine. One traveler speaks of a vine near Acre, the branches of which formed a shelter more than thirty feet broad and long, and bore bunches weighing ten or twelve pounds. The late Dean Stanley describes as one peculiarity of Judea the abundance of the terraced vineyards, with their watch towers and walls, just as they were for centuries before the fall of Jerusalem. But in those days the culture of the vine was far more general than now; it extended south of the boundary of Judah into the region possessed by Simeon, and the late Prof. Palmer tells us how he saw even in the arid Negeb, or South Country, the signs of former vineyards. The revival of the ancient industry in this and other fruits is largely due to the Jewish colonies which have been planted by the liberality of their wealthy coreligionists, and the success of their efforts at once to help their own people and to make Palestine again a land to be desired is a matter for hearty congratulation. (—London Standard.)

DR. CHAS. MOHR, well known to the older pharmacists of the country as a botanist, and a former resident of Mobile, Ala., died July 17 at Asheville, N. C. For many years he was a member of the American Pharmaceutical Association.

—The Delaware Board of Pharmacy met August 1, at Hotel Henlopen, Rehoboth, Delaware, and elected the following officers: President, Dr. J. S. Prettyman, Jr., Milford; secretary and treasurer, Elmer Outten, Lewes.

PATENT MEDICINES IN AUSTRIA.

In a report to the State Department, Carl Balley Hurst, the United States Consul General at Vienna, Austria, calls attention to the Austrian law relating to patent medicines. The report says:

"In consequence of many inquiries addressed to this Consulate General in the matter of the Government regulations in Austria regarding the importation and sale of patented medicinal and chemical preparations, I would report that the sale of 'arcana,' or secret remedies, has always been strictly forbidden in this monarchy. Trade in such medicines and advertisements of the same are under strict surveillance of the law. Further, those medicinal preparations of which the prescriptions are not open to inspection by physicians, or in the prescription of which the substance of the medicinal ingredients cannot be definitely recognized as to kind and quantity, may not be kept for sale in apothecaries. Only those manufactures may be considered as pharmaceutical specialties that contain drugs acknowledged to be medicinal remedies, as, for instance, balsam copaiba, oleum santali, and the like.

"Every new medicinal preparation intended for use by the public must be reported to the authorities, and its sale may not be begun until said authorities have found no reason to prohibit the same. Prescriptions of foreign medicines must be accompanied by precise directions for their preparation from the foreign manufacturer, and be provided with his signature and business stamp. Altogether excluded are cosmetics that by their labels, wrappers and advertisements are affirmed to be efficacious in the removal of personal blemishes—impure skin, freckles, liver spots, and baldness—and are, therefore, qualified as remedies.

"The regulations in Austria in regard to the advertisement of patent medicines are likewise strict. All laudatory notices in local publications of cures and remedies coming from abroad constitute a transgression of the trade laws, and, under certain circumstances, foundation for complaint of unlicensed medical practice."

The United States Consul, Mr. Hossfeld, of Trieste, in a report dated July 12, substantiates that of Mr. Hurst and adds:

"The Austrian law also undertakes to regulate the prices to be charged for patent medicines, for it provides that whenever the reasonableness of the price of such a remedy is questioned, it shall be rated on the basis of the official tariff promulgated in the Pharmacopœia Austriaca.

"Those of our manufacturing chemists who are disposed to take the Austrian public or sanitary authorities into their confidence will probably not find it very difficult to obtain the necessary permission for the sale of their products, but I doubt whether any business which they may do in this country will ever prove a source of great profit to them."

TREATMENT OF MOSQUITO BITES.—Dr. A. Manquat states that the most successful treatment consists in the local use of formalin, tincture of iodine and alcohol. He uses the pure formalin or alcohol in one-half strength. The tincture of iodine is objectionable because of the stain it leaves on the skin. As a prophylactic against mosquito bites the following combination is of service:

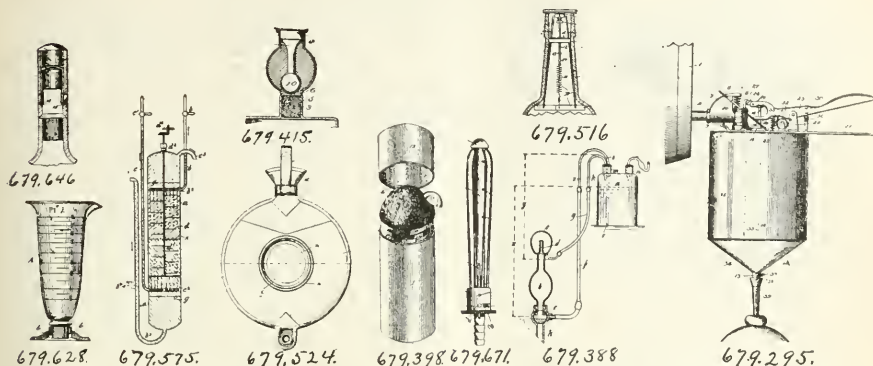
Oil of tar.....	6 drams.
Olive oil.....	6 drams.
Oil of pennyroyal.....	½ ounce.
Spirit of camphor.....	3 drams.
Glycerine.....	2½ drams.
Carbolic acid.....	1 dram.

M. Apply on retiring. (—Jour. Am. Med. Association.)

Bismuth Subnitrate.

The attention of critical pharmacists and manufacturers is directed to the extraordinary purity and bulkiness of the Mallinckrodt Subnitrate of Bismuth. The purity of Bismuth Subnitrate is of course the first consideration, but a light bulky preparation also has advantages in that it is more readily diffused over the mucous membrane of the intestines, and more easily suspended in mixtures than a heavy product. If you are not already using the "M. C. W." brand we suggest that you give it a trial.

PATENTS, TRADE MARKS, ETC.



PATENTS.

Issued July 30, 1901.

- 679,295.—Orvin H. Chandler, Clinton, S. C. Measuring-faucet.
 679,303.—Max H. Fischer, West Orange, N. J. Baking-powder.
 679,388.—Johann F. W. Meyer, Scheune, near Stettin, Germany. Chemical apparatus.
 679,398.—Felle C. Sabin and E. C. Huleatt, Harvey, Ill. Powder-puff.
 679,415.—William F. Clark, Kidwell, Va. Non-refillable bottle.
 679,510.—John Senich, Pasadena, assignor of one-half to F. Velch, Los Angeles, Cal. Bottle-stopper.
 679,524.—Charles J. Bailey, Newton, Mass. Water-bag.
 679,525.—Louis C. Reese, London, assignor to P. Pfeiderer, Hillcrest, Wellington, England. Apparatus for extracting matter from liquids.
 679,600.—Albert Caron, Haus Ellenbach, Germany, assignor to Farbenfabriken of Elberfeld Co., of New York, N. Y. Detachable base for measuring glasses.
 679,646.—Alfred Theberge, Laconia, N. H. Non-refillable bottle.
 679,671.—Charles T. Hannigan, Providence, R. I. Syringe-nozzle.

TRADE-MARKS.

Registered July 30, 1901.

- 36,831.—Concentrated Albuminous Food. Leopold Sarason, Berlin, Germany. The word "Roboral."
 36,837.—Certain Named Bottle Liquids. The American Mineral Water Machine Co., New York, N. Y. The representation of the head of a dog.
 36,844.—Perfumery. Andre Perroud, Lyons, France. The word "Xerol."
 36,845.—Tooth-Powder. Frederick B. Horton, South Manchester, Conn. The word "Listerated."
 36,846.—Liquid Compound Used as a Substitute for Court Plaster. Martin E. Waldstein, New York, N. Y. The compound word "New-Skin."
 36,847.—Certain Named Drugs and Medicines. Robert Wirth, Newark, N. J. A six-pointed star arranged within a hexagon and the term "New Century."
 36,848.—Compound for the Cure of Kidney Diseases. Henry Bull, Belleville, Canada. The letters "O. R."
 36,849.—Linctament. Vincen P. McVoy, Pensacola, Fla. The word "Vigilant."

LABELS.

Registered July 30, 1901.

- 8,533.—Title: "Lithia-Malt." (For Malt Extracts and Pepperized Malt Food.) Albert Lieber, Indianapolis, Ind. Filed July 8, 1901.
 8,566.—Title: "Nervo Tablets." (For a Medicine.) Ralph W. E. Cozine, Louisville, Ky. Filed June 6, 1901.
 8,567.—Title: "Rhodes Electric Liniment." (For a Liniment.) Moses W. Rhodes, Memphis, Tenn. Filed June 28, 1901.
 8,568.—Title: "Dr. Rose's Hair Tonic and Scalp Invigorator." (For a Hair-Tonic and Scalp-Invigorator.) Charles Allen, Astoria, Oregon. Filed July 6, 1901.
 8,569.—Title: "Allen's Antiseptic Toilet Cream." (For a Toilet Cream.) Charles Allen, Astoria, Oregon. Filed July 6, 1901.
 8,570.—Title: "Ideal Brilliant Nail Enamel." (For a Nail Polish.) Minnie A. Dale, New York, N. Y. Filed June 18, 1901.
 8,571.—Title: "Cream of Roses." (For a Toilet Preparation.) Louise D. Ricketson, New Bedford, Mass. Filed July 5, 1901.

DESIGNS.

- 34,800.—Bottle. Alfred Gounelle, Marseilles, France. Filed June 21, 1901. Serial No. 65,514. Term of patent 14 years. The design for a bottle.
 34,864.—Faucet-Handle. Herman Strater, Moston, Mass. Filed May 31, 1900. Serial No. 18,675. Term of patent 14 years. The design for a faucet handle.

Protection of Trade-Marks.

At a recent meeting of the Board of Directors of the International Trade Mark Protective Co., the following resolution was adopted:

"Resolved, That on and after the 20th day of July, 1901, the sum charged for the registration of each trade mark, label, and name by this company shall be \$50.00 for the first year, instead of \$25.00 as heretofore, and the annual fee hereafter shall be \$25.00, and that a copy of this resolution be sent to each branch office and each solicitor."

This company is capitalized at \$300,000, and is doing a large business. It has published a lot of very interesting literature in regard to trade marks and their protection from infringement. It will pay every concern that markets a proprietary article to write for this literature. Address the International Trade Mark Protective Co., 520 Broadway, New York, and the literature will be cheerfully mailed to you.

Imperial
 PURE FINE PARA RUBBER BANDS
 REGISTERED TRADE MARK.
 THERE ARE NO OTHERS
 "JUST AS GOOD"
 THE GOODYEAR TIRE & RUBBER CO.
 EAST AKRON STATION
 AKRON, OHIO.

Prepared Chalk.

Some of the requisite qualities of a good Prepared Chalk are purity, smoothness, and permanency of cone. Thomas' English Prepared Chalk possesses all of these qualities, and has become a standard of excellence with the drug trade. The small cones, in which form the finished product appears, are very convenient for the retail druggist in selling small quantities. The chalk is shipped carefully packed in 8 lb. boxes, reaches its destination in better shape, and is so little liable to become broken and powdered as other brands which are shipped in bulk. Thomas' Prepared Chalk is also handsome in shape, and presents an attractive appearance as sold over the counter. The manufacturers produce both a white and a pink chalk. Druggists who desire this brand should carefully specify it by name when placing orders. If not already acquainted with this product, write for samples to the Thomas Mfg. Co., Baltimore, Md.



Will Do a Larger Business Than Ever.

Runkel Bros., manufacturers of Chocolates and Cocoa preparations, New York, recently sent out a circular letter to the trade. In it they called attention to the fact that although they recently lost one of their factory buildings by fire, in which building they had a large part of their machinery, they are now placing the most improved foreign and domestic machinery in their new building. Temporarily they have been unable to manufacture some of their brands of goods, but saved all their manufactured stock from the fire, which has enabled them to fill the orders for most of their goods. With their new and improved plant, they will be able to manufacture by the first of September the highest grades of goods in their line. They ask dealers to kindly send in orders, which they will fill as far as possible from stock on hand, and any goods which they may not have will be shipped during September. They thank the trade for past favors and ask dealers to kindly excuse any delays in shipment of goods which may have occurred because of the fire. Unquestionably, Runkel Bros. will soon be in a position to do even a larger business than ever, and to fill the exceedingly popular demand for their goods.

Make Your Own Perfumes.

On page VII of the advertised Manufacturers' Lists in the July Era Blue Book is a special announcement of the Evergreen Chemical Co. They call attention to the fact that by the use of their Concentrated Flower Oils and Colors druggists can make their own perfumes. The Evergreen Chemical Co. state that an absolutely reliable line of perfumes can be made from their goods, a line which will give entire satisfaction to customers and is sure to grow in popularity. Further: The percentage of profit for the druggist is much larger than that obtainable by selling other manufacturers' perfumes. It will pay druggists to read this announcement carefully. The Evergreen Chemical Co. offer to send free of charge their latest booklet of up-to-date Toilet Requisite Formulas. Just drop them a postal and they will mail it and full particulars regarding their very desirable line of goods. Address, Evergreen Chemical Co., Dept. C, 130 Fulton St., New York.

Profitable Preparations.

Mrs. Gervaise Graham's Toilet Preparations, Cucumber and Elder Flower Cream, Quick Hair Restorer, and Cactico Hair Grower, are well advertised to the public, and they pay the druggist handsome profits. Mrs. Graham has published some exceedingly attractive advertising matter for counter distribution. Her booklet entitled "How to be Beautiful," may be distributed with pride by druggists to their lady customers. Write for a supply of this advertising matter to Mrs. Gervaise Graham, Chicago, Ill.

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New Skin Food.

The basis of Lanola, the new skin food, is wool fat, which makes it particularly desirable for skin complaints peculiar to summer. The manufacturers are advertising this preparation to the public, and plan to advertise it still more extensively. Druggists are likely to receive calls for it, and should be ready to supply the demand. On application dealers will be supplied with special advertising matter and a liberal quantity of samples. Write for these samples and for further information regarding Lanola to the distributing agents, Billings Clapp Co., Boston, Mass.

Rubber Sundries.

The most reliable line of Soft Rubber Sundries on the market and the most strikingly handsome boxes and labels ever designed for such goods are advertised here, which place the "Imperial" Brand of The Goodyear Tire & Rubber Company, Akron, O., in a class which it bids fair to occupy to the exclusion of all others. Druggists with whom quality and appearance are considerations will make no mistake in thoroughly investigating the claims made for this new line.

The Pharmaceutical Era.

EVERY THURSDAY.

VOL. XXVI.

NEW YORK, AUGUST 15, 1901.

No. 7.

Entered at the New York Post Office as Second Class Matter.

ESTABLISHED 1887.

THE PHARMACEUTICAL ERA,

Published Every Thursday,

By D. O. HAYNES & CO., 396 Broadway, New York.

SUBSCRIPTION RATES.

U. S., Canada and Mexico - \$3.00 per annum
Foreign Countries in Postal Union - 4.00 per annum

ERA "BLUE BOOK."

These Price List editions of the Era, issued in January and July, will be sent free to all regular yearly subscribers.

ADVERTISING RATES ON APPLICATION.

Address THE PHARMACEUTICAL ERA,
NEW YORK.

Telephonet 2240 Franklin. Cable Address: "ERA"—New York.

SEE LAST READING PAGE FOR COMPLETE
INDEX TO THIS NUMBER.

DRUG STORE SYNDICATES!

A number of drug stores, owned and controlled by corporations composed possibly of wholesale and retail druggists, seems to be a feasible solution of the drug business in the larger cities. In this day of consolidation, such a development as this in the drug business is not improbable. A corporation, for example, owning 25, 50 or even 100 drug stores in New York would undoubtedly be a good business venture. There would be a great economy in the purchasing and operating expenses. At the headquarters of the corporation there would have to be a warehouse for the storage of goods at different branches, and all orders for supplies would be sent to the headquarters, where purchases could be made in quantities. It would not be necessary for the company to carry any quantity of the thousand and one items that go to make up the stock of a wholesale druggist, as these could be purchased as needed from the local jobbers.

Such a plan as this would not be to the detriment of the drug trade. On the contrary it would give it strength. The present retail druggist would become a shareholder in the corporation, and draw a salary with a percentage of profits as marager of a branch. The scheme would put the retail drug business more upon a business basis and, in many cases, would make better business men of the druggists. Such a plan of consolidation is in keeping with modern business development, and we would not be surprised to see it put into operation on a large scale. The wholesale druggists instead of opposing the scheme should be the first to endorse it. It would assure them of a larger customer

and more prompt pay. It is much cheaper to handle the business through one central corporation than through 100 little retailers.

Here's a chance for some of our enterprising jobbers, who can command the capital and the confidence of the trade, to put the drug business in large cities upon a modern business basis.

THE DULL SEASON.

Advertising has always been supposed to be a sort of a mutual benefit affair, the go-between of the anxious seller and buyer; but by quite common consent it seems to be agreed that there are certain seasons of the year when advertising can better perform its functions than at others. This view is not that of the seller, for he is anxious to sell at all seasons and at all hours, day or night. Neither is this view of things entirely one which should be influenced by buyers, for their desire for reasonable things is never satisfied. What then explains the almost universal idea that mid-summer is the time for dispensing with that valuable medium whose object is to bring people together to trade? The season is marked by a lassitude which favors diminution of effort, and the buying effort is one which people always desire to postpone. How many business men withdraw their announcements which should tell the buyers where and how easily and cheaply they can procure things, and both lie back and extract what enjoyment they can from what they term a period of "business stagnation." The buyer is allowed to think that his necessities can only be satisfied by a worry of soul and body in a personal search of the market, while the seller concludes with the first sign of diminishing trade that all effort to remedy matters should be discontinued.

A great deal of the blame lies with the seller. Upon him devolves the task of making buying easy, by making his advertising better. This is the sole aim of advertising anyway. Advertising should present the news of goods, and during what is popularly known as the "dull season" it should be better than usual. It should be plainer and more forceful, so that readers will not have to make an extra effort to understand it. It should tell the people of the easiest and cheapest way to supply their needs during the season when they are wont to lie "languidly in the shade and woo the wind that still delays its coming."

EMERGENCIES IN THE DRUG STORE AND HOW TO TREAT THEM.

When a person is injured in any way, or taken suddenly ill on the street, he is at once taken to the nearest drug store for emergency and temporary treatment. In olden days the druggist was something more

than a mere dispenser of medicines; to-day he is just as much expected by the people to conduct an emergency clinic whenever called upon to do so. Unless he has regularly studied medicine, particularly minor surgery, he may be, and often is, very poorly equipped to satisfactorily meet the demands of this nature which may be made upon him. What knowledge he does possess has generally been picked up in a haphazard sort of way, which lacks system and completeness, and frequently he is put to great embarrassment by its general slowness and unworthiness. Elsewhere in this issue we publish a paper which is expressly designed and prepared to remedy this defect in this educational equipment. The writer shows the keen realization of the necessities of emergency treatment, and treats his subject in a manner to best adapt it to the druggist's requirements and the limitations of his province and surroundings. It is not the druggist's part to usurp the legitimate functions of the physician, but merely to prevent bad becoming worse, and to see to it that the injured individual is not further injured by misplaced, misjudged and ignorant treatment before he is duly placed under professional care. First aid to the injured should be real aid, afforded by the knowledge of what is best to be done under the circumstances.

A BRITISH VIEW OF EXHIBITIONS.

The British Commissioners of the Paris Exposition have just published their report, which is another of the many prognostications of English commercial decadence. They complain of the unfair restrictions imposed upon foreigners by the managers of the Fair; of the dividing of each nation's exhibit for the purpose of direct comparison into small classified sections, instead of one large space being allotted to each nation as heretofore has been the usage; of the enormous expense which each manufacturer has to bear, with no government help and no commensurate business returns; and so on in a querulous tone which has the sound of admitting defeat. But they overlook the fact that British manufacturers were on an equal footing with those of other nations, with the single exception of those of France, who rather unfairly took the best half of all the exhibit space; and if they suffered by the comparison they should remember that they met competition and must take the consequences. The report goes on to say: "We are inclined to doubt whether British industry as a whole derives any benefit from exhibitions in which British exhibitors enter at such a manifest disadvantage. Our system has remained unchanged for half a century, but the conditions are no longer the same. When exhibitions had the charm of novelty the great manufacturers took pride in showing their best productions to the world. There was comparatively little competition, and they had nothing to fear from the rivalry of foreign countries. Now, exhibitions have become so common that manufacturers no longer take the same interest in them, and only exhibit if they see a distinct prospect of advantage to be gained by doing so. At the same time, foreign industries have made gigantic strides, and in many branches of manufacture have become formidable rivals to our own in the markets of the world. The industrial interests of the country as a whole gain nothing from an exhibition unless they are represented upon equal terms with foreign industries." On the

contrary, the fault lies not with exhibitions, but with the exhibit.

All this complaint emanates evidently from the uneasy knowledge that the products of other nations not only compare favorably with those of the British manufacturers, but in many cases surpass them. It is painfully evident that the magnificent energy in the commercial supremacy is lacking to-day, and has been for many years. Decades ago British manufacturers decided to rest upon their oars, and sunk as a consequence to that enervating plane of conservatism. The sap of the nation is not dead; there is always as good grass to grow as ever grew. But while Britain rests other nations go digging on in their mediocre way, accomplish as much as she has done, and finally pass her—the tortoise and the hare over again. There is a stately, ponderous, even haughty dignity in all the movements of her commercial world which suggests nothing so much as a funeral cortege. Apparently the nervous energy of the Norman, which William the Conqueror infused into English blood, is absorbed by the less brilliant, phlegmatic Saxon.

EXAMINING BOARDS NECESSARY.

A few days ago the results of the semi-annual examination held by the Pennsylvania State Medical Examining Board at Philadelphia and Pittsburg, June 18 to 21, were made public. Of the 407 applicants who applied for registration as physicians 89 failed to pass. This high percentage of failures was the cause of considerable comment, and the president of the examining board himself went on record as declaring that medical schools continue to admit students who are utterly illiterate. These students, he says, "cannot pass even the simplest rudimentary examination, and to them medicine is a study entirely beyond comprehension. Just so long as colleges admit men of little or no preliminary education there must be a large percentage of rejections when they take the board examination. I wish to say emphatically that the granting by a college of diplomas to such men is a fraud." This arraignment is certainly a rebuke to those medical schools which do not possess a proper appreciation of their duties and responsibilities by admitting ignorant and unworthy men and it also shows the necessity of examining boards in medicine as well as in pharmacy. The boards stand between the people and inefficient doctors and pharmacists. The experience of the Pennsylvania Medical Examining Board shows also the wisdom of not accepting diplomas in lieu of examination for registration. As the conditions of medicine and pharmacy now are in this country, examinations can be the only true test of the candidate's efficiency. Of course, not all of the medical and pharmaceutical colleges are lacking in this respect, for most of them, we believe, do conscientious work. It is those of the other kind which are criticised.

ECHINACEÆ ANGUSTIFOLIA RADIX is used in the fresh state as a remedy for snake bites. It possesses sialagogic, mild antiseptic, and aphrodisiac properties. A fluid extract is administered internally in doses of 0.3 to 3.0 grams mixed with water.

BUSINESS PHARMACY.

The Experience of Druggists with Profit-Bringing Methods. Hints and Suggestions. Original Papers from Practical Business Druggists. The Various Phases of Drug-Store Management and Economy.

ACCUMULATION OF OLD STOCK.

By J. T. PEPPER, Woodstock, Ont.

One of the sources of loss that a drug store can suffer from is the accumulation of old stock which through age has become unsalable, or at least has depreciated in value. One of the worst features of this loss by accumulation of old stock is the silent and unnoticed way in which the stock collects. Not much notice is paid to one hot water bottle that does not seem to sell until it becomes soiled or grows partially stiff and hard and has to be thrown away, and thus becomes a dead loss. A few bottles of some patent medicine which has ceased to be advertised are left on the shelf because no customer has asked for them, and being neglected for a time they grow old and become soiled and lose a portion of their value as salable goods. There are some goods even in a drug store which are staple all the year round, and will be staple year after year, but the most of the goods that we carry in stock will lose something of their value by being in stock one year. The greatest losses from accumulation in a drug store will occur in the stock composed of sundries and patent medicines, especially the latter. It is so easy not to worry about the fact that a certain bottle or bottles of a patent medicine have been on the shelf for some time and have not been asked for. You console yourself by saying that it does not amount to much anyway, even if it does not sell, and that perhaps some day a customer may come in and ask for it, and then you will have it and not lose a sale.

One occurrence like this does not amount to very much, it is true, but it is repeated a good many times in most drug stores as the years go by, and after awhile if the druggist were to collect all the patent medicines in his store that should be entered in this list and make an inventory of them, the total might surprise him.

In the list of goods carried under the classification of sundries the same accumulation and depreciation in value takes place. Rubber goods, toilet articles of numerous kinds, combs, brushes, sponges, soaps, perfumes, etc.

New goods generally command a better price, and are certainly easier to sell than goods which have been in stock for any length of time. It is easier and more pleasant to sell a nice clean bottle of a patent medicine than one that is stained and soiled. It is easier and much more pleasant to sell a new syringe or atomizer than one that has been in stock for a length of time.

The difficulty in the sundries may be overcome in a large degree by always putting the old goods to the front when new goods are put into stock, and by the salesman, whether it is yourself or clerks, making it his object to get rid of the old goods first.

It should be the object of every druggist not to allow goods to remain in his store any great length of time. This rule of keeping goods as short a time as possible will work to advantage in keeping the stock clean. If you should get in some sundries that do not seem to sell at the prices asked, I would advise you to make an effort to get the jobber or manufacturer, as the case may be, from whom you obtained the goods, to exchange them for something else that you can sell. Failing this, reduce your price and try to sell at cost or a little over, if possible. I am opposed to the cutting of prices in drug store goods,

and do not advise it; but when you get stuck with goods and cannot get them exchanged, it is better, and it good business policy as well, to get them converted into money as quickly as possible, even if it is at a loss. The goods, if you keep them and do not sell them, you can do nothing with. If you have some money obtained by selling them at a small price you can use it to buy other goods that will sell, and so make more money, thus turning an apparent loss into a profit, and when you make up your mind to do this with any article or articles in stock, the quicker you do it the better it will be for you in a business way, and the better you will feel as well. The drug store that watches these points carefully can very often avoid a great many small losses and the accumulation of old dead stock which becomes an eyesore to every druggist.

In most drug stores the old or dead stock in patent medicines is scattered along the shelves among the good salable stock, and most druggists if asked if they had much dead stock among their patent would answer in the negative. A few out-of-date patents distributed among a fair-sized stock of patent medicines do not show up to any great extent to the visitor to a drug store, nor even to the druggist himself. Because he thinks he has little or no dead stock among his patents he never, or very seldom, makes any effort to sell a package that might be considered dead stock. A real good thing to do is to go through all your patent medicine stock and select all patents for which no advertising is done, or for which there is no demand—and put all this stock in one place in one of your patent medicine cases, and go to it and take a mental inventory of it every few weeks, so that you always know what is there, and then when customers come in asking for something good for a cold or cough you have an opportunity to recommend one of your old patent medicines, and it may be that you can recommend it just as conscientiously, and that it may do as much good as one of the more lately advertised patents, and you will have one less bottle of old stock and so much more money to the good.

HOW TO MAKE A DRUG STORE PAY?

By P. A. LIGNELL, West Superior, Wis.

Why! run your store right and get more customers. Well, we all know that, of course, but how to do it is the question, or how Mr. Editor?

My opinion is to simply apply business principles to our business, and the rest is easy enough. These principles are easy: Buy for cash, sell for cash and advertise.

Buy all the quantity orders you can, but never more than you can easily sell in six months' time, and never buy anything you cannot pay for in ten days. In that way your books are clear three times a month.

Sell for cash. Don't say it can't be done. It's disagreeable to refuse credit, but what is the use of extending credit to people who think they do you a favor when they pay their bill sixty or ninety days after it is due? If you cannot collect it you not only lose the amount of the bill, but also their future trade.

So then if you buy for cash only you have no bills or drafts to worry you, and your store will not be overstocked. And if you sell for cash only, there are no bad or doubtful bills to figure on. There may be instances of course where you cannot refuse credit,

The Era pays \$5.00 for each accepted contribution to this department. Proprietors and clerks are especially urged to relate their experiences and offer suggestions on all phases of the practical business side of pharmacy. Make your papers short, about 1,000 words (one Era page) in length.

but on those occasions it is best to remark: "You know that we never charge, but if you haven't the change with you just remember it till next time; we won't charge it." But after the customer is gone you may charge it for your own remembrance, and in most cases the customer who saw that you did not write it down will feel in honor bound to remember it.

The next thing after buying and selling for cash is to keep your expenses down. Be your own head clerk, and devote fifteen hours a day to the store. It is not pleasant, but we are trying to make the drug store pay, and afterwards, when we have made the old drug store pay enough, why then we can afford to employ a first-class head clerk and play the gentleman of leisure. There are many druggists who are losing from eight to nine hundred dollars a year on this item alone, and add that to the two or three hundred the majority are losing in discounts, and we have almost twelve hundred dollars loss.

About store management, window dressing, etc., I think very little can be written, because every man will do those things according to his own idea, and it is best so, because it gives the store its own individuality.

But the question on which a great many stumble is the treatment of physicians. It's either one extreme or the other; either pandering to one exclusive of all others, or bidding defiance to all by offensive counter prescribing. The middle course is the best. Treat all alike and sell them goods at absolute cost.

Then comes the question how to get more customers, and that is answered by "advertising." Use the daily newspapers, pamphlets, booklets, etc., if you have the knack for advertisement writing, but if you haven't don't spend your money in printers' ink, but spend it on beautifying the store, window dressing, illumination and good help. Printers' ink is a double-edged weapon; the truest friend to the one who can wield it knowingly, but the bitterest enemy (to the pocket-book) of one who handles it clumsily.

I presume the Editor will receive as many solutions to the question "How to make a drug store pay" as there will be answers, but I think we can trust each one to direct the small details of the business in his own way, if we only stick to a foundation of: "Buy for cash, sell for cash, advertise," and close personal direction.

A PROFITABLE SIDE LINE IN SMALL TOWNS.

By BEN G. JONES, Beaconsfield, Ia.

Optical goods are a very profitable side line in any town where there is no oculist. Spectacles lead first in profit and quick sale. Any druggist can with a little "posting" be able to fit any simple case of presbyopia, hypermetropia or myopia, as well as the average oculist. Of course diseased eyes, astigmatism, or any complicated case should be sent to an oculist. Numerous instruments for testing eyes are on the market at various prices. The optometer is as cheap and simple as any, and will answer the purpose very well until a better one can be afforded. It will test for presbyopia or old sight, and myopia or near sight. In testing for hypermetropia Shellen's distance test type is very satisfactory. Both optometer and test type may be obtained from any optical house; the former costing from 35 to 50 cents, the latter 15 cents.

The money invested is very small, and profits run from 200 to 500 per cent. No glasses should be sold for less than 25 cents; (fifty cents is better; it takes as much time to fit them as it does to fit five dollar glasses) and they should be the cheapest that can be bought. The sale of cheap glasses should be discouraged as much as possible.

I find that first quality periscopic lenses fitted in a solid nickel frame are excellent sellers to elderly people. These will give perfect satisfaction and retail from \$1.00 to \$1.50 per pair. Periscopic lenses fitted in a ten-year gold filled frame are good sellers at \$2.50 per pair. It is well to have Brazilian pebble

lenses in stock. With these you can give your customer the best that can be had. These will easily bring \$3.00 in steel frames, \$5.00 in 10-year gold filled or \$7.50 in 10k solid gold frames.

Any one starting this line with a limited capital or as an experiment, I would advise to buy a good assortment of lenses and frames separate, but a limited number of each kind of frames. By so doing he can supply his customers as well as if he had three times the amount invested in complete spectacles.

In selling a pair of spectacles be sure to insist that any pair not proving satisfactory may be returned. If good lenses are handled very few pairs will be returned, and even if some should be returned it will only be the means of selling many other pairs, for it will soon be noised around: "Go to — and get your spectacles. He guarantees a fit, and you will not get a pair that will do you no good as you are likely to if you buy from a traveling optician."

Cameras, telescopes, microscopes, etc., come under this head, and are profitable in certain places.

CRUSHING CASTOR SEED.

There are two methods of crushing castor seeds in India: One, the so-called European method or hot process, need only be briefly alluded to. The plant, which includes hydraulic presses, steam seed cooking mill and filtering or refining tanks, is very expensive, and though the process extracts a larger percentage of oil it is of lower quality, being tinged with a brown color, and fetches a lower price. In this process the seed is first crushed whole with its black skin on; after this first crushing, which under the hydraulic press reduces the seed to a bruised pulp and extracts a large proportion of oil, the cake is removed to the cooking and grinding mill where it is ground up fine and macerated by heat at the same time. This process makes it ready for a second crushing in the hydraulic press which extracts nearly all the remaining oil. The presence of the black skin and the heating process, however, destroys the purity of the oil, which even after filtration preserves a marked brown tinge. The other process is the cold drawn or so-called native process in which the "Dutch mill," so-called because, perhaps, introduced by the Dutch into India, is used. The "Dutch mill" is nothing more than two heavy iron uprights connected by two rods on which slide, by means of holes, thin sheet iron plates. One upright carries a screw thread into which a massive shaft, cut into screw form, works. This screw is actuated by long levers fitting into socket holes in a boss at its outer extremity after the manner of a windlass. The castor seed after being carefully shelled or divested of its black skin, and winnowed so that no black particles remain, is bruised and made up into little packets with thin muslin cloth. These are placed between the plates of the machine, one between each division, to the number of 40 or 50. The screw is then tightened upon them, two men working the levers windlass fashion till the oil is expressed. There is a limit of course to the power of manual labor, and the process does not extract the whole oil, much of which remains in the resulting cake. The shelling and winnowing process demands care, as upon the freedom from the black skin depends the purity of the oil; besides which this skin is of a horny and elastic nature and very resistant to pressure. This matters little under the enormous pressure of the hydraulic, but when manual labor is used the incompressibility of the skin would result in a loss of oil, by reason of the resistance offered to the action of the press. Although this process is called a cold process, it must be remarked that unless a moderate heat is applied to the plates of the machines to heat the seeds the oil will not flow freely. Heat is applied in practice by shallow troughs of lighted charcoal placed one on each side beneath the row of plates, but not under the seed being crushed. The "Dutch Mill," owing to its simplicity, is cheap to construct and easily worked by unskilled labor.—(Indian Gardening and Planting; Dr. Cir.)



GRANDE CHARTREUSE MONASTERY.

(Special Correspondence.)

FROM THE FRENCH CAPITAL.

Paris, July 31.

The French Chamber of Deputies, having voted the new "Associations" law, has now dispersed to the seaside and mountain resorts so appreciable during this dog-day heat. The gist of this hotly discussed measure is that no association (religious or lay) can legally exist in France without Governmental approval. It is hardly likely to touch such bodies as the General Association of French Pharmacists which (like many meritorious societies which live in the light of day and court, rather than shun, publicity and inquiry) was "approved" by the Minister of the Interior and the Prefect of Police when it was still in its tender infancy. The new law is mainly directed against the great religious bodies which here possess an indirect political power, appreciated with difficulty by those who have not lived in a Latin and Catholic land.

Monastic Pharmacy.

It is rumored that some of these communities will prefer to leave France altogether rather than submit. For instance, a report was spread that the monks of

The Grande Chartreuse

were about to leave their picturesque home in the Dauphiny Alps for Austria. This rumor was subsequently contradicted. The Chartreux have occupied this convent for some nine centuries, and when recently in the neighborhood, I decided on a visit, hoping to pick up some crumbs of information as to the manufacture of the celebrated liqueur familiar to your readers.

Alas! I had counted without my host. I had an uphill tramp of many miles, a frugal and fleshless dinner, a night in a room of ascetic discomfort (broken by attendance at midnight mass), and a visit to the gruesome cemetery, etc. All this uncheered by female society; our wives and sisters were sternly refused admittance to the building—unsullied by woman's presence for 900 years. (A penciled note on my cell shutters stated the contrary, but I was assured it was merely the writing of some jocular male). After thus mortifying the flesh I inquired for

the distillery, only to learn that it was two miles down the valley and strictly private; in fact I could discover neither bell nor porter's lodge in the high-walled and prison-like building. Such was my rest and only experience in discovering the secret of monastic distilleries.

The Chartreuse has, I believe, never been successfully imitated here, at any rate commercially. The Convent is supposed to make three million dollars a year profit from its sale. Their authorities proposed, some years ago, to put its sale into the hands of pharmacists, and an experiment was made. But the pharmacists, one regrets to relate, began cutting prices, and the confraternity objecting, decided to continue their former system of supply. A large glass of the liqueur, by the way, is served by the lay brother to each guest in the visitor's refectory of the convent, a singular termination to a monastic meal.

Convent Specialties

are numerous in France. According to official returns there are, among the religious bodies in this country, 268 pharmacists, herbalists and druggists, five "distillers of essential oils and perfumed waters, hygienic and medical," one doctor only, five "manufacturers of alcohol and venders of liqueurs wholesale and retail," nine chocolate manufacturers, etc. The Aiguebelle Chocolate, the "Eau des Carmes" (Barefooted Friar's Water), the "Toothwash of the Reverend Benedictine Fathers," and the "Jelly of the Sisters of St. Vincent de Paul," will be well known names to all familiar with French advertisements.

These, however, by no means exhaust the list. To quote the first I come across as I glance at the advertising pages of a publication, I find the Brothers of Ploermel offer pectoral lozenges, dentifrices, and antiseptic soap; the Maristes "Harquebus Water" for wounds and sores; solution of Bi-phosphate of lime, etc., the nuns of Moret barley-sugar, the Cistercians and Trappistines various liqueurs—one might fill a page did one care to afford a gratuitous advertisement to this class of business. I purposely omit the Tisane of Abbe' S—, the ointment of Brother M—, etc., which would make up an alphabet of ecclesiastically named remedies offered by duly qualified pharmacists in divers French towns.

The fact that a product bears a monastic name

would appear to facilitate its sale in many cases, for I am convinced that many of the liqueurs, etc., bearing such titles here are not actually made in monasteries. Take, for instance, the well known

Benedictine.

The handsome seaside factory at Fecamp is built in the most ecclesiastical style of architecture, and contains a museum where relics of the Benedictine order may be seen. This new building, erected in 1895 on the site of the one destroyed by fire in 1802, was formally opened and consecrated by the Bishop of Rouen with much ceremony, and we are informed that the original recipe for the manufacture of the liqueur, dating from 1510, was re-discovered in 1863. A monk, Bernard Vincelli, skilled in the use of simples, was deputed by the Abbot to gather local plants and brew an elixir or remedy for the marsh fever, then prevalent in the neighborhood. He succeeded so well that the fame of the preparation soon spread throughout France.

Be this as it may, I believe the modern distillery, dating from 1863, is run strictly on modern business lines and has no connection with the monastic order. M. Legrand is said to have spent four million dollars or more in advertising—not without success.

While on the subject of monastic orders I must just mention that the

Illegal Practice of Pharmacy

by members of religious bodies (nuns as a rule) is a standing grievance with French pharmacists. Occasionally a pharmaceutical society or syndicate takes up a flagrant case and obtains conviction. But the Court is apt to be lenient. The magistrates can hardly suppose the Sister of Mercy has acted from motives of personal profit; it is probably one of the really poor has benefited, and if a fine is inflicted it will be paid by the religious community out of the common purse. So the old struggle goes on, as it has gone on since Louis XIV's time, between qualified pharmacist and tolerated nun.

The French law is that no non-pharmacist has the right to compound or sell remedies. But as a matter of fact so long as the remedy is given to the poor, and not sold, a French magistrate will not convict. As M. Pontier and other pharmaceutical champions hold, this is not the law. It is for the qualified pharmacist alone to compound, and for the state or municipal authorities to pay for those unable to pay for themselves. But to obtain

Free Medicine

is one of the French peasant's specialties, and country doctors tell curious tales as to what lengths the frugal cultivator of the soil will go rather than pay a doctor's fee or pharmacist's bill. He likes to have something tangible for his money and prefers a big bunch of dried herbs as a remedy to the little cachets of quinine and similar drugs "which are so dear." The country clergy would not be human if they did not occasionally pander to the minor weaknesses of the members of their flock. A curious incident I heard of happened (of recent years) not a hundred miles from the Grande Chartreuse. A parish priest was removed from his post for moral misconduct. But he had made himself popular with his parishoners by prescribing (and I fear dispensing, too)—he had been a medical student ere he entered the church—that his revocation caused a riot. His successor was pelted with stones when he entered the village, and the whole population threatened to turn Protestant, and asked the use of the village schoolroom to celebrate service.

In the French Hospitals

the religious orders still serve as nurses in the provincial towns, and in the Hospital of St. Louis and the Hotel Dieu at Paris. The rest of the Paris hospitals have been "laicised." The advisability of this step is one of those semi-religious questions on which it is hard to gather impartial evidence. I will only remark that the French lay hospital nurse is not as a rule drawn from the educated classes, as in England; any lady desirous of taking up nursing as a vocation

would be more likely to enter a religious order.

But with regard to the

Paris Hospital Pharmacies

the question was settled nearly a century ago, and no one, I am sure, regrets the fact that these have been placed in the hands of qualified laymen. In fact, Paris hospital pharmacy is one of the pleasantest aspects of the profession in modern France. The head pharmacist of a Paris hospital is a scientist of merit—sometimes of almost international reputation. His aids are bright young fellows who, having more brains than cash have successfully passed the "Interne" examination, and are thus able, by their few hours' labor per day, to earn an honest living while they study in their spare hours for their pharmacy degree. The institution is, in fact, worthy of detailed description, but can hardly be considered within the limits of the present article.

COMMON LAW RIGHTS AND THE PHYSICIAN'S PRESCRIPTION.—Jervey gives the following summary of the common sense and legal status of the physician's prescription, so far as it has been defined (N. Y. Medical Journal): (1)—The patient has no legal nor other right to demand a written prescription or written directions from the physician. (2)—It is right and wise that the druggist demand and procure from the physician his written orders for the compounding of prescriptions. (3)—The physician has the undoubted right to designate what pharmacist shall fill his prescription. (4)—The written prescription is simply an order from physician to pharmacist. It is, through courtesy, and by virtue of custom and convenience, handed to the patient for transmission; but the latter has not, at any time, the slightest right of possession in the instrument. (5)—The druggist has at least the right of permanent guardianship (perhaps of outright possession) of the prescription, and he must keep it on file for reference and for any form of proper investigation. (6)—There can be no right, extenuation, or excuse for a copy of a prescription, with physician's name attached, to be taken by druggist, patient, or any one else, without the authority of the physician. (7)—The careful physician should invariably retain a carbon-paper facsimile copy of every prescription he writes. (8)—The druggist has a legal right to utilize any formula that is uncopied that may fall into his hands, but he cannot, unauthorized, use the name of its author in connection with it. In most states, however, statutes would bar his selling intoxicants or other poison except by direct order of physicians. (9)—If a druggist refills a prescription without the order of the physician who wrote it, he does so on his own responsibility, and he has no legal or moral right to leave or place the physician's name on the container.

CEREBRONE.—E. Woerner and H. Thierfelder (Pharm. Jour.; Merck's Report), have obtained from human brain a crystalline principle which they name cerebrone. It is obtained by extracting the brain substance with hot alcohol (4 per cent.) containing 40 per cent. of benzene, or 50 per cent. of chloroform. It is thrown out of the solution on cooling, and after purification, forms a white substance free from sulphur, phosphorus, and ash, neutral, and insoluble in water. When suspended in alcohol and heated to 50° C., the small globular masses become transformed into fine, glistening spangles resembling cholesterol. Cerebrone frits at 130° C. in a capillary tube, turns yellow at 200° C., and melts at 200-212° C. When boiled with hydrochloric acid, it yields a sugar identified as galactose.

EMODIN IN SENNA.—Tschirch and Hiepe report that senna pods yield more emodin (1.15 per cent.), than senna leaves (.7 to 1 per cent.). Alexandria and Tripoli senna yield more emodin than Tinnevely senna, the latter yielding but .8 per cent. Frangula yields 2.6 per cent. of emodin, Cascara sagrada 6 per cent., while rhubarb contains 1.5 per cent. (Sch. Woch. Ch. u. Ph.).

Emergencies in the Drug Store and How to Treat Them.*

By B. K. VAN NATEN, M. D.

In talking to you on the subject of emergencies I cannot help feeling that I am treading on ground just a trifle unsafe. Yet since the pharmacist is in so many cases the first who has to do that the wounded, those suffering from severe shock, or those, who either by accident or otherwise, are under the influence of poisonous substances it becomes one's duty as well as pleasure to throw what light he may be able upon the subject both from the standpoint of humanity where life may be saved and from the standpoint of the pharmacist whose reputation may as the case may be, be either saved or won. Almost at once I am confronted with the all-wise and omnipresent pessimist who shrugs his shoulders, looks at me pityingly, whispering "a little knowledge is a dangerous thing," swaggers off with his head elevated, his nose pointing heavenward with the air of a man who has, rather grudgingly, given to the world a new and brilliant idea. Yes, we meet this man on every side, he tells us the world is going wrong—at least the whole world but himself—that knowledge has reached its zenith and when a new idea which aims to the benefit and uplifting of humanity presents itself he again seeks to check the growth and development of the infant by saying again "a little knowledge is a dangerous thing." Well, granted this is true in some cases. One could easily imagine it to be true in the uneducated, over-confident individual, but I have no such people to deal with in this talk, but a thinking, educated class who have common sense and know how and when to use it. Yet in my opening sentence I said I felt that I was treading on unsafe ground, and unsafe in this way only. No two cases present the same peculiarities since no two individuals are the same. Two cases of shock may be as unlike as two cases of typhoid fever, and one must take in symptomatic details in applying treatment. I cannot give you treatment of specific cases. Such would be impossible until the case were presented and even then I might not be able to recommend the best treatment, but I shall aim to give you a few general facts, which may probably be of use to you in the majority of cases.

And in just such cases one needs first of all a presence of mind. Such are the times that, to use a common expression, "try one's nerve." The surroundings are in many cases such as are, to say the least, trying. An individual is knocked down in a seemingly deserted street yet, in less time than it takes to tell it, he is surrounded by an eager, curious crowd. Everybody waits on some one else to do something. Finally he is carried into your pharmacy. The crowd follows, eager to see this wise man bring the dead to life. Everybody is excited, everybody knows just how it happened, everybody wishes his neighbor to understand that he was first upon the spot, and everybody has by this time thought of something to do. You are advised to "lift his head," "loosen his head," "loosen his clothes," "give him some whiskey," "where is your ammonia?" "Are you bound to let the man die?" And so on until unless you have yourself well in hand, you know less about the position of the articles in your store than your unconscious patient. Stop for a moment, take a brace, think to yourself, "I will not allow myself to get rattled." Clear out your store, these people are doing no good and may be doing a great deal of harm. Insist upon these people leaving. It may make you unpopular for the moment, but in the end will gain for you their respect, esteem and, a point never to be overlooked, their custom. If you want help send for a doctor, tell him what you have done and then freely and entirely turn the case over to him.

In the next place use your common sense. Look at your patient narrowly, try to picture his condition and act accordingly. Stop and think. If your patient

is going to die in the time it takes you, or ought to take you, to think he'll probably die in spite of anything you could have done anyway. Does this man need stimulation, or is he already too much stimulated? Will he die if that bleeding is not checked—probably—then how is the best way to stop it? Because I or some one else has told you that we find cold water of use in morphine poisoning, don't subject every case to a shower bath at once, but ask yourself if the patient can stand it. Are there contra-indications? You are usually quite sensible, why not use it here? A good dose of common sense, injected directly into your own brain, will probably in the end be of more use to your patient than all your drugs on your crowded shelves.

Fainting.

Now one of the most common, even though it is often the least serious, is a condition of fainting.

It is hardly necessary to call your attention to the fact that there are many different grades of this phenomenon. One individual only says he feels faint, yet he is perfectly conscious and answers your questions directly. Another probably complains that things are getting dark, he gropes his way along the wall, yet he is still conscious and able, with a little help, to walk. Yet another suddenly loses all consciousness and falls heavily to the ground. It is to be remembered that cases of fainting are not in themselves serious, though the conditions from which they rise may be. The causes are many—sudden emotion as a fright, joy, etc., the witnessing of an accident, the sight of blood, pain, prolonged irritation, and many such are in the category of causes. So-called prodromal symptoms are usually present. The patient says that things are growing dark, he staggers slightly, he has a ringing in the ears, complains of giddiness and falls in an unconscious state. In the meantime, the face has become very pale, the lips dry and bloodless, the eyes usually partially closed. The paleness is of a peculiar color, not exactly white, but of a shade usually known as ashy. The unconsciousness is of short duration. The heart action is not impaired in the least, but is regular and full. The respiration shows nothing abnormal except that it may be a little more full and deep than normal. In short, the general condition of the patient is good and is nothing that should alarm one.

The treatment is well known. Loosen the clothing so that the respiratory apparatus may have every chance of acting. Get the patient to cool, fresh air. Keep the head low and apply stimulants to start the reflexes, such as dashing very cold water on the chest or the inhalation of ammonia. When the patient is in a condition to swallow, a glass of wine or hot whiskey is of use. One point I wish to call your attention to especially is to keep the head low. The loss of consciousness, the loss of equilibrium, the paleness of the face, all are indications that the head and brain are suffering from a lack of blood and we can help nature by placing the head low and thus making a path of least resistance for the blood on its way to the brain. I emphasize this point because nine people out of ten forget it and the first thing is to lift the sufferer's head on the knee and begin, soothingly, pushing back tangled locks and gently rubbing the head, and while this might be a pleasant sensation for one conscious, it is hardly a remedial agent.

Shock.

The second phenomenon, which is met quite commonly and allied to the above, is a condition of shock. Shock is said to be caused by an intense irritation of the peripheral nerves, especially attacking the functions of the heart and respiration. Here again the causes are many. Injuries to the vertebral column or the abdomen are especially liable to produce it. Further shock is caused by lightning, burns, a live wire, operative measures, pain, physical emotions, fear, etc. The so-called nervous or irritable individual is particularly liable to shock.

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Shock is chiefly characterized by weakened energy of the heart action and irregular action of the respiratory apparatus. The temperature always falls, consciousness usually remains, the patient knows what is going on around him, but takes little interest in the surroundings. The skin and visible mucous membranes are pale. The pulse is small, markedly slow, and often interrupted and irregular. The breathing is irregular and labored. The nervous symptoms vary so that two kinds of shock are spoken of. In one set of cases the patient is much agitated, he may groan or shriek or cry out with fear. Such is spoken of as *erethistic shock*. In the second and most common series of cases, and the condition we usually associate with shock in our mind, the patient lies quiet, is listless, partially conscious, and takes no interest in his surroundings. The countenance is sunken and the patient shows symptoms of marked weakness. This combination of symptoms is spoken of as *torpid shock*. Death may follow from the cessation of heart's action and respiration which gradually weaken until they cease.

The indications for treatment are—first, to get the patient warm. Wrap him in warm blankets and, if possible, apply hot water bottles. If these cannot be had, a vigorous massage is good to restore peripheral circulation. Heart and respiratory stimulants are indicated and probably the best is caffeine, given in strong coffee or hypodermically. Atrophine, if used, should be given carefully, since in large doses it may paralyze the respiration and thus add to the danger. The giving of whiskey or brandy has long been resorted to, but they are not direct heart stimulants, and do not seem to be of as much use as caffeine. They may by their depressant action remove inhibition and quiet the patient.

Heat Exhaustion.

Another condition quite commonly met with in the larger cities during the summer season is a condition of heat exhaustion and the still more common condition known as sun stroke. They may arise from exactly the same conditions. Yet they present clinical pictures which are opposites.

Prolonged exposure to heat, not necessarily the direct rays of the sun, often aided by impermeable clothing, physical exertion, and a lack of fluids in the body give us a picture of heat exhaustion. The patient is usually in extreme state of collapse and prostration, usually restless and often delirious. Face is pale, the surface of the body cool, the pulse small and rapid, while the thermometer would show the internal temperature markedly lowered—as low as 95° or 96°.

Here again one would attempt to get the patient warm by the methods mentioned. Hot drinks are indicated if the patient can swallow. A small amount of brandy or whiskey added to hot water would seem well. If the pulse be very small and rapid, strychnia would seem to be of use.

In sunstroke, on the other hand, we have a very different picture. The condition is most serious, death being at times almost instantaneous; in other cases, the patient barely survives an hour. However, the usual form seen in this latitude comes on during exposure to the direct rays of the sun with pain in the head, dizziness, a feeling of oppression and sometimes nausea and vomiting. Visual disturbances, such as colored vision, are common. Insensibility follows, which may be transient or deepened into profound coma, from which the patient never recovers. The picture is very characteristic and strongly contrasted with the preceding condition.

The face is deeply flushed of a bloated, purple appearance. The skin feels hot, the pulse is rapid and full, the temperature is usually way up, the thermometer registering 107° to 110°. The breathing is labored and deep. The pupils are at first extremely dilated, but later pass to the opposite pole of extreme contraction, and the case may be mistaken for morphine poisoning, the history being the sole guide.

The treatment is almost the opposite suggested in the last condition. Probably nothing has so good an effect as cold, rubbing the body with ice, putting

an ice cap on the head, or the free use of very cold water often has the very best effect. Cold drinks or cold enemata are of use.

Other than this I could only tell you to treat symptomatically, but probably by this time the case would have been transferred, and believe me when I say, gladly transferred, to an attending physician.

Apoplexy.

Another condition simulating to a certain degree the preceding is apoplexy. The patient is said to "have had a stroke." The cause of this condition is almost invariably a hemorrhage into the brain, usually at its base. The condition is a very serious one and often fatal. A few reported cases have presented such initial symptoms as dizziness, headache and giddiness. The usual mode of onset, however, is sudden. The patient, to all intents and purposes, is in good health; while reading his papers, eating his dinner or walking he is stricken. He becomes dizzy, suddenly loses consciousness and falls—when picked up he is found to be in a comatose condition. The face is flushed, the pulse hard and rather slow, the breathing is labored. The cheek at one side puffs out at each expiration. The eyes are partly closed, the eyeballs fixed or deviated to the paralyzed side. The pupils are rigid and contracted, the skin is bathed in sweat and the limbs relaxed. If the patient regains consciousness he is often found to be unable to talk and the paralysis of one side of the body is present. The whole condition, especially when the patient is unable to talk, is truly a pitiable one.

The primary indications for treatment are few, but should be carefully carried out, since on the care with which the patient is first handled determines a great deal his prospects of an early and complete recovery. Remember the cause—the bursting of a blood vessel at the base of the brain, the exuding blood causing the symptoms noted through pressure. Would it not seem wise then to keep the patient as quiet as possible and not fill him with stimulants, unless other symptoms absolutely demand them?

The patient's recovery depends upon the absorption of exuded blood, hence the less exuded the less the time of the patient's illness. So lay the patient in as nearly a horizontal position as possible, in which position the blood pressure will be reduced to the minimum. Ice bags or very cold water should be applied to the head and hot bottles to the feet. The lower extremities should be wrapped in cloths wrung out in warm mustard water—a cupful of mustard to the pail. A purge of one or two drops of croton oil is good. The reasons for this line of treatment are clear—the whole idea being to get as much blood away from the head as is possible and thus prevent further trouble. Of course, if the respiration begins to become irregular and the heart begins to become weak, stimulants are indicated.

If you carry out this line of treatment, even though you never get as much as "thank you" for your pains, you will at least have had the satisfaction of knowing you have done the best for the sufferer, have rendered valuable assistance to the doctor in charge, and have, in the face of excitement, shown yourself a rational and thinking being.

Drowning.

In this case you have the diagnosis already made, and, while such cases will probably not be brought to your pharmacy, yet any individual is liable, at all times, to be the first to arrive at the side of a drowning man. The only question arising is what to do.

The first thing noticed is that the individual is either not breathing, or is breathing with very great difficulty. The reason is not far to seek. The patient in his struggles has taken great gulps of water, some of which has passed into his stomach. Too much has passed into his air passages, and remembering the axiom that "two bodies cannot occupy the same space at the same time," we are not surprised to see him struggling for breath. So the first indication is to relieve the lungs and air passages of this foreign body. Probably the quickest and best method to do this is

to stand the patient on his head if you can, but if the patient happens to be a big man and you are not a Hercules, it may be impossible to do this. You can at least turn the patient on his face until the air passages have been relieved. If the respiration has stopped, begin artificial respiration at once.

Artificial respiration must be properly carried out if it is to be of use. Have the patient flat on his back. The most desirable position for yourself is at the patient's head. Then grasping both arms at about the elbows, bring the arms out and up. This expands the chest, forms a partial vacuum in the lungs, and the air rushes in. Then carry the arms back to the side and press on the chest walls with them. This forces the air out again. In this way we get a complete respiratory cycle. The movement should be rather slow and regular, averaging fifteen to twenty per minute.

The temperature is always low, and the next thought is to get the patient warm. The ideal way, of course, to remove the wet clothing and wrap the patient in woolen blankets, and if you have assistance this may be carried out. If you cannot do this, part of your own clothing would be very acceptable to the patient, and after you have been doing artificial respiration for some time, you will feel rather unselfish in the matter and say that he is welcome, since you don't want them.

The patient needs stimulation often, and if he can swallow a hot drink with some brandy or whiskey or a cup of strong, hot coffee, which you remember contains considerable quantities of caffeine, are certainly indicated if they can be had. Ammonia will sometimes aid in starting, reflexing, breathing.

Wounds.

In the present state of medical knowledge wounds do not hold out the picture of horror that they presented in former days. When a slight wound meant the loss of an arm, a leg, or in some cases the loss of life, or when the best to be hoped for was a suppurating sore which took weeks and months to heal, is it any wonder that the physician would almost as soon have a case of smallpox as a wounded finger? Nowadays the matter is looked upon in a different light. A wound must needs be very serious to cause much anxiety as to its outcome. The surgeon goes into the abdominal cavity fearlessly. The opening of joint cavities is almost a daily occurrence. And why? I think it is all summed up in the word "cleanliness." It seems to me that we can say here that "Godliness is next to cleanliness," instead of vice versa, as is usually quoted. Cleanly hands, cleanly instruments, cleanly dressings, cleanly wounds. Everything cleanly. Cleanliness has been the means of assigning wounds to their proper station.

Probably the first thing one attempts, however, is to stop hemorrhage, and here one has his greatest work to do. Nor can he always stop to think of cleanliness, but even in this case one may be careful.

Three principal ways present themselves in stopping hemorrhage. Compression along the course of the bleeding artery, compression at the bleeding point, and the use of styptics. The first calls for a knowledge of the anatomy of the human body, and need hardly be entered into here, though on a limb a tight bandage above and below the wound may stop the bleeding. Probably the quickest and surest method, when practicable, is to compress the bleeding point. This may be done with the finger, or better still when one can, by the use of the common artery forceps. One should first wipe away all blood when he will be able to see the exact bleeding point and can apply forceps. After which, if need be, the vessel may be tied. If the vessel is of any size it should be caught at both ends, since the anastomosis may be so free as to allow a great deal of bleeding if this is not done.

The last way is by the use of styptics. Styptics are of little use if the vessel be large, but if the vessel be small, even though they may be numerous, the proper use of styptics may be all that is required. Very cold or very hot substances are both of use as

styptics, and one or the other may usually be had at any place. Each acts by contracting the vessel wall.

Among drugs tannic acid and the iron salts have long held a high place. Of late years a new substance—suprarenal extract—has come prominently into use. The mixture of suprarenal extract and tannic acid is said to be especially good.

Don't be frightened then at the sight of blood. The ordinary individual can lose considerable blood and still survive. Be as cleanly as possible under all circumstances, keep the patient quiet, especially after using a styptic, else he will soon undo all your work by forcing the clotted blood from the mouth of the vessels which have thus been plugged.

Another form of hemorrhage which sometimes proves serious, is bleeding from the nose and here the same principles hold, though somewhat modified.

The idea of applying cold to the root of the nose or to the back of the neck has long been in vogue and will often stop hemorrhage from the nose.

When this and other common methods fail, it may become necessary to plug the posterior nares and this is not a difficult process. The ordinary soft rubber catheter found in every drug store is the best instrument to use. Tie a thread to the end of the rubber catheter and, keeping the catheter close to the base of the nose, push it back until it appears in the throat. The catheter can then be readily removed through the mouth and a cotton plug, saturated with a solution of tannic acid and suprarenal extract, or other styptics, is drawn up into the posterior nares. This simple operation will stop most any hemorrhage from this part of the body.

Hemorrhage from Stomach and Lungs.

Two other forms of hemorrhage are sometimes met with, these being a hemorrhage from the stomach, hematemesis, or from the lungs, hemoptysis, and some difficulty may arise in a differential diagnosis. The most common causes of hematemesis from the standpoint of emergencies are:

(1)—A diseased condition of the stomach wall, such as an ulceration or a cancer. (2)—Mechanical injuries, such as blows on the stomach region. (3)—Corrosive poisons. The condition, while serious, is not very fatal, the patient usually recovering, though he is left in a weakened condition.

Hemoptysis is, on the contrary, if at all extensive, a very serious affair. It is caused in practically all cases by a diseased condition of the lung, the most common being tuberculosis, though a slight hemorrhage is common in most cases of pneumonia, giving the so-called "rusty sputum," characteristic of that disease.

In making a differential diagnosis between these two conditions, several factors are involved:

- (1)—Previous history.
- (2)—In hematemesis the blood is vomited.
- (3)—In hemoptysis the blood is expectorated.
- (4)—Blood from the stomach is acid in reaction.
- (5)—Blood from the lungs is alkaline in reaction.
- (6)—Blood from the stomach is often in large coagula.
- (7)—Blood from the lungs is always in small coagula, or fluid.
- (8)—Blood from the stomach is often dark and mixed with food.
- (9)—Blood from the lungs is frothy, bright red, and mixed with mucous.

The primary indication for treatment are but few, the after treatment depending entirely upon the cause.

In either case the patient must be kept as quiet as possible. Such patients are usually frightened and anxious, and they may, under excitement, make the condition worse. Opium in some form has long held an enviable position in treating all internal hemorrhages, and probably its whole action depends upon this fact—that it quiets the patient and relieves his anxious state of mind. Ice to such is often employed, especially in hematemesis, and is of value. I need hardly say that giving of ordinary styptics is of little value in stomach cases, and is worse than useless in hemorrhage from the lungs.

Sprains.

By a sprain we usually mean the stretching or tearing of ligaments surrounding a joint. This, in itself, causes some pain, of course, but the greatest pain comes later with the swelling. The causes of swelling in these cases is the exudation of fluids from the overstretched blood vessels. The vessels on stretching, also become dilated, are overflowed, and the fluid escapes through their walls.

The most rational methods of treatment which present themselves are, first, to compress the tissues so as not to allow room for exuded fluid and, second, to constrict the vessels so that as little fluid as may be is brought to the tissues. Here again extreme heat or cold, together with pressure, are of the greatest value. Probably nothing is better than a bandage soaked in ice water drawn as tight as the patient can well stand. This should be kept on for some time and the patient may be saved considerable pain, as well as inconvenience from a swollen ankle.

Poisoning.

It will be impossible for me to take up all the different forms of drug poisoning, for I think I am safe in saying that most any, or at least the majority, of the drugs used now may, when taken in sufficient doses, give symptoms of poisoning which may prove fatal.

Perhaps, however, I may give you a few general facts which will apply to most cases, and it is to be remembered that in drug poisoning it is the prompt and often heroic measures that save life.

Alcoholic Poisoning.

One of the most common forms is the acute alcoholic poisoning. One's diagnosis depends upon the history of the case, if it may be had, and the odor of alcohol which usually may be detected. It is to be remembered, however, that every individual picked up on the street in an unconscious condition, with the odor of alcohol on his breath, is not suffering from this form of poisoning, he often being under the influence of other drugs, such as morphine. When an individual is seriously poisoned by alcohol, the condition resembles chloroform or ether anaesthesia. The patient is at first in a deep torpid sleep, from which he can only with the greatest difficulty be aroused. This passes to a stage of utter unconsciousness, from which it is impossible to arouse the patient. The respiration is very much labored and irregular, the heart also becomes slow and irregular. The face, which up to this time has been flushed, now becomes purplish or pale. It is said that should this condition last longer than ten to twelve hours, the patient rarely, if ever, recovers.

The treatment of such cases is to first evacuate the stomach. The patient should be put to bed and kept warm. Ice bags should be applied to the head to relieve cerebral congestion. If the unconsciousness be deep, respiratory and heart stimulants are indicated—caffeine and strychnia—and last of all artificial respiration (see drowning).

To evacuate the stomach emetics may be useful in some cases, though not in many, and the stomach tube should be used on all occasions when possible. The stomach tube is found in every well ordered and up-to-date drug store, and I am sure yours will be of this variety. A simple soft elastic tube is of the greatest use and the most easily passed. Passing a stomach tube is a very simple sort of operation and is, in most cases, devoid of danger, so that nobody should fear to try his skill. The tube is first to be moistened, then with the patient in a sitting posture, the head bent slightly forward, and the operator standing behind and to the right, the head is held with the left hand and supported by the body of the operator. The stomach tube is then placed in the patient's mouth, pushed back until it strikes the back wall of the throat, after which with a very slight amount of work it passes into the esophagus and thence to the stomach. Often it is found that just before entering the stomach a slight resistance is met with. This is the cardiac opening into the stomach,

and can usually be easily overcome by a very slight rotary motion. The contents of the stomach then pass through the tube, or the stomach may be easily washed by pouring water through the tube which, acting as a siphon, helped by the contractions of the stomach wall, cleanse the stomach as thoroughly as may be wished. When, as sometimes happens, the contents are not immediately evacuated, intermittent pressure on the stomach or passing water through the tube to remove any masses that may have plugged the end will start the process. The process may also be helped at times by having the patient bend slightly forward.

Morphine Poisoning.

Acute morphine poisoning is, next to acute alcoholic poisoning, the most common and is often mistaken for this form of intoxication. The patient is unconscious. All efforts to arouse him are fruitless. The respiration is very slow, the pulse regular, full, and of moderate speed, the face is purple and congested, the temperature low, the mouth and throat are dry and the pupil contracted to a pin point. The respiration becomes weaker, the pulse smaller and often quicker, the pupil remains contracted until just before death, when it dilates widely. The patient dies in this comatose state.

The treatment of such a case must be heroic and applied early. The stomach should be evacuated at once and the stomach-tube used every fifteen or twenty minutes afterward, since the drug is excreted into the stomach in considerable quantities. Stimulants are indicated and should be freely used, as also should every means to keep the patient awake. Dashing cold water on the skin, especially on the chest, is of use, thus reflexly helping the respiration. The patient should be kept upon the move. Walking the patient as long as possible and flicking him with wet towels are of a great deal of value in obtaining this result. Very strong, hot coffee has been used from time immemorial and is, from its contained caffeine, one of the best of respiratory and heart stimulants, or the alkaloid caffeine hypodermically itself may be used. The giving of spirits is dangerous, since after all they are depressing. When these measures fail, artificial respiration (see drowning) should be used. The artificial respiration should be vigorous and kept up for a long time, since enormous doses have been recovered from under its use.

Strychnia Poisoning.

This form of alkaloidal poisoning is not so common as the preceding, the ordinary physician seeing but few, if any, cases in his practice. The cases presented are usually in children, who have mistaken the tablets, in which it is so often prescribed for candies. The first complaint is of stiffness around the muscles of the neck and face. Soon it is noticed that a slight touch causes considerable movement, or that movement may be brought on by a bright light or even a current of air. The muscles begin to twitch and the patient passes into a tonic convulsion. This convulsion includes all the muscles of the body but the extensors, which being the stronger, overcome the flexors, and the whole body is bent backward and bowed so that the patient rests only on the back of the head and heels; the remainder of the body being entirely lifted from the table. The muscles of the face are drawn so that the patient usually exhibits a hideous grin. Respiration stops, the face becomes purple, the heart is very weak and fast, the patient is suffering agonizing pain and all together, this form of poisoning forms one of the most horrible pictures the physician is called to look upon. The convulsion lasts but a few seconds, the patient becomes normal again only to have the process repeated in a very short time. Death occurs during a convulsion from the fact that the respiration is never reinstated.

Treatment. Evacuation of the stomach. This may be rendered difficult from the fact that passing the stomach tube is liable to bring on a convulsion and it may be necessary to give a few whiffs of chloroform first. Tannic acid, either in solution or as strong tea, may be given to form the insoluble tannate, but

this should be removed soon, since it is easily broken up by the acid gastric juice.

To control the convulsions chloroform should be used. It is not necessary to induce deep anaesthesia, a few whiffs usually being sufficient to give the required result. Large doses of chloral are also indicated, the chloroform being only a temporary measure given until the chloral has had time to act. Of course, the surroundings of the patient should be as quiet as possible, since the convulsions are brought on only by external stimuli.

Arsenic.

Though this form of poisoning is not as common as it has been in the past, but the fact that it is very considerably used in the arts, in the formation of dyes, together with the fact that one of its salts, the arsenite of copper, is the principal constituent of "Paris green," and that its poisonous properties are well known, still make it a favorite means of death, accidental, suicidal, or homicidal. Arsenious acid has rather a pleasant, sweetish taste, so that it may easily be mixed with food without arousing the suspicion of the victim.

The symptoms appear rather late, an hour or so elapsing before the patient begins to complain of a feeling of constriction in the throat, difficulty in swallowing, and discomfort in the stomach region. This feeling soon becomes violent pain. The patient is purged, the stools resembling rice water.

The symptoms from the alimentary tract are accompanied by giddiness, cramps in the muscles, headache, soon to be followed by symptoms of collapse such as cold, clammy skin, pulse feeble and weak, and sighing respirations.

Treatment. Evacuate the stomach by means of a stomach tube or the use of apo-morphine. A mixture of magnesium sulphate of iron is said to be the chemical antidote, since they form insoluble arsenites. The symptoms of collapse are to be treated in the ordinary way already mentioned—warmth and stimulation.

Carbolic Acid.

This form of poisoning, still very common, arises usually from having taken a quantity by mistake or as a means of suicide. The diagnosis is usually quite easy, being based on the history of the case, the corrosion of the mouth and throat and the odor, which is characteristic. Accompanying symptoms are weakness, dizziness, headache, nausea and vomiting. These are followed by symptoms of collapse, such as pallor, weak, irregular pulse and respiration, while the body is covered with a cold, clammy sweat. The failure of respiration is the cause of death.

The corroded spots of the mouth are whitish, due to the precipitation of proteids, and are painless from the fact that carbolic acid, being a general protoplasm poison, destroys the sensory nerves. The odor can most easily be recognized in the vomited matter.

Treatment. The stomach should be evacuated at once with a stomach-tube and albuminous substances in the shape of milk or white of an egg should be administered. If these cannot be had, demulcent substances, as acacia, will serve to protect the mucous membrane of the stomach. Should unconsciousness come on, the ordinary method of stimulation and warmth are to be used.

Bichloride of Mercury Poisoning.

Accidental or suicidal poisoning may arise from taking the bichloride of mercury. The patient complains at once of harsh metallic taste, which is soon followed by burning pain in the mouth, throat and stomach. Nausea and vomiting soon supervene, the vomitus often containing blood. Diarrhoea with violent pain in the abdomen follow with watery, bloody stools. The symptoms from the alimentary tract are accompanied by collapse, and its ordinary train of symptoms before mentioned. Death may occur within an hour from shock, or the patient may linger for several days, and finally die of exhaustion. The primary indications for treatment are to wash the stomach through a stomach-tube, and give albuminous

substances or tannic acid.

It is hardly necessary to recall to your minds that in corrosive poisoning by acids the treatment should consist of alkaline mixtures, milk and white of egg, that the insoluble albuminates may be formed. Both emetics and stomach-tube are dangerous, from the fact that the corroded points may be punctured. The stomach-tube should be used, however, for the dangers from its use are not as great as the dangers of the poison without its use.

In conclusion, let me say I have avoided details as much as possible and have attempted to give you only practical generalities. Yet I have endeavored to give you principles which, if used, may help you out of an embarrassing position and may be the means of saving the life of some unfortunate. And let me beg of you to keep your nerve. Keep your head. Don't be in too much of a hurry, and do your best to act yourself—a reasonable, rational being. Then you will have upheld me in saying that in emergencies a little knowledge, rightly used, is not a dangerous but a good thing.

THE QUANTITY OF WATER IN FOODS.—

It is not very generally realized how much water is in solid food. Certain it is that no natural food is without water, varying in amount from 5 to 97 per cent., or only 3 per cent. short of pure water itself. Milk, of course, must be taken as the type of a complete food, and yet it contains, even straight from the cow, very nearly 90 per cent. of water, or, to be more accurate, from 87 to 88 per cent. That is to say, more than four-fifths of milk consist of water, and as this is the condition in which it is naturally furnished, the inference is that the fats, the sugars, and the proteids were intended to be taken in a diluted state. Indeed, the composition of other foods would teach the same thing, although, paradoxical as it may seem, some solid foods contain more water than does milk. This is especially true of vegetables and fruits. Thus the turnip contains over 90 per cent. of water, the cabbage nearly the same amount, and the cucumber and the vegetable marrow about 95 per cent.; while among fruits the strawberry contains nearly 90 per cent. of water, the apple 82 per cent., and grapes 80 per cent. Even the various meats used as food contain an amount of water far in excess of the amount of solid constituents. Thus three-fourths of beef and mutton consist of water. The housekeeper, perhaps, scarcely realizes, when consulting the butcher's price list, that three-fourths of the meat are water and are paid for with the rest at the rate of a shilling or more per pound. Lamb contains less water, namely 64 per cent., pork still less, 60.0 per cent., and bacon only 22.3 per cent. It would appear that as the flesh foods increase in the amount of fat the proportion of water, as a rule, diminishes. Coming to birds, the flesh of the fowl and duck contains about 70 per cent., while the flesh of the goose contains only 38 per cent., the last being another example of the fat increasing with a corresponding diminution in the proportion of water. Fishes contain from 40 to 80 per cent. of water. The egg, one of the most powerful of nutritives, contains 65.5 per cent. of water, the white, consisting of 86 per cent. and the yolk of 50.9 per cent. The latter, of course, is the more nourishing part. As a rule, foods containing a small proportion of water are not fit for human consumption until they are cooked, which commonly means reducing them to a digestible state by adding water and boiling or baking, and so when they are actually partaken of they contain a good percentage of water. Wheat flour, for example, contains only 12 per cent. of water, while bread contains nearly 50 per cent. It would appear to be necessary, therefore, that food should be in a decidedly moist condition before it is fit for use, and thus water plays a role in food which at first sight, perhaps, does not seem evident. Bacteria cannot live or act, except under a wet environment, and chemical change under absolutely dry conditions is impossible; therefore, without moisture life would cease and the great vital processes would come to an end. (The Lancet; Jour. Am. Med. Association).

SHOP TALK.

It is now the custom in one or two of the large tailoring shops along Chestnut street (Philadelphia) to affix the name of their "cutter" to the usual card, giving the house name attached to the coat collar in this wise—"SMITH & BROWN, Tailors, JOHN JONES, Cutter." The idea is that as the cutter is the one really responsible for the fit of the garments the signing of his name to the finished product will tend to make him more careful in his work and to stimulate him to better efforts to get his talents better recognized. In this custom there seems to be a good hint to the druggist. Would not the scheme work to the advantage of all concerned if the clerk who compounded the prescription should sign his name to the label in a suitable place, say at the bottom? It would seem so, for not only would this signing of his work tend to fix the responsibility for looks of the finished prescription, its accuracy, neatness, etc., on the clerk who compounded it, but there would also be in it a stimulus to the man to do his best, when he knew that his handiwork would be criticised as his and not as a vague anonymity. Besides, just as the tailors seek to give credit to the man who makes their reputations for well-fitting garments, it is no more than just that a skilled clerk should get credit for the prescription work he does, especially in a large store where many are employed. The idea is worth trial; let some of our "big stores" try it and report on its workings.

* * *

While strolling around Kensington, Philadelphia's great manufacturing district, where many old and quaint customs still are preserved, the Era man ran across a decided novelty (to him) in the way of cleaning windows. An old colored woman was peddling snails from a basket at the corner of Front and Norris streets, the snails, big fat ones with shiny shells, reposing on freshly sprinkled leaves until a customer came along. Thinking at first that the snails were being sold for eating, for many there eat snails, the old woman was asked about them, and to the surprise of the questioner told him that they were bought for window cleaning. She was easily led to tell all about her strange trade, and thus it was learned that many people in the older parts of the city still depend on snails to keep their windows bright and shining. The snail is dampened and placed on the glass, where it at once moves around and devours all foreign matter adhering to it, leaving the glass as bright and clear as crystal. This way of window cleaning might be turned to good advantage as an attraction in drug store windows—a few big snails crawling over the inside of the glass with a card displayed telling of the use to which they were being put. It is a novelty anyhow, and anything novel nowadays seems hard to get. There is a good demand for snails for aquariums, as they keep the glass sides clean, and snails may be bought from any of the dealers in fishes and such like.

* * *

Messrs. Lignell & Sodergren, retail druggists of West Superior, Wis., issue a little folder they call "Lignell's Yellow Book," which is a good bit of advertising. The subject of their ad is "Modern Pharmacy," and live, snappy text is used in elucidation. "It's a long, tiresome job to become a pharmacist," the ad reads; "First, you ought to have at least a high school education, because a deficient foundation is a drawback." The making of a pharmacist requires two long years of apprenticeship at little or no wages, a difficult examination for the license of assistant, two or three years in a drug store, and, as a finale, two years at a school of pharmacy, in all six or seven years. "Most professional men, after their three or four years' university course, hang out their sign for business, requiring but a few hundred dollars for office fixtures, but the pharmacist,

whose work is a combination of the professional and mercantile, must have three or four thousand." The public seldom realizes what time and expense go to make a modern pharmacist. The old-time druggist got his "know-how" behind the counter only, but modern pharmacy laws require a more thorough training. And the ad here terminates by showing how Lignell & Sodergren's pharmacy is reliable, efficient and has only those men in it who have gone through the training described. The first page of the folder has a remarkably fine half-tone interior of the store. The text is typographically good, on yellow paper, whence the name of the folder.

* * *

Stephen B. Conger, who has long run a drug store at Virginia and University avenues, St. Paul, Minn., has contrived a time-saving and money-saving device that will probably be adopted by other druggists as soon as possible. He has simple articles, which are most frequently called for—such as salts, sulphur, etc.—already put up in little boxes of heavy paper, of different sizes, according to quality, and labeled, all ready to deal out. It frequently happens that a customer darts into the store any says "Give me ten cents' worth of (so-and-so), quick, so I can catch this car." Mr. Conger supplies his wants instantly, the money is paid and not five seconds of time is lost. On the other hand, if he had to take from drawer or bottle, put up and label the small quantity called for, he would be liable in his haste to give overweight, a great deal more time would be consumed and the customer would miss his ardently desired car. Another advantage of this system is that the patron has a box to keep his purchase in, which is much more convenient than the ordinary wrapped and tied-up package.

* * *

As a place of public conveniences the drug store unquestionably takes precedence over all others. A druggist of this city, in a neighborhood made up mainly of big apartment houses and private dwellings, has established a new service. If anybody needs a butcher, a grocer, a doctor, a carpenter, a plumber, or anything, all that is necessary is to go to the telephone, which all the apartment houses and the majority of the private dwellings are fitted with, and give the order or direction to this druggist. He will answer for the rest. Also, for those of his customers who are away in the country, he will fill mail or express orders for anything that he carries in stock—and he has a large number of side lines—and also other things he can get through his jobbers. "Why, to-day," says he, "I'm sending, by mail and by express to various points varying in distance from ten to five hundred miles, thirty-eight packages, which aggregate a profit of about \$12.00. No, I don't intend letting summer carry off any of my business, if I can prevent it." Evidently he doesn't!

* * *

A druggist, whose store is in a rather poor part of New York city, is using a unique idea for bettering his business. He made up a folder, which he issued to his neighborhood and is still distributing on every occasion, containing an index of about all the commoner form of ills that the human being is heir to. Besides giving the common name, he identifies each complaint by describing the attending symptoms—being careful to advise calling in a physician where at all necessary—and recommends the use of certain preparations which he makes himself.

* * *

A good idea for advertising cigars was seen the other day in the shape of a neat little cardboard cigar case holding three cigars, on which was printed—"When empty take me to Blanks, 909 Blank street, and get me filled with Deliciosa cigars for fifteen cents." The cigar case is old, but the wording of the advertisement seems to be rather good, and worth repetition.

QUESTION BOX.

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of the Era. Copies of these may be obtained at ten cents each.

Bay Rum.

(X. Y. Z.) The best formula for bay rum we know of is that given in the Pharmacopœia. A "cheap" bay rum may be prepared from one of the following formulas. Bay rum to "stand up" well and remain transparent should contain at least 50 per cent. of alcohol, although it is often made with a less amount. The preparation when made up should be allowed to stand for eight or ten days, and then filtered in a well covered funnel through magnesium carbonate, previously rubbed into a paste with a little alcohol. Many customers prefer the addition of a small quantity of salts of tartar or borax, either of which may be added in the proportion of two drams to the gallon of bay rum, as desired:

(1) Oil of bay.....	2 fl. drams
Jamaica rum.....	1 fl. ounce
Alcohol.....	1½ pints
Water.....	2½ pints

This preparation may be made clear and bright by filtering through magnesia and charcoal.

(2) Oil of bay.....	1½ drams
Oil of pimento.....	45 minims
Acetic ether.....	1½ drams
Alcohol.....	32 fl. ounces
Water.....	32 fl. ounces

Mix the oils and ether with the alcohol, add the water, allow to stand several days, and filter through magnesium carbonate.

The Era Formulary gives the following formula:

(3) Oil of bay.....	6 fl. drams
Oil of pimento.....	1 fl. dram
Oil of orange peel.....	1 fl. dram
Tincture of orange peel, U. S.....	½ fl. ounce
White castile soap.....	4 drams
Cologne spirits.....	12 pints
Water.....	2½ pints

Dissolve the castile soap in a pint of water by the aid of heat; dissolve the oils in the cologne spirit, gradually add the solution of soap, tincture of orange and water, let stand and filter.

Tooth Powder.

(X. Y. Z.) A formula for a tooth powder which has the indorsement of a practical dentist was published in last week's Era, page 161. Here are some others:

(1) Precipitated chalk.....	2 pounds
Cream of tartar.....	2 pounds
Powdered gum myrrh.....	2 ounces
Powderedorris root.....	4 ounces
Powdered sugar.....	4 ounces
Powdered rose pink.....	8 ounces

Mix and run through sifter and mixer twice.

Carbolic Tooth Powder.

(2) Precipitated chalk.....	16 ounces
Boric acid.....	½ ounce
Powdered cinchona bark.....	½ ounce
Powdered pumice.....	1 ounce
Powdered sodium bicarbonate.....	½ ounce
Powdered saccharin.....	30 grains
Powderedorris root.....	2 ounces
Carbolic acid.....	1 dram
Oil of rose geranium.....	1 dram
Oil of cloves.....	10 drops
Oil of peppermint.....	5 drops

Mix and run through sifter and mixer twice.

Alkaline Dentifrice.

(3) Precipitated chalk.....	10 ounces
Heavy magnesium carbonate.....	10 ounces
Powdered cinchona.....	10 ounces
Oil of peppermint.....	40 minims

Mix well in a mortar the oil with an ounce of the chalk, gradually add the other powders, and sift several times.

You should also consult previous volumes of the Era in which have been published a great variety of formulas.

Solubility of Quinine and Camphor.

(N. F. P.) submits the following prescription:

Quinine sulphate.....	6 drams
Spirit of camphor.....	4 ounces
Fruit extract of belladonna.....	2 ounces
Whiskey.....	8 ounces

Mix. Shake.

Our correspondent writes that on mixing the quinine with the spirit of camphor and whiskey a gelatinous precipitate was produced. On warming the mixture the precipitate readily dissolved but was immediately deposited again on allowing the mixture to cool. He did not add any sulphuric acid, he says, because he was directed not to do so. He could not see the prescriber, a V.M.D., so he refused to send out the mixture, stating that he did not have the necessary remedies. He lost his time and also the cost of the medicine and now wants to know whether he did right or wrong?

We think N. F. P. should have sent out the mixture as he prepared it. The precipitation he has noticed is due to the insolubility of the quinine in the liquids of the mixture and also, by a partial separation of the camphor when the spirit is mixed with the weaker alcoholic whiskey. On warming both the quinine and the camphor are re-dissolved. As the mixture is undoubtedly intended for veterinary use we should have no hesitation in sending it out properly labeled, and accompanied with verbal instructions to the customer to slightly warm before attempting to administer it.

Writing Fluid.

(Manufacturer.)

(1) Powdered gallic.....	42 ounces
Gum senegal.....	15 ounces
Distilled water.....	18 quarts
Ferrous sulphate.....	18 ounces
Water of ammonia.....	3 drams
Alcohol.....	24 ounces

Mix in an open vessel, stirring frequently until the ink attains the desired blackness. This formula is said to give a deep black neutral ink that does not corrode steel pens.

(2)—Bruised Aleppo nutgalls, two pounds; water, one gallon; boil in a copper vessel for an hour, adding water to make up for that lost by evaporation; strain and again boil the galls with a gallon of water and strain; mix the liquors and add immediately ten ounces of copperas in coarse powder and eight ounces of gum arabic; agitate until solution of these latter is effected; add a few drops of a solution of potassium permanganate; strain through a piece of hair cloth, and after permitting it to settle, bottle. The addition of a little extract of log-wood will render the ink blacker when first written with. Half an ounce of sugar to the gallon will render it a good copying ink.

(3) Calcined sulphate of iron.....	1 ounce
Powdered gall nuts.....	1½ ounces
Vegetable gum.....	½ ounce
Festified water.....	1 pint
Digest until dissolved.	

Hair Restorer Containing No Lead.

(H. L. S.) The following are from the Era Formulary:

Persian Hair Restorer.

(1) Vinegar of cantharides.....	250 grams
Milk of sulphur.....	125 grams
Glycerine.....	2,500 grams
Oil of rose.....	20 drops
Distilled water, enough to make.....	10 liters

Jaborandi Hair Restorer.

(2) Sulphate of quinine.....	20 grains
Tincture of jaborandi.....	1 ounce
Glycerine.....	1 ounce
Eau de Cologne.....	2 ounces
Bay rum.....	2 ounces
Rose water.....	11 ounces

Dissolve the quinine in the rose water with the aid of 20 drops dilute sulphuric acid, and add the glycerine. Mix the tincture, cologne and bay rum, and add to the rose water mixture.

Resorcin Hair Restorer.

- (3) Resorcin $\frac{1}{2}$ drams
 Tincture of capsicum $\frac{1}{4}$ ounce
 Tincture quillaya 1 ounce
 Glycerin 2 drams
 Tincture of cantharides 3 drams
 Spirit of rosemary 1½ ounces
 Rose water, enough to make 8 ounces
 Use on hair night and morning.

Erasive Soap.

(Soap.) Try one of the following from the Era Formulary:

- (1) White soap 12 ounces
 Borax 1 ounce
 Salts of tartar 1 dram
 Oil of sassafras 1 dram
 Water 8 ounces
 Cut the soap in shavings and dissolve in the water by the heat of a water bath, add the borax and salts of tartar and boil till reduced to 1 pound; then, while cooling, add the oil of sassafras, and make into cakes of about two ounces.
- (2) Fuller's earth 15 parts
 French chalk 4 part
 Yellow soap 10 parts
 Pearl ash 8 parts
 Mix thoroughly, and make into a paste with spirits of turpentine. Color if desired. Form into cakes. A little of this detergent is scraped off with a knife and made into a paste with water and applied to the clothing.

Antipyrin and Tannic Acid.

(W. H. B.) "How should the following be compounded?"

- Antipyrin 1 dram
 Tannic acid 20 grains
 Rose water, enough to make 2 ounces
 Apply locally.

I tried compounding the prescription in three different ways and in each case a gummy substance was deposited.

Antipyrin is incompatible with tannic acid and the mixture cannot be put up without a reaction taking place. The prescriber should be informed of the difficulty.

Disguising the odor of Camphor.

(W. C.) There is probably nothing which will completely disguise the powerful penetrating odor of camphor. Of course, this odor may be partially masked or modified by such substances as coumarin, vanilla, etc. Camphor in liquid mixtures like liniments, may be pretty well covered by various essential oils, but just what substances are best suited for the purpose depends upon the manner or preparation in which the camphor is to be used.

Silvering Mirrors.

(W. G.) See Era of Nov. 8, 1900, and Jan. 31, 1901, pages 511 and 120 respectively.

Asthma Specific.

(W. E. M.) We cannot give the formula for the proprietary preparation you name.

MORPHIDINE.—Vongerichten (Berichte; Chem. & Dr.), publishes an interesting paper on this somewhat obscure derivative of morphine. When morphine is distilled with zinc dust, there is obtained, besides phenanthrene, a small quantity of a substance which is termed morphidine. This has, however, been shown to be a mixture of two bases, easily convertible into secondary bases by the action of tin and hydrochloric acid. Of these two bases, one has the formula $C_{16}H_{17}N$, and gives with methyl iodide, an iodomethylate which yields its corresponding hydroxy base. From its general behavior it appears to be a homologue of thebenidine. The other base, which forms the greater portion of the mixture, has the formula $C_{16}H_{17}N$, and appears to be closely related to the isquinoline group.

CLASSIFICATION OF RESINS.—From experience gained in a long series of researches on resins, A. Tschirch (Journ. de Pharm.) classifies those at present examined into three groups. The first, "tannol resins," contain esters of certain resin alcohols which afford reactions analogous to tannin. These alcohols are termed resino-tannols, and are found combined with aromatic acids. The tannol-resins include the "benzo-resins," benzoin, Peru and tolu balsams, gum acaroideis, dragon's blood, aloes, resin, and storax; also the umbelliferous gum resins, ammoniacum, asafoetida, and umbelliferous popanac. The second group is named "resene resins," from the chief constituents being indifferent "resenes," bodies which neither combine with alkalis nor show any other marked reactions. It includes the bursaceous resins, olibanum, myrrh, bursaceous popanac, Mecca balsam, various oleins, bellium, lacamahac, and mastic; also the dipterocarpaceous resins, damar, adeba resin, Gurjun balsam, and Manila copal. These resins contain no esters. The third group "terpene-resins," contains free resin acids, such as resinic acid. To this belong the coniferous resins, the resin of populus officinalis, the resins of copaiba balsam and Zanzibar copal.

CHEMISTRY OF ELDER BARK.—F. Malmec has isolated a new alkaloid, sambucine, from the bark and leaves of *Sambucus niger*. (Journ. Pharm. Chim., Pharm. Jour.). The disintegrated bark was extracted with alcohol acidified with tartaric acid; the acid residue, after evaporating the solvent, was first extracted with ether, then made alkaline with sodium bicarbonate, and again extracted with the same solvent. On the spontaneous evaporation of the second ethereal extract, small, extremely hygroscopic crystals were formed, which rapidly disappeared on exposure, melting to a colorless oily liquid, which, however, recrystallized in a desiccator over H_2SO_4 . The taste was bitter, and produced tingling on the tongue. The aqueous solution of the body gave marked precipitates with all alkaloid reagents. In addition to this base, a tannin, a purgative resin, and a yellowish red oil are present in the bark.

STUDENTS OF THE ERA COURSE IN PHARMACY PASS BOARD EXAMINATIONS.

"Two Sisters of Charity were present for examination at the recent meeting of the Ohio Board of Pharmacy. They were from the dispensing department of the Cleveland Charity Hospital. Neither of them had ever been in attendance upon a school of pharmacy nor had they been employed in a retail drug store. But they had studied pharmacy for several years and obtained their practical experience in the pharmacy connected with the hospital. That they had used their time and opportunities to good advantage was apparent in the character of the work they did when upon examination. It was refreshing to an examiner to meet the clear, intelligent answers given the questions, in simple but accurate terms. Evidently they had learned the importance of doing their work well, and could patiently labor and wait for an examination until entirely confident of success. What an object lesson to some young men, if they would but profit by it. In their haste to become registered, they adopt the quiz compend route to aid them in reaching the much desired result, to 'get success.' Not as a rule. An experienced examiner on a board of pharmacy can tell a quiz compend fellow by the time he has read his answers to five questions. A small wheelbarrow full of these worthless books may be gathered from the pockets of the young men who present themselves at every examination. The study of these kindergarten primers no more qualifies one for the duties of a pharmacist than the study of botany would fit a man to command an ocean steamship. Herein may be found a partial answer as to why 60 of each 100 applicants receive a notice, 'rejected.'"

The Sisters passed. They were worthy to become registered. They had toiled faithfully and their work was thoroughly done. They are the first of their order to appear before the Ohio Board, consequently the first Sisters the Charity to receive from it certificates of competency by examination."—THE MIDLAND DRUG-GIST, (Columbus, Ohio, June, 1901).

The Sisters referred to in the above complimentary notice, Sister Marcelline and Sister M. Mechtildis, both of the Charity Hospital, Cleveland, were students of the Era Course in Pharmacy. We congratulate them upon their success. We are glad to be able to add that such records are common for Era Course students.

NEWS DEPARTMENT.

N. A. R. D. NOTES.

Chicago, Aug. 10.

As has been already announced the 1901 Convention of the National Association of Retail Druggists will be held in Buffalo, N. Y., Oct. 10-12, 1901. The business sessions will all be held in the City Convention Hall, including the Committee meetings. The Convention Hall furnishes ample accommodations and it is believed there will be no other official headquarters, though this matter is still in the hands of the local entertainment committee. The chairman of the committee is H. J. Dimond, 330 Connecticut street, Buffalo, to whom all inquiries about accommodations should be addressed.

A circular giving full particulars as to cost of transportation, hotel rates, and all other needed information will shortly be issued and will be furnished from the Secretary's office. Next to the organization convention the annual meeting of the year 1901 will be the most important event in the history of the N. A. R. D. A great many delegates have already been appointed and it is likely that the attendance will outnumber many times the attendance at any past meeting.

In January last the Executive Committee of the N. A. R. D. authorized Secretary Woolen to begin at once the work of organization outlined by the National Association at its Detroit convention. As an experiment a competent man was engaged to organize county associations of druggists in the state of Indiana. This experiment having proven satisfactory the Executive Committee decided upon extending the work to other states as rapidly as possible, and the work has been pushed vigorously. There are now fourteen men at work in this department as follows: Jos. R. Noel, M.D., General Organizer; Chas. H. Tyler, Eastern Illinois; J. C. Singer, Central Illinois; E. R. Lincke, Western Illinois; Geo. R. Quarles, Northern Illinois; E. E. Chapman, Iowa; W. L. Post, Minnesota; Geo. R. Schodde, Wisconsin; Fred. C. Vincent, Michigan; W. W. Meeks, Indiana; N. W. Hoffman, Northern Ohio; R. H. Isor, Central Ohio; Chas. H. Hughes, Southern Ohio; E. C. Bottume, New York.

Taking its cue from the effective organization of the political parties it was decided that the only way to organize was from the bottom up. As a consequence the organizers in this department are effecting county organizations and going to one county after another in regular order, regardless of size, condition or number of druggists therein. Some associations have a very small membership but the work has been done so systematically, and so thoroughly that it has given rise to many commendatory expressions from proprietors and jobbers as well as the retailers themselves. No legitimate druggist is too small or too large for the N. A. R. D. to invoke his aid and co-operation. Every man doing a drug business within the territory embraced by the local association is approached, and if eligible to membership is urged to join. The proportion of druggists being brought into the association has thus far been 85%. A detailed report of the work done in the several states where the organizers have been at work will shortly be prepared for the pharmaceutical journals. At this time the number of associations formed is as follows:

INDIANA. The following county associations: Adams, Benton, Boone, Carroll, Cass, Clay, Clinton, Daviess, DeKalb, Elkhart, Fulton, Grant, Hamilton, Howard, Huntington, Jay, Kosciusko, Lake, LaGrange, Marshall, Miami, Montgomery, Newton, Noble, Pike, Porter, Pulaski, Randolph, Stark, Steuben, Tipton, Vigo, Wabash, Wells, White, Whitley. The following city associations: Alexandria, Anderson, Elwood.

ILLINOIS. The following county associations: Grundy, Henderson, Iroquois, Kankakee, Knox, Lake, LaSalle, Lee, Livingston, Logan, McLean, Mercer, Ogle, St. Clair,

Stark, Tazewell, Warren, Woodford. The following city associations: Sreator.

IOWA. The following county associations: Allamakee, Benton, Buchanan, Carroll, Clayton, Clinton, Dubuque, Fayette, Grundy, Iowa, Jackson, Jasper, Jones, Johnson, Polk, Winneshiek.

MICHIGAN. The following county associations: Allegan, Barry, Berrien, Branch, Calhoun, Cass, Eaton, Gratiot, Hillsdale, Jones, Ingham, Kalamazoo, Lenawee, Monroe, Ottawa, St. Joseph, Van Buren.

MINNESOTA. The following county associations: Blue Earth, Dodge, Faribault, Fillmore, Houston, Mower, Olmstead, Steele, Wabasha, Waseca.

MISSOURI. The following county associations: Adair, Clark, Knox, Lewis, Lincoln, Marion, Montgomery, Pike, Ralls, Randolph, Schuyler, Scotland, St. Charles.

NEBRASKA. The following county associations: Douglass, Gage, Lancaster, Otoe.

NEW YORK. The following county associations: Chautauque, Monroe.

OHIO. The following county associations: Preble, Van Wert, Williams.

The above named counties contain some cities of considerable size, such as Des Moines and Dubuque, Iowa, Omaha and Lincoln, Neb., Terre Haute, Indiana; Rochester, New York; East St. Louis, Decatur and Bloomington, Ill., and Lansing, Mich. Work in the other states will be taken up as soon as these can be reached.

The following has been received at the National Secretary's office:

"Cassopolis, Mich., May 18, 1901. On May 10th the druggists of this county were organized into an association at which time the following was adopted: 'Whereas the internal revenue tax on proprietary goods has been repealed by the national government, and whereas the N. A. R. D. accomplished the great bulk of the work which secured the above repeal; therefore by the Cass County Retail Druggists Association, in convention assembled, be it resolved, that we hereby demand that such proprietors as have not already agreed to do so shall restore the prices that were in vogue before the passage of the above act, and that the Secretary of the Association is instructed to record this resolution on the minutes of the Association and to forward a copy to the Secretary of the N. A. R. D. (Signed) F. M. Fink, Secretary.'

In Omaha, Neb., a cessation of the price cutting war has been effected. The Douglass County Association has reunited with the N. A. R. D. and is now doing excellent work. E. C. Bottume, an organizer for the N. A. R. D. having recently effected its organization. Good associations were also formed at Beatrice and Nebraska City. On his return to Chicago Mr. Bottume secured the affiliation of the Polk County (Des Moines) Iowa Association. While in that city the schedule price on \$1.00 proprietaries was advanced 4 cents above the former selling price.

The aggressive cutter of Galveston, Texas, has fallen into line with his fellow druggists in that city and prices on proprietaries have been restored to full figure. The Galveston druggists are loud in their praise of the N. A. R. D.

The state associations that have held their 1901 convention have almost without exception re-affirmed their loyalty to the N. A. R. D.

The "Imperial" Trade Mark is the insignia and a guarantee of quality in Rubber Goods. Any imperfections are done good by The Goodyear Tire & Rubber Co., Akron, O.

NEW YORK AND VICINITY.

AN EPIDEMIC OF FISH STORIES.

**Drug Section Overrun With Myths of Fishermen
Returning From Vacations.**

"It is queer how a man who is square and truthful throughout the year goes wrong annually after his vacation fishing trip," said Col. E. W. Fitch, of Parke, Davis & Company, with a significant nod toward his big "No Fish Stories" sign. He had reference to the heavy weight talk of G. L. Mariager, S. H. Carrigan, Dr. Takamine, H. Thornton and W. J. Carr, who, with Mr. Ritchey, of Bruen, Ritchey & Company, have returned from a fishing trip in the wilds of Canada, north of Ottawa, with a splendid stock of fish lore but no scales on their clothes.

"Now down in Kentucky, when I was a much younger man," the Colonel proceeded in a threatening tone, "we did some cat-fishing that was worth talking about"—but the Era man was gone. He has listened to enough fish talk the past week to stock an aquarium that would make the Battery institution look like a minnow.

According to Mariager, if the Parke, Davis delegation had attempted to eat all the fish they could have caught they would have contracted "Fin and Gill," the new disease which is making ravages among the South Sea Islanders. Mariager is the spokesman for the crowd on account of his fine voice and easy convincing style. But the team work is great. "That's right." "It was a shame to catch them." "Too easy," are chirped in artistically when Mariager gets into deep water. Mr. Ritchey is doing a solo down at Bruen, Ritchey & Company's.

C. E. Cornell, of McKesson & Robbins, comes back from Martha's Vineyard with a string of mythology that deserves a better audience than he gets in the fancy goods department. He tells sword fish yarns averaging 400 pounds, but modestly attributes them to the hotel land-lord, adding, however, with a flush of pride, that sword fish make very good eating. His stories include duels between the fish that wear their side arms in front, fierce charges and punctured boats, "men impaled on the dripping steel sword points"—Mr. Cornell did not seem to realize that he had gotten out of the water. The splendid 5½ pound blue fish that he caught are passed by with a word and a wave of the hand.

In view of this awful epidemic, a suggestion has been made that a new proprietary remedy for the ichthyological imagination ought to be put out before M. J. Breitenbach returns to precipitate a general plague. He is on his annual trip to Thousand Islands. Breitenbach is one of the most enthusiastic disciples of Walton in the city and if he were an ex-president or a present vice-president, Cleveland and Roosevelt could not get the space in the papers that properly belongs to Breitenbach. Before the collection on his wall was destroyed by fire, Breitenbach had the finest gallery of stuffed and framed specimens of the finny tribes to be seen in the country. His success as a collector is largely due to the fact that he never eats any of the fish he catches or buys, but hangs them up as illustrations in the narratives of his prowess with rod and reel, with which he regales his friends and out of town visitors. He hopes to duplicate his former fine collection of fish and fable on this trip.

TOM FRASER AT HIS OLD GAME.

That the versatile drug swindler and "dead beat," Tom Fraser, who has for years attempted to carry on his crooked operations under a name similar to that of the reputable firm of Fraser & Co., 262 Fifth Avenue, is still at his old tricks is evidenced by an order on one of the old blanks of the Duane street concern broken up by Era exposures, directed to a Peekskill, N. Y., dealer in wrapping and toilet paper. Fraser has carefully cancelled the old address on the order blank and has written "26 W. Twenty-first street", where he is posing as a wholesale druggist. Although warnings against Fraser have grown trite, it is well to keep him in mind, in view of his change of base and methods.

APOTHECARY OF THE OLD KEARSARGE.

**Veteran Druggist of the Civil War, George A.
Tittle, Now at Soldiers' Home—Oldest Living
Alumnus of N. Y. C. P.**

In Ward D of the Soldiers' Home at Kearney, New Jersey, is veteran of the civil war and a patriarch of the mortar and pestle, whose life history holds unusual interest for pharmacists. He is George A. Tittle, who, until four months ago, owned and managed a store at No. 246 Van Horn avenue, Jersey City, being in all probability the oldest active pharmacist in the country. He is 80 years of age.

When the Era man called at the home he received a cheery welcome from a neat little old man of erect carriage, with a clear blue eye and a snowy white beard and hair. He was reluctant to speak of his own life career, but a casual reference to the short stump of the missing index finger of his right hand put him in a reminiscent mood. The finger was lost in the famous naval engagement between the United States ship Kearsage and the terrible Confederate commerce destroyer, Alabama, off Cherbourg, France, June 19, 1864. Title was the surgeon steward, or apothecary, on the Kearsage. He was with Winslow in this capacity for three years, and served under Farragut for the same length of time on the Brooklyn, the first ship of the blockading squadron, patrolling off Pensacola. He has in his possession a long splinter, covered with dry blood, which he claims is the only piece of the Alabama that was ever recovered or is in existence. He is proud of his exclusive souvenir, which he extracted from the leg of a wounded British gunner, who was on the Alabama. Tittle has been at the home but a few days and is the center of interest among the "boys" in the old men's ward. He has a store of naval lore of the old navy that is fresh and interesting to these old heroes, whose greatest amusement consists in the exchange of experiences of the war time. He is a good story teller, retaining all of his faculties, even at the age of four score.

George A. Tittle believes that he is the oldest living alumnus of the College of Pharmacy of New York City, having graduated from that institution in 1849. He is apparently as energetic and ambitious as in his youth and chafes under the life of inactivity in the Soldiers' Home. He says that he never would have become a Government ward, however much he is entitled to it, unless he had grown ill, and insists that as soon as he is able to leave the ward, he will make an effort to get back into active work in the drug business. Tittle is widely known in Jersey City, having been identified with the retail line for over half a century. Although the greater part of his professional life has been passed in that city, he is a native of Massachusetts, having been born in Beverly, that State. He is unmarried and has no relatives.

HUDSON MAY HAVE TO ANSWER NEW CHARGE.

Troubles are likely to accumulate for Paul B. Hudson, former drug swindler who has been held to answer for grand larceny on a charge of stealing a trunk from the Park Avenue Hotel. He has never been punished for having secured drugs in this city by using the names of leading Philadelphia dealers, although he was fined \$500 for using the United States mails for fraudulent purposes, an extremely light punishment for a crime of the calibre he had committed. Most of the goods, which he obtained under false pretences were recovered, but a quantity of cocaine was lost by McKesson & Robbins, who are in consultation with District Attorney Philbin with a view of bringing a criminal action against Hudson. There is nothing to bar such an action, and if by any means the grand larceny charge should fail to stick, the man could be held to answer on this complaint.

The grand jury has indicted the swindler on the trunk stealing charge. His offer to make a money settlement with the complaining witness, Samuel Butter-

worth, far in excess of the value of the trunk, which Hudson took from the Park Avenue Hotel on July 30, seems to indicate that the prisoner realizes that there is no escape from a term in the penitentiary. The proffered money has been refused by young Butterworth and the hotel management, and Hudson will not escape so lightly as he did on a former charge of using the mails for fraudulent purposes. The course of justice in his case is being closely watched by several jobbers, among them the New York Quinine and Chemical Works, Ltd., with a view of holding him for his former crooked deals in the drug business, if he does not get his deserts on the grand larceny trial.

Death of Dr. W. J. Cadmus.

Dr. W. J. Cadmus, one of the oldest druggists in Jersey City, and an active member of the Jersey City Druggists' Association, died suddenly of heart trouble at his home in Paterson on August 3. He had been suffering from the effects of heat since the trying days of early July, but his ailment had not been considered of a serious nature. Dr. Cadmus has also been a practicing physician from 1879 to 1890, since which time he devoted his entire attention to his drug store at No. 229 Newark avenue. He had been in business in Jersey City for over 40 years, having been located in his present place of business for 22 years. Deceased was 61 years of age. He leaves a wife, who resides at Paterson, and two brothers, located in Passaic, N. J. The burial took place on Tuesday at the Cedar Lawn Cemetery in Paterson. The Cadmus pharmacy will continue under the management of the doctor's executors.

NOTES.

—Thomas P. Cook, of the New York Quinine and Chemical Works, the New York member of the exhibit committee for the St. Louis convention of the A. P. A., reports a brisk demand for space and says that the committee will be able to select one of the most interesting exhibits of drugs, chemicals and appliances ever prepared in this country. The list includes drugs, chemicals, apparatus, books, charts, historical and antique objects, prescription helps, and novelties of all kinds.

—Arthur A. Stillwell, dealer in essential oils, 164 William street, is an enthusiastic golf player. Not long since he took part in a big tournament at his country home at Greenwich. There were fourteen players, and Mr. Stillwell was a bad fourth. In making confession of having finished at the foot of the class to a friend, his Scotch was so bad that the friend could not give an intelligent account of the game to the Era man.

—Miss Esther Newman of No. 122 Prince street, Newark, N. J., who recently graduated from the New Jersey College of Pharmacy, is dead as a result of an operation for appendicitis. She had intended to open a store near her home. Miss Newman was the daughter of Rabbi Newman, widely known as a brilliant Hebrew scholar and orator.

—H. G. Shaw, of McKesson & Robbins, is back after a pleasant two weeks at Seconnett, near Newport. He reports the fishing fine, but acknowledges that he had the amateur's luck. C. E. Cornell, of the same firm, who has been spending his vacation at Edgartown, Martha's Vineyard, with his family has also returned.

—Preparations are already being made for the celebration of the Golden Jubilee of the New York Deutscher Apotheker-Verein, which is to be held October 1 to 3. Carl Schur is chairman of the committee of arrangements. The banquet will be held on October 1 and the "Kommers" on the 3rd will make an eventful day.

—The management of the Buffalo Pan-American Exposition has imposed restriction on the use of cameras in the grounds and issues a permit for kodaks, specifying size of plate and barring tripods. The kodak need not pay for his privilege and must contract not to use pictures for stereoscopic views.

—A disastrous fire in Cantarow's pharmacy at Hartford, Conn., on August 10th was caused by the boiling over of a pan of syrup, which had been placed on a gas stove.

Little of the stock was saved, the rear of the building being a mass of flames when the fire was discovered. The loss will be nearly \$2,000.

—John E. Serwe, who has for many years been the San Francisco representative of the Lazard, Baileys Co., of 12 Duane street has formed a partnership under the style of the Clegg-Serwe Mercantile Company, which will handle several different lines of goods.

—John J. Chambers, who has been in the retail drug business for 15 years at Middletown, N. Y., has sold out to his brother and will retire from business. He has promised to pay his creditors from the proceeds of the sale of real estate, which he owns.

—A large number of the officials of Schieffelin & Co. are away on vacations this week. Among those who are seeking recreation are Colonel J. W. George, W. E. Coffin, E. B. Livingstone, A. J. Cramp, J. M. Gray, W. H. Ebbitt and C. A. Bauer.

—F. W. Herbst and family, of Columbus, Ohio, have been visiting relatives in New York. Mr. Herbst's visit was saddened by the sudden death of his mother last week. He is a well-known member of the Ohio Pharmaceutical Association.

—The drug store at Ake Hopatcong, N. J., has been closed by Joseph Miller, the proprietor, on account of the dullness of trade at the resort. Miller is contemplating a move to Plainfield, N. J.

—W. K. Mattern and H. F. Smith of Parke, Davis & Co. have gone west to Detroit to post up. It is the custom of the company to send representatives west annually for this purpose.

—Dr. James W. Robertson, of Leitchfield, Minn., made several calls in the drug section last Saturday. He is on his way abroad, having been called by the sudden illness of a patient.

—Col. J. W. George, of Schieffelin & Company, left last Saturday for a three weeks' vacation to be spent down east. He has kept his place of retirement a secret.

—The drug store at Cranford, N. J., formerly occupied by W. J. Hart, who absconded, has been leased by John Marlen, who will open up a store on the premises.

—C. Golden has left the Sherman Square Pharmacy at Seventieth street and Broadway to accept a position in the store of E. W. Babcock at Amagansett, L. I.

—Visiting druggists on the Drug Club register are: J. D. Owen, of Clarksville, Tenn.; P. J. Torney, of San Francisco, and J. M. Bissell, of Navasota, Texas.

—Merek & Co. suffered a loss of \$100 last week by a fire in the store at Nos. 13 and 19 University place, chemicals on the ground floor being damaged to this extent.

—J. W. McCartney, buyer for the Drake Brothers' Company, wholesale and retail druggists, Milwaukee, Wis., is in the city in the interests of his firm.

—Manager William M. Warren, of Parke, Davis & Co., sailed on the 5th from Liverpool on the steamship Oceanic which is due to arrive yesterday.

—E. A. Schaefer, who is the proprietor of two large retail drug stores in Pittsburg, made a business trip to this city last week.

—David W. Kent, of R. W. Robinson & Son, has returned from a two weeks' vacation spent at Old Point Comfort, Virginia.

—H. N. Daneke, the Baltimore manager of Sharp & Dohme, was the guest of J. L. Hopkins at the drug club last week.

—General Manager Ernst Stoffregen, of Sharp & Dohme, has left with his wife for a two weeks' outing at Mount Kisco.

—George E. Pearson, a retail dealer of Hopeful, New Jersey was the guest of S. H. Carragan at the Drug Club last Friday.

—A new retail store is that of Charles Dichter, first vice-president of the Drug Clerks' Circle, at No. 21 First avenue.

—P. A. Raby of the Evergreen Chemical Company has left for a three weeks' business trip through Pennsylvania.

—Alonzo T. Dargan, who is with Sharp & Dohme, has gone to Atlantic City to enjoy a vacation of two weeks.

—W. W. Tamlyn, of Whitall, Tatum Co., is away on a two weeks' vacation. He will return this week.

—Dr. P. W. Brakeley, retail druggist of Glen Island, made several calls in the drug section last week.

—Henry Klein, a prominent pharmacist of Birmingham, Ala., was a visitor in the drug section last Friday.

—Dr. L. A. Van Dyke, a Chicago druggist, was a guest at the Drug Club on the 9th.

—E. A. Schafer, a Pittsburg retailer, made a business trip to this city last week.

—Charles O. Weisz, of McKesson & Robbins, visited the Pan-American last week.

IN AND ABOUT BOSTON.

NEW CHANGE IN A PHARMACY WITH A HISTORY OF HALF A CENTURY.

Boston, Aug. 10.—The interest of the late Frank E. Lee, in the drug business of A. Lee & Son, at Manchester-by-the-Sea, Mass., has just been bought by B. L. Allen, who, together with Charles O. Lee, will make up the partnership in the business. The old firm name of A. Lee & Son has stood prominently for the last half century or more among the business interests in Manchester and the pharmacy is well known far and wide in Essex county, the "garden county" of Massachusetts. Manchester is the famous summer resort where are found year after year so many wealthy occupants of handsome cottages owned by residents of Boston, New York, Philadelphia, Washington and other cities. This season the Spanish, French, German, Swiss and other legations from Washington have taken up their residence there for the summer. Lee's pharmacy benefits largely from all this summer population.

A Pharmacist Back From a Year's Stay in Mexico.

Boston, Aug. 10.—William H. Butler, a former resident of Brookline, where he was the proprietor of a large pharmacy, is at home again, after a year's travel in Mexico. Mr. Butler made his headquarters at Oaxaca, a small place on the western coast of that country, and some distance from any city. He now has large mining interests there and so intends to make Mexico his permanent home, after closing up his business affairs in this part of the country so that he can return, taking his family with him. It was just about a year ago that he sold out his drug business to Philip A. Nordell, a reverend gentleman, perhaps more familiarly known as Dr. Nordell, who now combines the two professions of pharmacy and the ministry, and who still is active in both. Dr. Nordell, before coming to Brookline, was long associated with a pharmacy in Philadelphia, Pa., and as a Baptist divine he frequently substitutes now at one of the churches of this denomination in Brookline.

Little Change in Trade Conditions.

Boston, Aug. 10.—Trade conditions remain about the same as a week ago, with very little change in any of the commodities. Hot weather always creates a great demand for the products of the soda fountains, which naturally play a very large part in the revenue line with druggists. In this respect, business has been better the last few days than it was a week ago. Alcohol continues in good demand and with the price quite firm. Among chemicals the price of nitrate of soda fluctuates somewhat, but the rest of the list shows few changes. Almost all drugs remain at about the same figures with a fair demand for each. There is little demand for dye stuffs with indigo about the most quiet in the list, although the indications point to a heavier demand later with stiffer prices.

NOTES.

—G. C. Prescott, formerly in the employ of the Jaynes Drug Company, and well known to many in the drug trade in this city, and who recently has been the owner of a cigar store at 15 Water street, this city, has disappeared from his usual haunts and also from his home in Somerville, where he left a wife and two young children. When last at his store, he left the place in charge of a clerk and later in the day this clerk received a letter from Mr. Prescott saying that he should not be back that day and enclosing the key to the store, with the request that the clerk close the place at night. Since that time, Mr. Prescott has not been seen either at his store or at his home, although his wife states that she knows where he is. It is hinted that all may not be right regarding his association with an organization for which he had charge of funds.

—John Eagan, the youth who was arrested last week on the charge of breaking and entering Lewis's drug store at the corner of Portland and Merrimac streets, this city, and further charged with the larceny therefrom of a large quantity of cigars and cigarettes, stated that he had nothing to say when he was arraigned in the court, one day this week. He therefore was held in \$1,200 bonds for appearance later before the grand jury.

—W. F. Cox, formerly president and director of Cox & Co., Inc., manufacturers of druggists' labels, boxes, etc., Sudbury Building, this city, has resigned and also transferred his stock, severing his connection with the company altogether. Frank C. Dennis, acting president, says the business will be continued under new management and with new heads of departments.

—Hon. John Larrabee, mayor of Melrose, and of the drug firm of Stearns & Larrabee, has received word that his son, John H. Larrabee, who is employed in the hydrographer's office of the United States navy, has been promoted and has been detailed for temporary duty as draughtsman on the United States ship Eagle. The appointment goes into active effect about September 1.

—What once was W. F. Weld's drug store, Ferry street, in the East End of Malden, which later became Loring & Co.'s store, is now known as "Whittaker's," having passed into new ownership. Mr. Whittaker formerly was employed at Ferguson's pharmacy in Cliftondale, and previously to that was employed at Bulfinch's drug store in Lynn.

—For the purpose of manufacturing machines to carbonate water and other liquids, the New England Static Carbonating Company has been organized, with a capital stock of \$300,000, of which nothing has been paid in, as yet. Charles F. Berry, of Boston, is president and Frank H. Morgan, of Cambridge, is treasurer of the new company.

—W. B. Southworth, one of the old-established druggists of Malden, where his pharmacy is located on Pleasant street, the main business thoroughfare, has been enjoying a little respite from business cares in a visit to Wellfleet, on Cape Cod, where his family has been for some time.

—Fall River people have a new pharmacy, which is that of John Lannan & Co., situated near the Chase Mills in that busy city. Harry Carter, who used to be a clerk for Henry Maxwell, a Lynn druggist, is manager of the new store.

—C. H. Perry, a traveling salesman for the Eastern Drug Company, for whom he covers Massachusetts, is planning to go to Buffalo, to the Pan-American Exposition, for his vacation, which will come the latter part of August.

—When the entire renovation of Grover's drug store at Winchester is finished, it will make that place one of the handsomest pharmacies in all Massachusetts. It is a notable addition to the business interests of Winchester.

—A trip through the White Mountain region in New Hampshire is being enjoyed this month by Joseph S. Walsh, long a clerk in Forest's drug store in Lawrence.

Customers who buy Four-Fold Liniment are pleased, and come back for a second bottle.

PHILADELPHIA.

THE STORAGE OF EXPLOSIVES.

Philadelphia, Aug. 10.—The recent explosion on Locust street, whereby five houses were demolished and a number of persons were killed and injured, has started anew the agitation against the storage of gasoline and explosive substances in the city proper, an agitation quite unwarranted as far as its demands for new laws is concerned, for these are ample, but quite deserved, if it will secure a rigid enforcement of them by the authorities. "Inspections are largely a farce," is what a prominent insurance man said the other day, and it looks like it, when in almost any little corner grocery store is material to blow it and its neighbors sky-high. The ordinance enacted April 2, 1901, at the instance of the Trades League and Insurance Associations will, if enforced, provide ample protection against the storage of explosives in dangerous quantities. Under it, seven classes of licenses are to be issued from the mayor's office, two of which, for gasoline, etc., on payment of fee, the others without charge. As certain of these clauses affect both wholesale and retail druggists, it seems worth while to give them with the note that there is a heavy penalty for their violation:

"Class B.—Chemicals, * * * etc., in packages: saltpeter, not to exceed 25 pounds; peroxide of sodium, not to exceed 5 pounds; permanganate of potash, metallic potassium and sodium, not to exceed 5 pounds; nitrate of soda, ammoniac, strontia, baryta and lead, not to exceed 25 pounds; chloride of soda, not to exceed 25 pounds; phosphorus, not to exceed 3 pounds; provided—that the articles named are kept in a fireproof brick vault and the phosphorus is kept under water." Exempt from fee.

"Class B1.—Chemicals and combustibles in packages: sulphuric ether not to exceed 1 carboy; acetone and bisulphide of carbon, not to exceed 1 drum; sulphuric acid, not to exceed 25 pounds; nitric acid, not to exceed 5 carboys; fuming nitric acid, not to exceed 35 pounds." Exempt from fee.

Space will not permit the giving in full of the text of this ordinance, but every wholesaler and manufacturer should procure a copy and familiarize himself with its provisions lest he be refused his insurance in case of fire or be arrested for violating the law.

A Dull and Quiet Week.

Philadelphia, Aug. 10.—This has been a dull and quiet week in both wholesale and retail drug lines, very little business is being done outside of the routine orders, and quite a number of prominent local druggists have taken advantage of this to make a flying trip to the seashore or mountains. In spite of the number of people away, the city still seems crowded, and one wonders where all the crowds at the seashore come from; still, lots of people are away, as is shown by the falling off in the sale of soda water in the big downtown stores. Grave fears are expressed that the steel strike will seriously cut into the fall business of the wholesalers, if it continues any length of time, for the business of Pennsylvania is so intimately bound up with the steel and iron trades that what harms one harms all. As a small matter, the strike will cause almost complete cessation of shipments of chemicals and glassware from this city to the laboratories of the big mills, much of these now being supplied by firms here.

Actress Took Too Much Medicine.

Philadelphia, Aug. 10.—Considerable excitement was caused here a day or so ago by the report that a well known actress had committed suicide with poison she had coaxed out of an impressionable young drug clerk employed by a Philadelphia druggist located at Asbury Park, and vague rumors of the following suicide of the young man were hinted at. The whole story finally resolved itself down to the fact that Miss Mabel Morrison, a daughter of the well known actor, Lewis Morrison, had taken by mistake an overdose of tincture of nux vomica prescribed for her by a physician, and was made very ill, but was treated in time and is now out of danger. So perishes hopes of a romance of the seaside drug clerk.

NOTES.

—Deakayne's Pharmacy, Kentucky and Pacific avenues, was the victim, Monday night, of a crowd's wild impulse to drag an injured person into a drug store, regardless of the wishes or welfare of the proprietor thereof. A man who had been badly gashed by a rival in love was brought into Deakayne's drug store by the usual mob of silly people instead of sending for a doctor, and the drug clerks had to turn out and attempt to stop the flow of blood and mop up the mess until an ambulance came—for all of which they got not even a "thank you." It is a shame that a drug store should be thought legitimate prey for everything and everybody, but when it comes to ruining a fine flow with blood when there was a hospital nearby, it's about time to shut one's doors.

—The Locust street explosion Monday night shattered the windows in stores and dwellings for blocks around, yet, strange to say, the windows in Druggist Pollard's store at Eleventh and Locust streets, were not affected in the slightest degree. It was owing to the fact that the drug store doors were open at the time when the concussion came, so that the currents of air could sweep on both sides of the glass, the well known law of equalization of pressures, for all the other stores in the neighborhood were closed for the night and got the full force of the blast from one side only. So here's an argument for druggists keeping open late at night—in case a neighbor blows up his store the druggist will not have his windows broken.

—Messrs. A. C. Smith, of Miller Drug Company, and Ed. Weaver, of Harris & Bernis, have gone on a fishing trip along the Susquehanna as guests of H. H. Snyder, president of the Lancaster Fishing Club, with Safe Harbor as their headquarters and place of refuge. Rumor says that they have taken a telephoto lens camera along with them to photograph the fish in the water just "before they get off the hook," these always being the largest fish a fisherman ever catches. Luck to them.

—Dr. E. C. Warg, who has a drug store at Eleventh and Arch streets, is spending his vacation with his family at Atlantic City. Among other prominent Philadelphia druggists who are enjoying the breezes of Atlantic City are Emile Ott, of Fifth and Pine, and J. J. Finney, Thirtieth and York streets.

—"Charlie" Eckels has completely recovered from his severe illness of last spring, and is now making a specialty of catching the Atlantic City trains, with daily practice therein. Mr. Eckels has developed under the tuition of his friends into an ardent fisherman and is making some big catches.

—H. B. Leeds has returned to his Atlantic avenue store, after a year's absence traveling for his health. During his absence, the store was ably managed by H. C. Moore, formerly head clerk at Llewellyn's Philadelphia store, and it is reported that Mr. Moore will soon buy the business outright.

—The H. K. Mulford Company has broken ground for its new building at Thirteenth and Lombard streets and orders have been given to the contractors to push the work as much as possible. The firm is sadly hampered in its business by lack of room in its present establishment.

*—H. J. Wedemeyer, of Sixth and Snyder avenue, has returned from a long and pleasant trip to California, where he invested in an olive grove and an orange "ranch," as the basis for a larger stake later on. Mr. Wedemeyer contemplates moving to California in the near future.

—Jas. C. Perry, the well known local representative of the N. A. R. D. Executive Committee, made a flying trip to Ocean City Thursday to locate his family there for the summer and to confer with Chairman Holiday, who has returned to Ocean City from a trip up-State.

—Miss Clara Sprissler, a young lady who is well known downtown as an investor in real estate, has started on a three weeks' trip to Buffalo and Canada, during which she will take in the exposition and all the sights of Niagara. Miss Sprissler is a sister of Dr. Sprissler.

—There was a little "spat" up at Allentown last week that looked as if it would jeopardize the newly formed association for a time, but fortunately all was settled and harmony now reigns along the lines.

—The Wayne Pharmacy, owned by O. C. Winkler, at 4544 Wayne avenue, Germantown, has been bought by D. Sweeney, who will soon assume charge.

—H. C. Ogilby, of the firm of Ogilby & Blair, which was at one time A. C. Blair & Co., has just returned from a vacation trip to the mountains.

—Ott's Drug Store at Eighth and Huntington streets, has been bought by George Lyons, late of Lambert & Kirk.

—N. Newlands, buyer for George B. Evans, is taking a vacation at Mount Pocono, up the Delaware valley.

BALTIMORE.

Against Food Adulteration.

Baltimore, Aug. 10.—Health Commissioner Besley, of this city, has inaugurated an energetic crusade against dealers in food substances which have been adulterated either with the intention to deceive or with a view to cheapening the product. Many adulterations are harmless, being merely a fraud upon the consumer. But all such wares are liable to confiscation if the Health Commissioner is enabled to carry out his ideas. A beginning was made with a sausage dealer, who had offered colored frankfurters for sale. He complained about discrimination in having been singled out for prosecution, while others were not interfered with, and Dr. Besley thereupon announced that he would proceed against all without showing the slightest favoritism. Accordingly, the sale of breadstuffs, cakes, ice cream and the like, as well as butter and cheese which are found to be colored with cheap and injurious materials, will be stopped. The law expressly prohibited the sale of artificially colored or sophisticated goods. Speaking of the matter, Dr. Besley said: "There are many such articles on the market, I know, especially ice cream. A druggist of this city told me that he was selling to a certain ice cream dealer vanilla at 80 cents a gallon for flavoring purposes. This is astonishing, when you consider that first-class vanilla sells for about 50 cents a pint. When you come to bread, cakes and candies, it is going to be rather hard to draw the line. But a line will be drawn, for I am determined that the cheap coloring material shall disappear from the markets and stores of Baltimore."

Maryland Association Standing Committees.

Baltimore, Aug. 10.—President Louis Schulze, of the Maryland Pharmaceutical Association, has appointed the following chairmen of standing committees: Executive, William C. Powell, Snow Hill; Legislative, Dr. A. R. L. Dohme, Baltimore; Pharmacy, Frank A. Hancock, Baltimore; Laws, W. E. Elderslice, Cumberland; Adulterations, Daniel Base, Baltimore; Trade Interests, W. E. Brown, Baltimore; Membership, John C. Muth, Baltimore; Deceased Members, Charles H. Ware, Baltimore; Pure Food and Drug Laws (special), J. B. Thomas, Baltimore; Committee to Confer with Medical Societies, H. P. Hynson, Baltimore. The full list includes several other committees, but they are of no special importance. Chairman Dohme, as chairman of the legislative committee, is already at work on the preliminaries to conduct an active and aggressive agitation in favor of a State pharmacy law when the General Assembly meets next January.

Maryland College of Pharmacy.

Baltimore, August 9.—Mention has already been made in this column of the handsome catalogue gotten out by the Maryland College of Pharmacy. All the information usually found in such publications is included in the contents, and a number of other facts are instructively set forth. The new year of the college will begin about Oct. 1, when the classes are expected to report.

The examination of candidates for matriculation will take place during the last two weeks in September. The college building is undergoing a thorough renovation, and the future looks exceptionally bright.

Business About Stationary.

Baltimore, Aug. 12.—No important changes are to be reported in the drug trade during the past week. The volume of orders was practically the same as before, and there may have been a slight increase. The movement of drugs and preparations is keeping up well, and the aggregate of transactions promises to run considerably ahead of 1900. Gratifying activity prevails in the laboratories of manufacturers, and the outlook is very encouraging. Quiet prevails in the market for botanicals, it being yet too early for the new crop of articles to make itself felt. Lower prices have discouraged the gathering of roots and herbs, and values may go up later on. The business of the retailers is of normal volume.

NOTES.

—Another damage suit was filed this week against Messrs. John Fay Gilbert and William E. Gilbert, trading as Gilbert Bros. and Co., wholesale druggists, on North Howard street, this city. The plaintiff alleges having sustained serious injury, including blindness, as a result of drinking Jamaica ginger which contained wood alcohol. The complainant is Oscar Ox, of Somerset county, and he asks for \$15,000. The ginger, he says, was purchased last November, and his blindness dates from that time.

—J. Emery Bond, who severed his connection with Parke, Davis & Co.'s branch in Baltimore to enter the life insurance business, with headquarters at Trenton, has gone back to his first love. He now represents Mulford here, and is not less successful than he was in his other position.

PITTSBURG AND VICINITY.

ROCKY ROAD FOR DRUGGISTS.

Pittsburg, Aug. 12.—It seems to be the fate of Pittsburg druggists to be in a constant turmoil, and to be unable to lay aside their fighting clothes, even for a brief space of time. The long drawn out fight against the cutters, so recently ended with success on the part of the local association, has been succeeded by a fight, which, if of shorter duration, was none the less fierce. The trouble started when the City Recorder, a few Sundays ago, attempted to enforce the old blue laws of two centuries ago, and compelled all confectionery and cigar stands to close their places of business on Sunday. The order was also directed at the druggists and they were notified to close down their soda fountains and cover up the cigar cases. Of course, they rebelled and a committee headed by B. F. Pritchard, the local secretary, called on the Recorder. He finally agreed that soda water might be dispensed, but was obdurate as regards the selling of tobies and cigars. Officers in plain clothes were employed to obtain evidence against those not complying with the order, and in a number of cases informations were made, followed by convictions and a fine of \$25.00 and costs. One concern, owning several stores, had nearly as many convictions, fines following in every case. The druggists, however, were not alone to suffer. The fruit dealers and confectioners, who were not even allowed to sell soda water, had a large representation in the convictions. The crisis arrived when one fruit dealer, convicted of running his fountain on Sunday, refused to pay his fine and was sent to jail. The Retail Fruit Dealers Association took the matter up and through their attorney entered suits against nearly eighty druggists on the same charges for which one of their number was languishing in jail, in default of the \$25.00 fine. When the cases against the druggists came up for a hearing, they declared emphatically that in the event of a fine they would close their stores up tight on Sundays. The enforcement of this erudite law was making it ob-

oxious to even the most pronounced Sabbatarians, and word was quickly sent from headquarters to let the druggists down easy. The hearings were held in batches of five, the druggists all pleading guilty to selling on Sunday, but declaring they would stand no fine. It was finally agreed that the cases would be dropped by they paying the costs, amounting to \$4.75, which they agreed to do. In one case, that of the P. C. Schilling Company, there were nine counts, which in addition to previous ones made a very tidy sum. Word has now gone forth from the city hall that no more prosecutions will be made, and the druggists are awakening to the fact that they have been victims of a faction in politics who sought to further their ends by making a mess of the present administration.

DRUGGISTS ARE PROSPEROUS.

Pittsburg, Aug. 12.—In spite of the fact that druggists generally in this section have been leading a "strenuous existence," they are fairly prosperous. This is evidenced by the great number who are away enjoying a midsummer vacation, in many instances the first in a number of years. The long and careful training of pharmacists make them careful business men as a rule, and they do not leave their stores for the usual summer vacations unless the business has been such as to justify warranting it. In the matter of failures, they have been few and in very instance they have been the direct result of lack of attention and want of business ability. In a word, of the want of business so much as the want of business methods. The jobbers report a good business for the first months, and express the opinion that it will continue throughout the year. The great steel strike, in which we are in the midst, is causing some uneasiness, but the opinion is generally entertained that it will be settled ere it has gone far enough to disturb existing conditions.

NOTES.

—The Park Pharmacy, corner Smithfield and Fifth avenue, one of the most costly and handsome stores in the United States, is soon to die a natural death. The store was started several years ago by James Goldaine, who after a short time was compelled to give it up to his creditors, the high rental and costly investment being assigned as the cause. The owners of the Park Building have since conducted the store, but it is said to have never given a fair return on the investment. A national bank has leased the room and a local trust company is selling the fixtures and furnishings.

—The drug store of M. Rush Means at Punxsutawney, Pa., has been closed by the sheriff on executions aggregating several thousand dollars. The United States District Court has adjudged Means a bankrupt, and will appoint a trustee to sell the store.

—James Douglass, who has been managing the drug store of S. S. Hamilton at Punxsutawney, during the latter's absence at the Legislature, is now chief clerk for the Clarion Drug Company at Clarion, Pa.

—G. F. Sichelstiel, Jr., of W. J. Gilmore & Co., accompanied by his two sons, is away on a brief trip to the Pan-American Exposition and Canadian points.

—Kulp & Cassidy are the new proprietors of the Wirsing Pharmacy at Braddock.

KYMO ICE CREAM.

It is surprising the extent to which the cost and quality of ice cream can be improved by the use of Kymo. By a new process, devised by the Kymo Co., Little Falls, N. Y., the best quality of ice cream, not even excepting an all-cream product, can be made at from 20c to 30c per gallon, without cream, eggs, or any other substance but Kymo, milk, sugar and flavoring. This means a saving of from 50% to 100% on the druggist's ice cream, which is a big item to those druggists who dispense it at their sodaountains. Fifteen cents will bring a sample, and descriptive circular.

CHICAGO.

DEATH OF C. HERMAN PLAUTZ.

Chicago, Aug. 11.—C. Herman Plautz, one of the oldest druggists in Chicago, a prominent citizen and one of the charter members of the Chicago Veteran Druggists' Association, died Friday morning at his farm, near Powers Lake, Wis. Mr. Plautz was one of the early German settlers of Chicago. He was born in Germany October 12, 1844, and came to the United States with his parents when he was but two years old. The family settled in Oconomowoc, Wis., and at the age of fifteen young Plautz came to Chicago and entered the employ of Charles Wuenche, a druggist at Milwaukee avenue and Noble street. Four years later he bought the store and soon after attaining his majority he began to manifest an interest in local politics, in which later on he became quite prominent. Being a man of excellent judgment, and withal honorable and reliable, his neighbors and friends did not hesitate to put him in positions of responsibility and trust. He was elected city clerk in 1885 and two years later was elected city treasurer. His plurality at the latter election was 39,000. He organized and was president of the Northwestern Brewing Company and was a director of the Garden City Bank. He was a member of the Union League, Germania and Chicago Athletic clubs and of the Chicago Veteran Druggists' Association. He was secretary of the finance committee of the Republican National Committee and was a member of the D. C. Cregier Lodge, F. and A. M., under whose auspices the funeral will be held on Tuesday. He is survived by a widow and two sons, Herman W. and Henry F. Plautz. The funeral takes place on Tuesday.

CHICAGO TO HAVE A NEW DEPARTMENT STORE.

Chicago, Aug. 11.—A new department store, it is reported, will soon be opened in the downtown district of Chicago. It will be owned by various merchants of Chicago not heretofore connected with a department store—the so-called small merchants. The capital stock of the company will be \$500,000. C. F. Gillman, secretary and former president of the Cook County Retail Dealers' Association, will probably be the president of the new company. The store will be run on the co-operative plan. The head of every department will be an experienced merchant and a stockholder in the company. It is expected that the new store will be open for business in October. A drug department will be one of the features of the store, and the store will be kept open night and day. This is the only way, the promoters say, that they can fight the department stores. They must be met on their own ground.

CHICAGO BUSINESS MODERATE.

Chicago, Aug. 11.—Business among the manufacturers and the jobbers has been about up to the average mark of the season during the past week. There have been a few stock orders and several buyers have been in town selecting their fall goods, but otherwise the trade has been moderate. It will not be long, however, until the fall orders begin to come in in large numbers. The crop failure is by no means so bad as reported in the papers, if one may believe what the people from the country say, and they certainly ought to know. Western merchants are looking forward to a winter of higher prices and continued prosperity.

NOTES.

—At a fire, which wiped out nearly all the business portion of the town of Rantoul, Ill., on the afternoon of August 9, the following drug stores were destroyed: C. A. Newman's pharmacy, the drug store of Neal & Son, and that of Louis Cole. The details as yet are rather meagre and the loss in the particulars is not yet reported.

—The Moritz Pharmacy at 2901 Cottage Grove avenue, has been sold by George Taylor to Dr. Orion K. Thoneson. Dr. Thoneson recently settled in Chicago from Detroit, but formerly lived in Indiana.

—John F. Matthes, manager of the Chicago offices of Whitall Tatum Company, left Wednesday night for Philadelphia via the Pan-American Exposition at Buffalo.

—A new drug store, to be known as the Lithuanian Pharmacy, will soon be opened at Eighteenth and Union streets. Dr. A. L. Graicunas will be the proprietor.

—Albert B. Hunt, manager of the city sales department of the Fuller & Fuller Company, will leave next week for a three weeks' outing at Charlevoix, Mich.

—William Remus, of the firm of Remus & Co., well known druggists of South Haven, Mich., was in Chicago this week.

—A. Schapman, M. D., has bought the drug store of C. H. Hirsch at 303 Belmont avenue.

—Charles F. Shadel has bought the store of Miss Jennie Shadel at Plymouth, Ind.

—A. J. Craig, a prominent druggist of Galesburg, was in Chicago this week.

—R. T. Adams & Co. succeeded McColm & Ransom at Gravit, Ia.

—L. R. Stookey, a druggist of Belleville, Ill., died recently.

—M. V. Leach, a druggist of Indianapolis, has sold out.

—W. G. Latham, of Michigan City, Ind., has sold out.

ST. LOUIS.

ARRANGING FOR THE A. PH. A. MEETING.

St. Louis, Aug. 10.—The druggists are not the only ones who are taking an active part in arranging for the meeting of the A. Ph. A. here next month. Their wives, sisters, mothers, sweethearts, etc., have had their ears and eyes open for some time. They finally concluded that it was time for them to act, and consequently last Tuesday twenty of them held a meeting at the home of Mrs. H. M. Whelpley. A little organization was formed of which Mrs. Whelpley was elected presiding officer and Miss Jane Good secretary. Just what all was done and said at the meeting probably no outsiders will ever know, but when the Committee on Arrangements held its regular weekly meeting at the Southern Hotel on the following Wednesday they found a committee of ladies waiting for them. In due time, after these sturdy old war-horses had apparently nerved themselves up for the occasion, it was suggested that the ladies be given a hearing. The ladies came in and explained that they had held a meeting and mapped out a programme for the entertainment of the ladies and young people during convention week. They understood that the gentlemen had been raising money for entertainment purposes, and before going any further they desired to know how much money they could have to carry out their programme. This was evidently a familiar question to most of those present; at least they all seemed to understand just what it meant. One member had previously counted noses and found that this committee of ladies was almost equal in number to that of the gentlemen. For a time time silence reigned supreme. At last some one mustered up courage to ask how much they wanted. The response was quick and to the point. A motion was made and a vote taken granting the request in a form to suit the ladies, and the gentlemen are of the one opinion that the ladies understand their business, and will see to their end of the programme. The ladies propose a programme that will keep the visiting ladies busy every moment of waking hours from the time they arrive in St. Louis until they are ready to depart. The committee of ladies who have taken this in hand are as follows: Mrs. H. M. Whelpley, Miss Jane Good, Mrs. Solomon Boehm, Mrs. O. F. Claus, Mrs. J. C. Falk, Mrs. J. M. Good, Mrs. Theo. F. Hagenow, Mrs. H. F. Hasselbrock, Mrs. Francis Hemm, Miss Anna Hinrichs, Mrs. C. C. May, Miss Lottie G. Merrill, Mrs. Theo. F. Meyer, Mrs. R. C. Relly, Mrs. Louis Schurk, Mrs. L. A. Seitz, Mrs. E. A. Sennewald, Mrs. H. F. A. Spilker, Mrs. Louise Spilker, Mrs. F. W. Sultan, Mrs. R. S. Vitt, Mrs. C. P. Walbridge, Mrs. F. E. Whitcomb.

The Committee on Arrangements has decided to make Tuesday of convention week A. Ph. A. day at the St. Louis Exposition and the members will all attend there in the evening. It has been found that the summer gardens will all be closed so that part of the programme has been changed and a special entertainment is being arranged for Saturday night. This will be held in the parlors of the Southern Hotel.

NOTES.

—Visitors at the coming convention of the American Pharmaceutical Association in this city will be interested in one of the most wonderful sets of Indian ceremonial knives and implements in the world, which may be seen in the museum of the Missouri Historical Society. The set, known as the "Meadow Collection," consists of 46 flint pieces which were found all together on the site of a stone grave cemetery in Humphreys Co., Tennessee, and were purchased by the Society in 1895. Eleven long straight knives vary in length from 14½ to 27½ inches, and are unrivalled by any collection in this country or any other. There are four discs of different diameters, two large turtle shaped pieces, and numerous barbed, serrated, and pronged knives of various shapes and unknown uses. The pieces are, almost without exception, in perfect preservation, which, in the estimation of experts, doubles their value and adds greatly to their interest.

—The druggists of Scotland County, Mo., are rejoicing over the restoration of full prices throughout the county. It is the first time that such a state of affairs has existed there in fifteen years. The organization was started last April but its main object has just been attained. The following are the officers: Geo. M. Brown, president; D. R. Brown, Memphis, secretary; R. W. Campbell, treasurer; J. C. Leach, Jas. Piper, R. W. Campbell, trustees.

—W. E. Roeschel of Boonville, Mo., is arranging to vacate the old building which he now occupies and which has been constantly used for a drug store by his ancestors and himself for fifty-one years. The store was opened by his grandfather when the place was a very small village. In the new building which he recently erected he intends to open one of the swellest stores in that section of the country.

—The evening boat excursion given by the Retail Druggists' Association of St. Louis last Wednesday was very well attended. The only distinctive feature about it was the large number of proprietors present. There were a number present who said it was their first boat excursion in ten years; while a few had never attended one before.

—Dr. Emiel Grebe, a graduate in pharmacy, and for the past few years chief chemist for the Meyer Bros. Drug Co., has returned from his vacation spent in Europe and gone to Texas for his health. On his return trip he was attacked with serious lung trouble which prevented his returning to his former position.

—R. S. Vitt, president of the St. Louis Retail Druggists' Association and druggist at 3400 S. Broadway, is arranging to attend the annual convention of the N. A. R. D. at Buffalo. So far he is the only local druggist who is sure of attending.

—Wm. H. Lamont has been placed in charge of the local office of Eli Lilly & Co. He has been doing detail work here for the firm for some time past. The former manager, G. B. Self, has gone to take charge of the Kansas City office.

—Geo. L. Sommers, chief clerk at Smith's Pharmacy, 4301 Laclede avenue, has gone to spend a two weeks' vacation up among the lakes of Minnesota. He is a very prominent member of the Drug Clerks' Society.

—L. H. Schlenker, chief clerk at the Schwarz Homoeopathic Pharmacy, Fourth and Locust streets has organized a camping party which leaves to-night to spend a ten day vacation out on the Gasconade River.

—Frank Amler, in charge of the city sales department of the Meyer Bros. Drug Co., leaves in a few days to spend his two weeks' vacation catching the finny inhabitants of the lakes of Minnesota.

—Judge & Dolph are having work rapidly pushed on their new building at 515 Olive street. They are already making extensive purchases and expect to carry a large stock.

—The St. Louis Drug Clerks' Society will give its third evening boat excursion of the season on Thursday August 22. This will close the entertainment features for the summer.

—S. E. Key of the Key Drug Co., Elderado, Ark., has been in the city this week selecting an outfit for a new drug store which the company will open in that city.

—S. E. Barber has resigned his position as city salesman for the Moffitt-West Drug Co. He expects in the near future to go into the drug brokerage business.

—Dr. F. L. James, editor of the National Druggist has returned from the Gulf Coast greatly improved in health by his six weeks' vacation.

—T. J. Buchanan of California, Mo., has had his store remodeled and fitted out with entire new fixtures.

—J. L. Wright of Jefferson City has opened a branch store in the suburbs of that city.

—Collins & Tindell of Salisbury, Mo., have been succeeded by Sweeney & Tindell.

—Dr. Fleet Miller has bought Dr. Fonsler's drug store at Moberley, Mo.

NEW ORLEANS.

NOTES.

New Orleans, Aug. 9.

—The business of the late Eugene May, at Canal and Chartres streets, is still being conducted by the estate of General May. By a condition in the will it was the desire of General May that the business should be sold. For years this establishment has been one of the foremost retail houses in the city and its future conduct is a matter of great interest to the local trade generally.

—Many of the smaller drug stores in the city are having a hard fight owing to the cut-rate business, and there is some talk of a movement looking to an improvement in conditions. An agreement whereby 50 cent goods shall sell for 42 cents and dollar goods for 85 cents is one talked of, but at present there appears little hope of bettering the retail trade in this respect.

—Max Samson has been elected a delegate to the September convention of the American Pharmaceutical Association, to be held in St. Louis. As yet no delegate has been chosen from the state to attend the convention of the National Retail Druggists' Association, to be held at Buffalo, N. Y.

—Business is generally reported as being fair, considering the weather conditions. Soda fountains everywhere are working overtime, while the mercury is running up in the nineties.

—F. C. Godbold, of the Orleans Pharmaceutical Association, spent several days in Baton Rouge, La., last week, attending the reunion of Confederate Veterans.

—Gus Katz has made extensive improvements in his St. Charles avenue business. The new establishment at St. Charles and Jackson avenues is a model of beauty.

The Liberty Chemical Co., of Philadelphia, is doing some very attractive advertising in the leading medical journals of this country. The advertising is in the nature of fine plates made by the new process of obtaining half-tones from clay models. In this and other ways the Liberty Chemical Co. is thoroughly acquainting the entire medical profession with Thermol, Iodophth, Diastin, Diurazin, Fermang, Syr. Glycero-Phosphates, and various other chemicals and medicinal preparations now being placed on the market by this Company. To druggists who desire to be informed concerning these preparations, so that they can talk intelligently regarding them to physicians who may bring up the subject, the Company will gladly send complete circular literature. Address, The Liberty Chemical Co., 2535 Rydenham St., Philadelphia, Pa.

THE NORTHWEST.

NORTH DAKOTA DRUGGISTS.

St. Paul, Aug. 9.—The annual meeting of the North Dakota State Druggists' Association was held at Grand Forks this week. The following officers were elected: President, W. Mesters, Willow City; vice president, Samuel McDonald, Grand Forks; secretary and treasurer, W. S. Parker, Lisbon. It was the largest meeting in the history of the Association. An excursion was given to Lake Bemidji, Minn., and a "smoker" was held on the evening of the last day. A very extensive display of goods was made by wholesale drug houses of the West.

NOTES.

—Successions: Demars & Robertson, Hallock, Minn., by D. A. Robertson; A. Richard, Stillwater, Minn., by Richard & Elmquist; Holmes & Calhoun, Billings, Mont., by Holmes & Rixon; T. T. Swift, State Center, Ia., by F. L. Marcy & Co.; Gates & Chapple, Waterloo, Ia., by H. G. Roy; H. S. Tubbs & Co., Glenwood, Ia., by C. H. DeWitt; J. E. Morgan, Marcus, Wash., by Morgan & Ross; E. C. Krueger, Bowbell, N. D., by E. C. Krueger & Co., Mr. Krueger still retaining his store at Forest River individually; A. A. Peters, Martinsburg, Ia., by A. A. Peters & Co.

—James Norton, a Minneapolis druggist, created a mild street sensation in this city this week. He fell unconscious in the street and was taken to a hospital. It was some time before the cause of the trouble was known, and it was then found that he had taken an overdose of cocaine. He was unconscious two days and death was expected, but at last accounts was much improved and it is believed will recover. Mr. Norton came to Minnesota from Chicago and is connected with a Nicolet avenue, Minneapolis, drug house.

—W. W. Noble, who for the past eighteen years has run several drug stores in St. Paul, and who disposed of his St. Peter-Fourth street place some months ago, has become city salesman for Noyes Bros. & Cutler.

—W. J. Howard, prior for Noyes Bros. & Cutler, St. Paul, has returned from a vacation pleasantly passed on the north shore of Lake Superior. In his absence his desk was occupied by W. W. Rumble, who has long been connected with this house.

—The Ramsey County (St. Paul) board of equalization refused the request of Noyes Bros. & Cutler for a reduction of property assessment, which the druggists considered excessive.

—H. E. Lucas, Wabasha, Minn.; J. T. (Mrs. William) Ayton, Kenosha, Wis.; T. E. Matthews & Co., Alexandria, S. D., and S. C. Lough, Northwood, N. D., have sold.

—B. H. Larrabee, formerly of Sleepy-Eye, Minn., is now in a drug store at Astoria, Ore., where he reports the hottest day this summer 78°.

—Oley Erickson, dealer in family drugs at Holdrege, Neb., and S. H. Smith, Omaha, Neb., have filed petitions in bankruptcy.

—New: E. W. Childs, Almdra, Wash.; Erickson & Nordin, Souris, N. D.; T. M. Witten, Newberg, Ore.

—C. A. Boyd, druggist and jeweler of Lewiston, Minn., has sold his drug stock to William F. Gessmer.

—J. F. Connolly is leaving Missoula to go to Duluth, and is to be succeeded in Missoula by J. P. Agthe.

—The plant of the Fink-Fehrln Chemical Co., Cudahy, Wis., will be sold on Monday next.

—Herman Lueders has returned from Silver City, N. M., a wiser if not a sadder man.

—G. W. Edwards' stock of family drugs has been sold at Hastings, Neb.

—The Harris Bros. Drug Co. has been incorporated at Wardner, Idaho.

—A. S. Miller, Keokuk, Ia., has given a bill of sale to his wife.

—Arthur Peterson is working in this city, temporarily.

—Walter J. Weybright has gone to Minneapolis to work.

—H. L. Gibbs has returned home from a country trip.

CALIFORNIA.

SAN FRANCISCO DRUG CLERKS ASSOCIATION.

San Francisco, Aug. 6.—The Committee recently appointed by the Drug Clerks' Association to work on the 10 o'clock closing movement have met with great encouragement. Nearly all the stores in the city have signed the agreement and the others will undoubtedly yield to the opinion of the majority and fall into line. The all absorbing topic with the clerks at present is their picnics which are to be held this month. Two Sundays were selected so that all druggists could attend at least one of the outings. The wholesale druggists assisted materially in the movement by purchasing a large number of tickets.

ADDITIONAL DONATIONS FOR COLLEGE LIBRARY

San Francisco, Aug. 6.—The wholesale druggists of San Francisco have shown their good will towards the California College of Pharmacy in a very substantial manner. Prof. Wm. M. Seabury, the Dean of the College, has received checks to the amount of \$450 from the wholesalers and President Gaston E. Bacon and R. E. Queen each added \$100 to the fund for equipment.

NOTES.

—J. P. Calaghan, formerly with Humiston, Keeling & Co., Chicago, has accepted a position in the sundry department of Redington & Co., San Francisco.

—Arthur Greische, formerly with W. J. Phillips of Berkeley, has accepted a position with Dr. F. L. Wright of the Avenue Pharmacy, Oakland.

—J. H. Booher has resigned his position with McNamara's Pharmacy, San Francisco, to take a position with the Holden Drug Co., Stockton.

—The old established drug firm of O. P. Willis, Sacramento, has been merged into the corporation of Willis & Martin Co.

—James Elliott of Martinez has accepted the position of head clerk with The Twin Peaks' Pharmacy, San Francisco.

—The Wonderful Drug Store at St. Helena has been purchased by Walter S. Brownlee late of Healdsburg.

—The Golden Rule Pharmacy, Fresno, Cal., has secured the services of Emilio Siorida as an assistant.

—G. L. Edelmann of Petaluma and S. F. Blake of Grass Valley have exchanged drug stores.

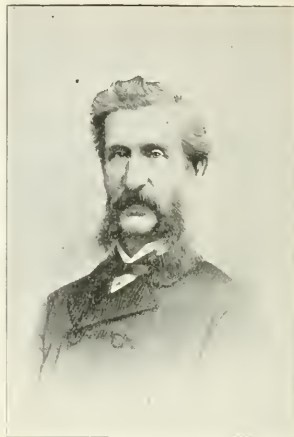
—The Strahlman-Mayer Co. have a new store in the Sefton Block, San Diego, Cal.

—Heath & Heath of Oakland have secured the services of C. O. Wentworth.

—The New Jersey Board of Pharmacy held a meeting for the examination of applicants for registration at Trenton, July 18 and 19. The following were successful: Registered Pharmacists—Max J. Block, New York; Hiram R. Bradner, Ashbury Park; George H. Hawkey, Summit; Lewis Moore Hires, Bridgeton; John Benedict Keller, Paterson; Thomas Leslie Moriarty, Matawan; Samuel Marshall Meyers, Phillipsburg; Albert Dell McGregor, Camden; William A. Stidham, Vineland; Thomas G. Schriver, East Orange; Joseph F. Schefelski, Dover; Warren L. Wanmaker, Dover; Henry E. Wrensch, Montclair; John Philip Wolfinger, Ocean City. Registered Assistants—Joseph Morris Aitchison, Newark; John Joseph Buckley, Perth Amboy; Godfrey Krippele, New York; Louis Reich, Elizabeth; Louis H. Robinson, Newark; Ephraim Shaw Tyler, Bridgeton. The next examination will be held at Trenton, Oct. 17-18. Henry A. Jorden, Bridgeton, Secretary.

—A free scholarship has been established in the Philadelphia College of Pharmacy by The Keasbey & Mattison Company, of Ambler, Pa. The holder of the scholarship will be required to pass a competitive examination and produce satisfactory evidence of ability before the committee of the college. The scholarship will embrace all of the branches of the college and has been created through the desire of Messrs. Keasbey & Mattison, both of whom are graduates of the institution, to lend a helping hand to deserving young men who have chosen the practice of pharmacy as their life work.

OBITUARY.



John Lucas.

John Lucas, senior member of the firm of John Lucas & Co., well known to members of the drug trade as manufacturers of paints, varnishes, etc., at Gibbsboro, N. J., and with offices in Philadelphia, New York and Chicago, died August 7th in Atlantic City, N. J. Mr. Lucas was seventy-eight years of age, and his death was due to heart disease. He was born at Stone, Strathfordshire, England, and was descended from John Lucas of Derbyshire, a companion of Isaac Walton, author of the "Complete Angler." In 1844 he came to the United States, and four years later settled in Philadelphia. After spending a few years as a commission merchant he began the manufacture of paints, and eventually established the house which now bears his name. Mr. Lucas took an active interest in the early development of Atlantic City as a seaside resort, and it is stated that it owed its first great start and boom to his foresight and energy in publishing and making known its many advantages while he was a director of and subsequently the president of the Camden and Atlantic Railroad. Mr. Lucas was a member of the Union League Club, and various other organizations. For many years he served as vestryman of the Grace Protestant Episcopal church in Philadelphia, and was a most liberal giver of his funds to everything connected with it. He was married in 1854, his wife, assisted by Mr. Lucas, taking an active part in the development of silk culture in the United States. She later served as one of the lady managers and delegates to the Columbian World's Fair. Mr. Lucas was the father of nine sons and six daughters; twelve of these children are now living.

DR. DAVID KENNEDY, the well known manufacturer of proprietary medicines, died suddenly in Kingston, N. Y., Aug. 5, while addressing a taxpayers' meeting. Dr. Kennedy was born in New York City in 1832 and graduated from the College of Physicians and Surgeons of New York, in 1860. He then enlisted and served as a surgeon in the army throughout the Civil War. He was twice mayor of Kingston.

—The druggists of Ionia county, Michigan, have organized a county association, for the advancement of their interests. At the meeting held August 5 the following officers were elected: President, E. T. Yeomans, Ionia; vice-presidents, W. I. Benedict, Belding, and C. Stone, Portland; secretary, George Gundrum, Ionia; treasurer, J. Diamond, Lake Odessa. The association will meet quarterly.

A. PH. A. ARRANGEMENTS.

The next annual meeting of the American Pharmaceutical Association will be held in St. Louis at the Southern Hotel (headquarters), Broadway and Walnut street, during the week ending September 16.



According to the Committee of Arrangements there is every expectation for a large attendance. As has been announced in the Era, one of the prominent attractions of the meeting will be an exhibition, to be held in the Exhibition Hall, located on the ground floor of the Southern Hotel. This exhibition will have several notable features: drugs, chemicals, pharmaceutical preparations, apparatus, books, charts, diagrams, historical and antique objects, dispensing apparatus, prescribing

helps, novelties in labels, etc. A new feature will be introduced which provides that one session of the association will be devoted entirely to the exhibition, and the organization as a whole will be called upon to judge of the merits of each display. Exhibitors desiring space should forward their applications to the local secretary, Dr. H. M. Whelpley, 2342 Albion Place, St. Louis, accompanied by a statement briefly describing the character of the exhibit, etc. The local secretary reports that hotel rates have been secured as follows:

Southern Hotel (headquarters) Broadway and Walnut street. American plan, one or two persons in a room, \$3.00 to \$5.00 per day. European plan, one person in a room, \$1.50 and upwards. Two persons in a room, 50c per day additional for second person.

Planters House, Fourth and Chestnut streets. American plan, two persons in a room, \$3.00 to \$4.50 per day. European plan, two persons in a room, \$1.50 per day. St. Nicholas Hotel, Eighth and Locust streets. European plan, one person in a room, \$1.50 per day and upwards.

Lindell Hotel, Sixth street and Washington avenue. European plan, one person in a room, \$1.00 to \$3.00 per day.

Laclede Hotel, Sixth and Chestnut streets. European plan, one person in a room \$1.00 to \$1.50.

Terminal Hotel, Union Station, European plan, one person in a room, \$1.00.

Those wishing to procure accommodations in advance should make known their wants to Dr. Whelpley. The Committee of Arrangements consists of Dr. H. M. Whelpley, chairman; Francis Hemm, secretary; J. M. Good, treasurer, and the following sub-committees: Badges and Souvenirs—Dr. O. A. Wall, chairman; Dr. Enno Sander, J. M. Good, R. S. Vitt; Collations and Refreshments—F. W. Sultan; Excursions—H. F. A. Spilker, chairman; Thomas Layton, Solomon Boehm, H. F. Hassebrock, Theo. F. Hagenow, F. W. Sultan; Finance—J. H. Good, chairman; C. F. G. Meyer, C. P. Walbridge, C. H. West, L. A. Seitz; Places of Interest—L. A. Seitz, chairman; Chas. Gietner, F. L. Whelpley; Reception—Thomas Layton, chairman; J. M. Good, F. E. Whitcomb, F. W. Sultan; Summer Gardens—Chas. Gietner, chairman; M. J. Noll, F. W. Sultan, J. M. Good; Attendance from Missouri—Wm. Mittelbach, chairman, Boonville, R. L. Hope, Centralia, Paul L. Hess, Kansas City, Chas. L. Wright, Webb City, J. V. Murray, Warrensburg; Attendance from Illinois—Theo. C. Locher, chairman, Carlinville, J. H. Keeling, Rockford, Aug. Heimbeck, Rock Island, M. B. Travis, Saybrook; Paul G. Schuh, Cairo.

N. W. D. A.

Committee on Transportation Makes Important Rate Announcement for Old Point Comfort Convention, October 14.

The Committee on Passenger Rates and Routes for the N. W. D. A. convention at Old Point Comfort, October 14, has the following announcement to make:

"Your committee is now able to announce that all the passenger associations have courteously granted the usual concessions of one-and-a-third fares for the round-trip to all persons attending the convention, who hold certificates from the ticket agent from whom tickets are purchased at the starting point, so that the reduced rate will be available from all points east of the Rocky Mountains. All ticket offices will be notified of such action and will be authorized to issue certificates in connection with tickets purchased not earlier than October 10, nor later than October 16. Return tickets will be good for three days after the adjournment of the convention, not counting Sunday.

"Full fare must be paid for the trip to Old Point Comfort, but only one-third fare will be charged for the return ticket upon presentation of the certificate properly endorsed by Secretary A. B. Merriam and the agent of the passenger associations, who will be in attendance at the convention on Wednesday and Thursday, October 16 and 17, for that purpose. Certificates not so endorsed will not be good for return tickets at the reduced rates; and to facilitate this work the holders of certificates should surrender them to Secretary Merriam on the morning of Tuesday, October 15. Any person going to the convention can avail himself of these rates for as large a party as he may purpose taking, but a certificate must be procured with every ticket purchased. It is requested that such certificate be obtained whether the person buying the ticket intends availing himself of the reduced rates or not, inasmuch as these certificates serve to establish the number of persons present, in the event of any question arising with the transportation companies upon this point.

"Any special arrangements for local transportation that can be made, will be attended to by the following named members of the committee in their respective localities, viz.: Thos. P. Cook, chairman, New York; Edward H. Buehler, Chicago, Ill.; Norman Randolph, Richmond, Va.; John M. Peters, New York; W. O. Allison, New York; Wm. P. Redington, San Francisco, Cal.; C. H. West, St. Louis, Mo.; L. N. Brunswick, New Orleans, La.; I. A. Solomons, Savannah, Ga.; Bernard Janney, Jr., Boston, Mass.; J. T. Berry, Dallas, Tex.

"The Committee on Arrangements and Entertainment has arranged for the meeting to be held at the Chamberlain Hotel, and has provided an attractive programme for the entertainment of the members and those who may accompany them. Members are requested to preserve this circular and carefully note instructions, as no subsequent announcement will be made by the committee, except such as may be necessary in regard to local arrangements.

"THOMAS P. COOK, Chairman,
"114 William Street, New York City."

DRUGGISTS IN JAIL FOR SELLING LIQUOR.

Five druggists and two hotel-keepers have been subjected to heavy fines and imprisonment in Rutland, Vermont, for violating the prohibitory liquor laws. The drug stores and hotels have been closed. The men who were sent to prison must serve their sentences at hard labor, cutting and hauling marble. The druggists and the sentences are as follows: Walter Jasmine, six months and \$500; Martin McMahon, six months and \$500; William Dugan, \$750; Stephen Cragin, \$750; John Welch, \$250. The hotel-keepers will do six months' time and pay fines of one and two hundred dollars. These are the heaviest sentences imposed for many years in Vermont for the unlawful selling of liquor. Chancellor Taft of Burlington tried the cases and imposed the sentences.

SOME NEW FORMULAS.*

By JNO. H. HAYDON, JR., New Haven, Conn.

The ensuing are original formulas for the preparations named, which will be found to produce satisfactory compounds. The first is named:

Elixir Saw Palmetto and Santal Comp.

Take of—
 Saw palmetto berries.....8 ounces
 Corn silk.....8 ounces
 Sandalwood.....2 ounces
 Sugar.....6 ounces
 Alcohol.....2 pints
 Water, each enough to make.....2 pints
 Mix twelve fluid ounces of alcohol with thirty-six fluid ounces of water. With this menstruum moisten the previously ground drugs and macerate during twenty-four hours. Then pack firmly in a percolator and pour on the remainder of the menstruum, allowing the percolate to drop slowly. In this dissolve the sugar by agitation. Finally pass sufficient water through the exhausted drugs to make the finished elixir measure two pints. Caramel may be added if the color is not deep enough.

Each fluid ounce of this elixir is taken to represent saw palmetto berries, 120 grains; corn silk, 120 grains; sandalwood, 30 grains.

Compound Tincture of Curcuma.

This is used as a brown coloring agent for use in the two elixirs of heroin which follow. It has several advantages over caramel alone, the color produced by it is brighter and it is more easily measured. The formula:

Curcuma.....10 drams
 Macerate for seven days in a menstruum of
 Alcohol.....8 fl. ounces
 Water.....8 fl. ounces
 Filter and add
 Caramel.....10 fl. drams
 Menstruum enough to make.....1 pint

Elixir Heroin.

Take of—
 Heroin.....10 2-3 grains
 Alcohol, deodorized.....8 fl. ounces
 Brandy, French.....3 3/4 fl. drams.
 Syrup.....12 fl. ounces
 Water, enough to make.....2 pints
 Compound tincture of curcuma.....1 fl. dram
 Dissolve the heroin in the alcohol, add the other ingredients in the order given, and filter.

Each fluid dram contains 1-24 grain heroin.

Elixir Heroin and Terpin Hydrate.

Take of—
 Heroin.....10 2-3 grains
 Terpin hydrate.....256 grains
 Saccharine.....10 grains
 Alcohol, deodorized.....13 fl. ounces
 Glycerin.....1 pint
 Brandy, French.....4 fl. drams
 Compound tincture of curcuma.....1 fl. dram
 Water, enough to make.....2 pints
 Dissolve the heroin, terpin hydrate and saccharine in the alcohol; add the other ingredients in the order given, and filter.

Each fluid dram contains of heroin 1-24 grain, of terpin hydrate 1 grain.

Elixir Sodium Salicylate Comp.

(Elixir acid salicylic comp.)

Take of—
 Salicylic acid.....15 drams
 Sodium bicarbonate.....11 drams
 Potassium iodide.....256 grains
 Fluid extract black cohosh.....263 minims
 Fluid extract yellow jasmine.....263 minims
 Alcohol.....1 fl. ounce
 Comp. syrup of sarsaparilla, U. S. P. 10 fl. ounces
 Water, enough to make.....2 pints
 Add the salicylic acid to the water, followed by the sodium bicarbonate in divided portions. When effervescence has ceased, add the remaining ingredients in the order given; set the mixture aside for twelve hours. Finally filter.

Each fluid dram represents, salicylic acid 3 3/4 grains, black cohosh 1 grain, yellow jasmine 1 grain, potassium iodide 1 grain, sodium bicarbonate x.

*American Druggist.

TO YOUNG PHARMACISTS.*

By WILLIAM MITTELBACH, Boonville, Me.

Having finished your work at college, you now stand upon the threshold of that period in life when you must put into practice the things you have learned. The path before you is occasionally beset by thorns, and it will behoove you to keep your eyes open to become master of the art. This world is large and the chances for success are as good to-day as ever. It depends upon you whether you succeed or fail. Right now is the critical period of your professional career. Your skill and knowledge of the practice of pharmacy is unknown; the world, with calm indifference, is watching your struggles. If you succeed everybody applauds and has a kind word for you, but should you fail you need expect but little sympathy from your fellowman.

In this cold business world little sympathy is given the poor wretch that makes a failure of life; you alone must win the spurs you seek to wear. When you have turned your back upon the old college and are facing the work on hand, let your motto be: "Close attention to business and honorable dealings with all." He who wins an honorable position among men obtains the best of life; while he who accumulates riches without an honest name gains but little that is truly satisfactory. In spite of the fact that money is the goal towards which all are striving, the love and esteem of your fellowman is absolutely necessary for complete success and the proper enjoyment of riches.

As you start in business, whether as clerk or proprietor, guard well your own name; establish habits of industry and frugality, and let the accumulation of the almighty dollar be a secondary consideration. Too many of our graduates in pharmacy forget the teachings of their alma mater, become entangled in the meshes of a purely money-making life, and lose sight of the fact that we owe something more to our profession. We must defend its honor.

Be just with your competitor in business and in the strength of vigorous manhood cast away the petty jealousies that mar and dwarf our faculties and expose our weakness. How noble and grand stands out in bas relief the man that concedes the same privilege to others that he asks for himself, and has the kindest feeling for his struggling neighbors. Such a life is an ideal one, and the young man just starting in the profession of pharmacy should make this the port towards which his efforts should be turned.

WINDOW BACKGROUNDS.

It becomes important, especially in an openly dressed window, that a background shall be provided for the double and sharply defining the outlines of the articles displayed; and, moreover, such a purpose of excluding light from the rear background, if judiciously selected, can be made to supply an important color element in itself.

In many cases mirrors form effective backgrounds, and they concentrate the light, sharpen the outlines of the objects displayed, and greatly increase the apparent size of the window.

Dark drapery, especially of plush, forms a most desirable background, affording the best possible foil for articles relieved against it. A rich and desirable effect may be secured by arranging a brass bar at the proper height, and suspending with rings a curtain of plush or of plum-colored or dark wine colored drapery silk, of the light flowing texture now so much used for the purpose. Either of these would harmonize admirably with almost any bright color placed in front of it, but in case it were desired to display goods of very dark shades, care should be used to place them close to some article of much higher tone, to furnish the required foil.

For the bottom of windows, many window dressers use loose plush or China silk coverings, which can be changed as desired, to harmonize with the goods to be displayed. They are usually made much larger than the window, so they can be draped over small boxes or standards placed on the bottom of the win-

*Meyer Bros. Druggist.

dow, the elevations and wavy lines thus produced adding greatly to the effect of the goods displayed. Thus for a blue window old gold plush is used, and for a rose colored window old blue.—Confectioners' Journal.

Establishing Trade.

Manufacturers may be divided into two classes: Those who have a long-established business, and whose staple goods are well known to the trade, and those who are introducing new lines. The first class have the advantages of trade connections which years of custom and the merit of their goods imply. Their product will usually bring the highest market rate, and at an equal cost defy competition. To have reached and maintained the prestige which their goods enjoy has cost continued effort, and this class find it advisable to hold the reputation of their goods by persistently presenting their merits to the trade in competition with the new makers. The other class, more recently established and introducing new lines to the trade, are obliged to educate the merchant as to the merits of their goods, the points in which they excel the goods already established, and solicit a trial order. If the new goods actually possess the merit claimed for them, the trial order leads to repeated sales, and an established trade follows. The established manufacturer of world-wide reputation finds it advisable to keep his name before the trade, and the new manufacturer is under the necessity of doing "missionary work" in the same direction.—D. T. Mallett, in Confectioners' Journal.

Liquid Cosmetics.

Anhydrous lanolin	.....	650 parts.
Peach-kernel oil	.....	200 parts.
Water	.....	150 parts.

Perfume with about 15 drops of ionone or 20 drops of synthetic ylang ylang.

Melt anhydrous lanolin	.....	100 grams.
And add		
Glycerine	.....	100 grams.
Water	.....	750 grams.

Put in a wide-necked bottle vessel and add, with continued violent shaking:

Tincture of benzoin	.....	50 grams.
Mucilage	.....	30 grams.

and perfume like the creme.

Preparations which have been introduced years ago for the care of the skin and complexion are the glycerine gélées. These products are filled either into glasses or into tubes. The latter way is preferable, owing to the convenience of handling. A good recipe for such a gélée is the following: Moisten white tragacanth powder, 50 grams, with glycerin, 200 grams, and alcohol, 100 grams, and shake with a suitable amount of perfume; then quickly mix and shake with warmed distilled water, 650 grams.

A transparent slime will form immediately, which can be drawn off at once.—(Drog. Rundschau.)

SCARED BALDHEADED.—That intense fright should sometimes have the effect of turning the hair suddenly white has long been well recognized. That this emotion should cause the loss of the hair has much more rarely attracted attention. A ten-year-old lad of Bolivar, N. Y., is reported to have been so badly frightened at seeing a supposed apparition that his nervous system received a severe shock. This occurred about two months ago, and since then his hair has been coming out at such a rate that his head is now as bare as a billiard-ball, and there is no vestige left of either eyelashes or eyebrows. "Scared baldheaded" certainly makes a very effective phrase.—(Boston Med. & Surg. Jour.)

Through the medium of the Youth's Companion, The Goodyear Tire & Rubber Co., offers to send postpaid to any address, one pair of "Bull's Eye" Sling Shot Rubbers for 15 cents, two pair for 25 cents or one dozen pairs for \$1.25. There is a liberal discount to the Retail Drug Trade.

DRUGS IN USE 100 YEARS AGO.

In the annual address, delivered at the recent meeting of the British Medical Association, Dr. George B. Ferguson said that many admirable, mostly ancient drugs, were in vogue in 1801. To mention a few of them: Aconite and colchicum, mercury, arsenic, iron, antimony, bismuth, bark, belladonna, digitalis, ipecacuanha, the vegetable aperients and bitters, the common acids, alkalies, and salines, and, of course, opium. In fact, a very fair selection of the "blessed infusions that dwell in vegetatives, in metals, stones," to quote Lord Cerimon in "Pericles." And these drugs were well and ably wielded and with boldness and success. "We want no more drugs," said an old doctor to the speaker, some years ago, "but to use better those we have." Continuing, the president said: "There is much truth in this, for it is impossible to note without alarm the yearly increasing invasion of new, chiefly synthetic remedies, many of them by no means harmless. Fortunately, the law of the survival of the fittest soon comes into operation, and the useless ones are quickly relegated to that obscurity from which they had never emerged without the well-intentioned but too hasty laudations of over zealous men of business. The old doctor did not give a quotation, though a line in Homer's fourth Odyssey expresses something of his feeling—which I may thus paraphrase—'some drugs are most excellent and others quite the reverse.' I wonder what that admirable writer, the author of 'Ecclesiasticus,' would have said had he lived in these days? He who, referring to his own times, wrote that, 'of the works of the apothecary there is no end, and from him there is peace all over the earth?' I think 'Ecclesiasticus' might be oftener read than it is, and so it would be, said Addison, if 'such shining tracts of morality had appeared under the name of Confucius or of any celebrated Grecian philosopher.' How admirable is the following and how excellent its precept: 'The Lord hath made medicines out of the earth; he that is wise will not abhor them.' Also this: 'He that sinneth let him fall into the hands of the physician.' I strongly recommend a medical reading of 'Ecclesiasticus.' It may not be quite so instructive as 'Don Quixote,' recommended by Sydenham to Sir Richard Blackmore as the best medical treatise of his time, but it will certainly prove interesting and very soothing to the amour propre of our profession."

"We must not, however, discourage pharmacologic research and effort altogether, for the practitioner of 1801 had neither iodids nor bromids; no chloroform, pepsin, carbolic acid, cocain nor quinin; no salicylates, no chloral, no morphin, no strychnin, nor atropin; and how could we practice without these and many others now? Seeing how large is our modern armamentarium, and how undoubtedly effective many portions of it are, one would be inclined to pity the practitioner of 1801, were it not equally certain that the practitioner of 2001 will pity us.

"As regards the practice of to-day, that middle point of the centuries to which I referred, it is not too much to say that the whole realm of Nature—animal, vegetable and mineral—has been ransacked to find remedies against disease. Not only so, but every available physical force, heat, light and electricity—have been pressed into the same service.

"It is in the use of antitoxins and animal extracts, however, that the most remarkable advances have been made, and I would ask once more, how could we get on to-day without diphtheria antitoxin and without thyroid extract?

"If they do these things in a green tree, what shall be done in the dry?" I must leave it to others to predict the therapeutic standpoint of 100 years hence. This much, however, may be safely affirmed, that as the general public of to-day expects to be cured with all expedition, the public of the future will expect even more in proportion from the practitioner of 2001."

POISONS AND IDIOSYNCRASY

Oddities of Poisoning from Ordinary Food—Some Failures of Real Poisons.

To the question: "What is a poison?" there is more than one answer. Mr. Samuel Weller informed Mr. Justice Stareleigh, on a famous occasion, that the spelling of his, the witness's name, depended on the taste and fancy of the speller; and it is equally the fact that the effect of any substance, poisonous or otherwise, acting on the human system, is conditioned to a very large extent by the idiosyncrasy of the particular "corpus vile." One or two authenticated cases will serve to illustrate this. There was a man who declared that he was unable to eat the smallest quantity of rice in any form without great pain and nausea. In order to test the matter conclusively a friend prepared without his knowledge some huns, each containing the equivalent of about three rice grains. On eating one, unaware that any rice was present, he was quickly seized by the symptoms he had described. To him rice was virtually a poison. On the other hand, an equally well verified case is recorded of a woman in Paris, who, passing from wine to brandy, and from that to absolute alcohol, at last resorted to strong nitric acid for the purpose of stimulating digestion. Presumably, perforation ultimately ensued; but all that is recorded is that she was seen to drink the corrosive fluid repeatedly.

The interesting records of the far-famed professional poisoners of Italy and other countries would lead away from our subject, and it must suffice, therefore, merely to allude to those complacent assassins. They made their calculations with much exactitude, and were sure, sooner or later, of their victims—as Caesar Borgia epigrammatically expressed it, "What has failed at dinner will succeed at supper." It may be observed in this connection, that suspicion of poisoning has in some cases been unjustly founded, as in the notorious instance of the death of the Crown Prince of Sweden in 1819. While reviewing troops, he suddenly fell from his horse; and so rapidly did the idea of poisoning spread, that the soldiers who escorted his body to the capital were attacked by the infuriated populace, and their commander massacred. The Prince's physician was obliged to flee the country for safety, but finally it was proved that death was due to apoplexy.

Arsenic is probably the most feared of poisons, and with some show of reason. An interesting testimony to the extremely virulent nature of this poison is furnished in an anecdote related by Christison in his classical work on poisons. "A clergyman, while traveling in company with another gentleman and two ladies, was setting out one afternoon to resume his journey after dining at an inn, when he was suddenly taken ill with violent pain in the stomach. One of the ladies was similarly affected, but in a less degree; and likewise the other gentleman, though in a degree still less; but the other lady did not suffer at all. Dr. Morgagni found that this lady was the only one of the party who had not tasted a dish of soup at the commencement of the dinner. But he was puzzled on finding that the gentleman who suffered least had taken the largest share of the soup, while the clergyman had taken less than either of the two who were seized along with him. He then remembered, however, that in the district where the accident happened, it was the custom to use scraped cheese with the soup in question; and on inquiry he was informed that they had each added to the soup a quantity of cheese proportioned to the severity of their symptoms. * * * When the whole party had fortunately recovered, the innkeeper acknowledged that in the hurry of preparation he had served up to his guests cheese seasoned with arsenic to poison rats."

A common source of poisoning a century or more ago, was the mellowing of new wines by the agency of lead, which was taken up into solution in considerable proportion on account of the acid that the wine contained. About the middle of the eighteenth century, a disease the same in every respect as lead colic used to prevail in some of the western countries at the cider season; and it was generally ascribed to a too free indulgence in that beverage. The careful investigation of Sir George Baker, however, showed that the disease arose from the cider being

impregnated with lead, sometimes added for the purpose of correcting undue sharpness, but more often accidentally collected through contact with the various fittings of the casks and other vessels. In five years, 239 cases were reported at the Exeter Hospital, and eighty were recorded in a single season at the Bath Infirmary; while in districts in which leaden fittings were avoided, no such complaint existed. Similar epidemics of lead poisoning occurred at various times in Germany and France. Between the years 1498 and 1577, several decrees against the use of lead in the wine refining were made by various German Emperors, and in some provinces the offense was punished with death. There was a mysterious visitation of colic at Poitou, which began in 1572, and prevailed for sixty or seventy years; it was subsequently found to have been due to lead in wine. In the same way, the Paris authorities of 1750 wondered what became of the thirty thousand hogsheds of sour wine brought there for the alleged purpose of conversion in to vinegar, of which the annual export did not exceed twelve hundred hogsheds. It was subsequently discovered that the greater part of it was treated with lead, and so made marketable.

Deaths have frequently ensued from abnormal doses taken for a wager. Besides the many instances of almost incredible quantities of strong spirit drunk in this way there have been cases in which other substances have been selected for the fatal experiment. An incident of this kind occurred in London in 1828, when a man who had gained a reputation for various feats of gluttony supped one day off a pound of common salt dissolved in a pint of ale. The "meal," needless to add, resulted in death.

Thanks to the clumsy methods of procedure generally adopted by would-be poisoners, their attempts not seldom prove unsuccessful, witness the instance of a woman who tried to poison her husband by infusing a toad in his wine. To the astonishment of the plotting spouse, the husband, who was suffering from cardiac dropsy, rapidly improved in health. The explanation is, of course, simple; under the skin of the toad is an alkaloidal substance known as phrynine, which is beneficial in that complaint.

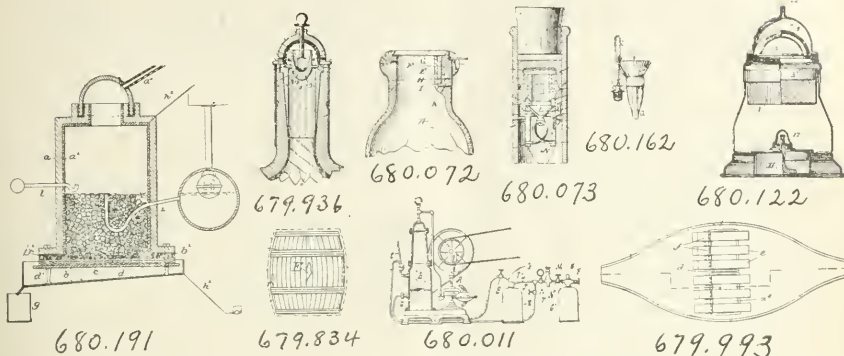
In looking through the pages of ancient medical works, one is struck by the profusion of the antidotes which were prepared and vended against poison and pestilence alike. All were composed of such inert ingredients as walnuts and juniper berries; and the apothecaries of the day, unless they had as much credulity as their patrons, must have smiled many a wise smile as they counted their fees.

To glance, in conclusion, at poisoning as treated in fiction: Dumas's prescient Count of Monte Cristo shows less than his usual acumen in discoursing of poisons to Mme. de Villefort. His idea that by accustoming one's self to an increasing daily dose, one is protected against a dose that would otherwise prove fatal, has a foundation of sense; but he forgets that it would be necessary to accustom one's self to several poisons daily, and not merely to one. The handling of toxicology by novelists, it must be added, frequently furnishes grief—or more probably, laughter—for the judicious. In one of the ephemeral efforts of recent years, a detective was made to proclaim the guilt of a wicked baronet with the thrilling exclamation: "Ha! chloroform on your shirt front! See there the deep blue discoloration which it leaves!"—*London Globe*.

—The Sterling Remedy Company, Indiana Mineral Springs, Ind., manufacturers of cascarae and other proprietary remedies, has secured an injunction against R. J. Gorey, of Cleveland, Ohio, restraining the latter from using the words "candy cathartic" and "candy cathartics," or any similar name, and also from using the word "cascara" in conjunction with a scroll or other design similar to the scroll or design used by the complainants with the word "cascarae." Gorey is also enjoined from using boxes similar in appearance and design to those used by the Sterling Remedy Co.

—D. Scott Keene, President of the Galveston Retail Druggists' Association, Galveston, Texas, has been appointed to represent the Texas State Pharmaceutical Association at the N. A. R. D. meeting to be held in Buffalo in October.

PATENTS, TRADE MARKS, ETC.



PATENTS.

Issued August 6, 1901.

- 679,761.—Alexander L. Lion, Paris, France. Apparatus for purifying gases.
 679,834.—George B. Crites, Chicago, Ill. Receptacle for sugar or other powdered or pulverized materials.
 679,931.—Frank J. Abate, assignor of one-half to N. J. Gartelman, New York, N. Y. Non-refillable bottle.
 679,993.—John G. Ross and H. M. Taggart, Philadelphia, Pa. Adjustable adhesive supporting plaster or bandage.
 680,011.—Henry A. Allwardt, Detroit, Mich. Soda-water apparatus.
 680,050.—Claude M. J. Limb, (dit Claudius.) Lyons, France. Producing barium carbide.
 680,072.—Henry K. Prosser, Washington, D. C. Device for removing closures from bottles or jars.
 680,073.—Henry K. Prosser, Washington, D. C. Non-refillable bottle.
 680,122.—Erasmus T. Camp, Gadsden, Ala. Apparatus for vaporizing medicinal agents.
 680,162.—Christian W. Meinecke, Jersey City, N. J., assignor to Meinecke & Co., New York, N. Y. Bottle-stopper.
 680,191.—Edward A. Allen, Rumford Falls, Me., and H. K. Moore, Lyon, Mass., assignors by mesne assignments, to Moore Electrolytic Company, Portland, Me., and Boston, Mass. Electrolyzing salts of alkali metals.

TRADE-MARKS.

Registered August 6, 1901.

- 36,861.—Atomizer. The Mahoning Novelty Co., Youngstown, Ohio. The word "Privato."
 36,862.—Medicine for Certain Named Diseases and Vaporizers for Evaporating Same. Fritz Jacobson, Brooklyn, N. Y. The word "Lungoleo."
 36,863.—Preparation for the Hair. Minnie M. Harris, Washington, D. C. The compound word "Lus-Tro."
 36,864.—Pills for Certain Named Diseases. George Christian Weber, Louisville, N. Y. The picture of a royal Bengal tiger.
 26,865.—Malt Extracts and Peptonized Malt Ponds. Albert Lieber, Indianapolis, Ind. The representation of a calla lily inscribed with the letter "L."

LABELS.

Registered August 6, 1901.

- 8,579.—Title: "Plantation Tea." (For a Medicine.) Dorr Thomas, St. Paul, Minn. Filed July 11, 1901.
 8,580.—Title: "De Bell's Kidney Pills." (For a Medicine.) C. W. Beggs Sons & Co., Chicago, Ill. Filed January 7, 1901.
 8,581.—Title: "Eoro-Carbol-Salva." (For a Salve.) C. W. Beggs Sons & Co., Chicago, Ill. Filed January 7, 1901.
 8,582.—Title: "Brown's Magnetic Liniment." (For a Liniment.) George W. Brown, Brooklyn, N. Y. Filed July 15, 1901.
 8,583.—Title: "Maxey's Violet Cream." (For Toilet Cream.) Maxey Laboratory Co., Allston, Mass. Filed July 11, 1901.
 8,584.—Title: "Prophylactic." (For Tooth-Brushes.) Florence Mfg. Co., Florence, Mass. Filed July 11, 1901.

ALCOHOL IN SOLID FORM.—Alcohol is made in solid form by heating a liter of it in a vessel of double capacity over a water bath at a temperature of 60° C. Twenty-eight to thirty grams of Venetian soap, very dry and cut fine are added, as well as two grams of gum lac. After a complete solution has been obtained, and while it is still warm, it is poured into metallic receptacles which are closed immediately and left to cool. The presence of the gum lac assures the preservation of the material and prevents too quick evaporation. The soap incorporated in the alcohol is left as a residue after burning.—(Sci. Am.)

—A soda fountain in the drug store of Hood & Grantham, Dunne, N. C., exploded August 6, while being charged by E. R. Shaw, a clerk, and Will Parker, an errand boy. Parker was seriously injured on the knee and leg, and Shaw was badly shocked, but no serious damage was done to him. Hood & Grantham's loss will amount to about \$100.

—The British Columbia Pharmaceutical Association held its annual meeting and banquet at Vancouver, June 14. The officers elected for the ensuing year follow: President, R. C. Macpherson; vice-president, D. C. Curtis; Council—Mr. Hiscock, Mr. Cockrane, George Seymour and T. Atkins, all past-presidents of the association.

GENUINE
Imperial PURE FINE PARA
RUBBER BANDS

ARE ALWAYS PACKED IN GREEN
 BOXES BEARING THE TRADE MARK
 AND OUR CORPORATE NAME IN
 WHITE LETTERS, AND EACH
 AND EVERY BOX CONTAINS OUR
 GUARANTEE SLIP

THE GOODYEAR TIRE & RUBBER CO.

AKRON, OHIO.

PENNSYLVANIA BOARD EXAMINATION.

The Pennsylvania Pharmaceutical Examining Board at its meeting held in Williamsport July 16 examined 114 applicants for registration, five being women. Out of this number thirty succeeded in passing the examination as registered pharmacists and twenty-seven as registered qualified assistant pharmacists. The list of successful registered pharmacists follows: Harry E. Frank, Harrisburg; Andrew T. Veeder, Otto J. Ohlenger and F. A. Hartleb, of Pittsburgh; Philip V. Melloy, Charles A. Wolfe, Cornelius S. Burton, George H. Barrows, William S. Baer, Frederick G. Luebert, J. T. Young, Howard Kingsbury, of Philadelphia; Harry H. Unser, Shamokin; Oscar F. Beck, Bradford; Walter H. Darling, Lawrenceville; Harry B. Wiley, Henry P. Davis, Robert F. Bradley, of Scranton; Barton Brown, Galeton; W. D. Davis, Mahanoy City; Louis Reichert, Carnegie; George H. Lyons, Frank M. Siggins, of Meadville; William McCarthy, Liberty; John E. Wells, Meshoppen; Theresa Y. Donaghue, Girardville; E. W. Yeagle, Emporium; Edward P. Gannon, Wilkesbarre; John Bally, Lock Haven; F. A. Probst, Cleveland, Ohio.

Registered qualified assistant pharmacists: Max E. Wimpler, T. C. Davis, C. LaRue Bonta, Jacob Sulthoff, of Philadelphia; W. E. Thompson, Arja Griffiths, of Scranton; Max C. Schmidt, Hollidaysburg; Garfield Thomas, Packville; Clyde I. Glover, Shenandoah; Frank Rockwell, Johnstown; John B. Oellig, Altoona; Thomas L. Jones, Taylor; Arthur Jenkins, Jermyn; John R. Haton, Edwadsdale; M. D. Morgan, Williamsport; N. B. Shales, Berwick; W. E. Heffickler, Reading; E. J. Ferguson, Erie; J. H. Douglass, Bellevue; Samuel Sickenberger, Indiana; George L. Miller, Pittsburg; V. G. Newill, Warren; John B. Beiggs, Shickshinney; George W. Wilson, Wilkesbarre; William A. Bates, Mansfield; C. Walter Beck, Sheffield.

The next meeting of the board for the examination of applicants for registration will be held at Pittsburg and Philadelphia on Saturday, October 19. All necessary information may be obtained from the secretary of the board, Charles T. George, Harrisburg, Pa.

Pure Liquors.

It has always been an idea among careful consumers that if a pure whiskey or gin was wanted, the drug store was the place to go for it. There are a few manufacturers who make a specialty of druggists' business, and make pure goods with this object in view. One of these is Clarke Bros. & Co., Peoria, Ill., whose Old Juniper Gin and Clarke's Pure Rye stand for all that is good and pure in these two liquors. Both are guaranteed pure, and the Rye is bottled by the Government when six years old. The latter has been advertised so extensively that the dealer has but to call the consumer's attention to the brand to insure a sale.

An Attractive Special Offer.

On another page of this issue of the Era is a specially attractive offer in the cigar line. Chas. Jacobs & Co. will give 50 elegant cigar pouches bearing the advertisement of both the brand and the dealer, to every dealer who orders 1,000 Havana Specials. Druggists who handle cigars will find it will pay to take advantage of this offer. Address Chas. Jacobs & Co., 353 E. Seventy-eighth street, New York.

Medullary Glycerite.

Erb's Medullary Glycerite is a glycerin extract of red bone marrow. The manufacturer claims that it is the best on the market, and in order to prove to the satisfaction of druggists that this claim is well founded, he will send a pint bottle, express prepaid, to any address for 50c. It is made by Chas. S. Erb, 121 Amsterdam Ave., New York City.

One of the advantages claimed for the "Imperial" Nipples made by The Goodyear Tire Rubber Co., Akron, O., is that they may be kept clean, sweet and antiseptic by frequent sterilization. Few rubber goods will stand this treatment.

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One of the best known proprietary preparations sold in the trade is Needham's Red Clover, put up in the form of dry blossoms and in fluid and solid extracts. They offer it to the trade as one of the best blood purifiers known, and in fact the efficiency of Red Clover in such cases is well known. They will cheerfully supply druggists with advertising matter with the druggist's imprint on. Druggists interested should address D. Needham's Sons, Inter-Ocean Bldg., Chicago, Ill.

The Pharmaceutical Era.

EVERY THURSDAY.

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INDEX TO THIS NUMBER.

THE PHARMACIST AS A BUSINESS MAN.

The articles on "Business Pharmacy" by practical pharmacists, which are running in the Era, indicate that a great deal of the talk about the lack of business ability of the druggist is tommy-rot. That there are men owning or conducting drug stores, who are acclaimed by themselves and everybody else as unfit for anything pertaining to the commercial end of the profession, having taste and talent apparently only for the technical, is unquestioned; but there are also men engaged in pursuits in which nothing but business ability is required, who are certainly as badly off, if not far worse. The supposition has gained far too great prominence, that those of the professions, as well as the arts, cannot take proper care of their exchequers. Such an idea is glaring idiocy. Probably one of the shrewdest business men of the last century—this may be a strong assertion, but, all things considered, is nevertheless true—shrewd in so far as his own and his family's interests were concerned, was the poet Tennyson. Not in a thousand years could he have become a millionaire from the mere sale of his poetry, but his skillful management of the resources he already had and what he got by selling his manuscripts to best advantage, permitted him to leave a fat wall behind him. Had Tennyson failed to grasp each opportunity to better his finances, his genius would have been sufficient excuse. One is at first inclined to say that fate gives just due to the man whose ideas are too lofty for the commonplace necessities of life, but that at the same time one is induced to think Lombroso right in declaring that

genius is a form of insanity, and accept the achievement as an excuse for any shortcomings.

But business ability, in addition to professional ability, is only a matter of mental breadth, and the man of no matter what following who narrows himself limits his usefulness as part of the human world-machine. There is no excuse for the average man being a business failure due to what he calls lack of ability in that direction, but which is really due to his unwillingness to adapt himself to circumstances, and we are glad to form the opinion that pharmacists are on the whole better business men, because the standard of intelligence is higher, than the average storekeeper.

THE A. PH. A. MEETING.

The American Pharmaceutical Association holds its forty-ninth annual meeting in St. Louis, beginning September 16th and continuing five days. As announced in our news columns, the various passenger associations have granted a rate of a fare and one-third on all of the railroads, and members from New York City, Philadelphia and nearby points may avail themselves of the privilege of visiting the Pan-American Exhibition at Buffalo on the return trip, by depositing their tickets with the ticket agent of the railroad and paying a fee of one dollar.

We would earnestly advise every druggist who can do so to attend this meeting. The several sections of the association are making strenuous efforts to insure a full attendance, and aside from the pleasure of the trip to St. Louis and a knowledge of the city itself, the meeting will offer advantages for the acquisition of scientific knowledge. A number of papers of interest are already promised, and the section on practical pharmacy and dispensing makes a cordial request to every member to send "something" to the chairman to be read at the meeting or to be added to his report. The work of this section is pre-eminently that of the retail druggist, and he should realize that the life and success of this department is dependent upon his efforts and support. We would also urge all druggists not members to affiliate themselves with this organization. It costs but \$5.00 per year, which sum is many times returned in the yearly volume of Proceedings alone, which contains not only matter of transient interest, but more particularly its report on the progress of pharmacy, which is a digest of all the current pharmaceutical literature of the year. More particularly is interest in this association hoped for at this time from the fact that at the coming meeting there will be an exhibition of objects of interest to druggists. The committee has made strong efforts to secure success for this departure,

which has several novel features, and we are sure the "exhibition" of the 1901 meeting will be worthy of remembrance. We are also none the less sure that everyone who attends will carry away knowledge of many new objects and ideas which will be of direct pecuniary or educational value in his business career. There should be a full attendance of druggists from all sections of the United States at the St. Louis meeting.

EARLY CLOSING IN ENGLAND.

The subject of early closing of shops seems at present to have an all-absorbing interest for the British pharmacist. The movement has progressed to the "investigating committee" stage, and the report has just lately come upon the tapis. Judging by the overhasty demise of the kin-committees of 1886 and 1888—the former was the House of Commons Committee; the latter composed of the presidents of the two great medical colleges, aided by other leaders of the profession—and the slow deliberation in the progress of the present "Select Committee," this effort would seem to be doomed to oblivion under the phalanx of ponderous Commons Legislation, since the recommendations of the committee will be referred to Parliament to pass upon, but for the fact that the movement has emanated from pharmacy itself in the form of early closing associations, not from any extraneous sources, and that the Select Committee reiterates the reports of the older investigators regarding the unhealthy conditions prevailing, and adds that by the evidence it is satisfied that the subject is one of the utmost importance and that the existing evils show no general or sufficient sign of emendation. The weight of evidence is entirely on the side of shorter hours and shows that the adoption of the purposed measure will be a tremendous boon to pharmacists and pharmacy. Report says: that the whole trade is so alive to the situation and has acted with such astonishing unanimity that this time only success can crown its efforts.

DIPLOMA FRAUDS.

In our news columns this week is related the story of a Jersey City degree pedler who, as "president" of a university he carried around in his pocket, was willing to bestow a medical, pharmaceutical or any degree wanted by any individual for a consideration. His career was short-lived, for the Governor of the state and the United States postal authorities got after him. The existence of such an institution in our midst implies a demand for its degrees and also goes to show what a nation of title and degree loving people we are. There is, to some people, a mystic significance attached to a row of letters after one's name, and to the snake charmer or circus performer their use is considered as so much stock in trade. The reputable professional man has no use for fraudulent degrees, however, and the authorities have done good service to the cause of education in running down these frauds. Some of the best arguments in favor of restrictive medical and pharmacy laws are unconsciously furnished by the operations of just such institutions as the "Central University of Medicine and Science."

COPYING ORDERS.

If druggists would make a point of always keeping a copy of every order given by them, whether sent by mail to their jobbers, or given personally to their traveling salesmen, they would save themselves much bother, and at the same time prevent any changing of price or increasing of the quantity bought. One of our exchanges, in discussing the advantages of copying orders, says a most excellent plan is to enter all orders with prices and full shipping direction and any special conditions in a regular book. Then, if the order is given to a salesman, let him sign the same, and if sent by mail, even though you copy your letter, it is convenient to have the order as a memorandum in some convenient place for reference. Such a book would have many uses. In the first place, it gives you absolute security from any change as regards terms of the sale and quantity and price of the goods bought. Should the goods arrive before the invoice, you can at once check them over and price them. By referring to this book the goods which you have "on order," but not delivered, can be ascertained, and in this way you are prevented from making duplicate orders. The labor of making such a book is not great, and the time would be profitably spent.

LIQUOR-SELLING BY DRUGGISTS.

The heaviest sentences imposed in Vermont for many years in connection with the violation of the prohibitory laws of that state were meted out two weeks ago to a number of offenders, including five druggists. Two of the druggists were each sentenced to six months' imprisonment at hard labor, hauling and cutting marble, and to pay fines of \$500. Two of the others were fined \$750 apiece, and one was let off with a fine of \$250.

The question of the violation by pharmacists of laws regulating the sale of liquor is one which is cropping up all the time all over the country, and that it causes so much agitation, with frequent conviction, is proof that all things are not as they should be. There is but one way to look at this question. The laws should be so framed as to allow druggists to handle and dispense liquors for medicinal purposes only, and this without imposing harsh restrictions and heavy license fee. But when a druggist goes farther than this and sells liquor for a beverage, he should be punished to the full extent of the law. There should be no mercy shown to the dram-selling pharmacist.

GIVE HIM A HEARING.

Druggists make the biggest kind of a mistake when they do not extend a cordial welcome to traveling salesmen. The average salesman travels over an entire state oftener than a druggist journeys across a county, and totes his grip from ocean to ocean quite as frequently as the druggist gets outside the confines of his own state. In other words, the traveling man meets a great many opportunities to pick up valuable information, and all wide-awake druggists have access to this inexhaustible source of knowledge.

HYDROGEN DIOXIDE FOR REMOVING ADHERING BANDAGES.—Bandages which have dried and adhere strongly to wounds may be readily removed, it is said (Apoth. Ztg.), by moistening the margins of the bandages with hydrogen dioxide

(Contributed to the Era.)

SMITH VERSUS THE TOMAHAWK, OR A LIBEL SUIT WHICH DIDN'T COME OFF.

By THERSITES MENDAX.

My friend, Bartholomew Smith, was an individual who was always unfortunate. He "served his time" with a druggist who had been in business for five or six years before the registration act became a law, and this gentleman being absolutely ignorant of chemistry, botany and materia medica, discouraged those branches of study in his assistants, thinking that a knowledge of them would lead the young men to become conceited and think they knew more than their employer.

At the end of five years' service Smith took a course at the college of pharmacy. Two days before his final examination he broke his leg, and consequently got no diploma. When he had recovered from his accident he presented himself before the state board, and passed a very good examination, one of the members of the board even complimented him on his replies in the oral.

On his thirtieth birthday Smith found himself possessed of fifteen hundred dollars in cash, scraped up during years of clerking, and came to the conclusion that it was time to start on his own account, especially as he wished to get married.

He heard of a business "for sale" in a neighboring town through a commercial traveler. The town was a small one, but it was growing very fast, and the business opening seemed a fair one. The store was a small one, and in a rather poor locality, but the books showed a business of about four hundred dollars a month, and the proprietor offered to sell out at seventy-five per cent. of the invoice value. His health had broken down, so he said, and he had to go West. The stock was worth seventeen hundred and fifty, and Smith paid out his capital and gave his note for the balance, payable in six months, then he settled down to make money.

After he had been his own master for a fortnight he found out three things: First, that of the six thousand prescriptions on the files, for the past two years, about five-sixths were bogus ones, pasted in to deceive any intending purchaser. Second, that half the business transacted by the late owner was a bar business, pure and simple. Third, that his predecessor had left on account of the authorities saying that there were too many drug store-bars in town, and directing the police to close some of them. This store and two others were each only paying thirty dollars a month blackmail. So they were "closed up" in short order with a number of the lesser "dives." The stores which sold no liquor got the benefit of most of their legitimate trade, and those which could afford to pay larger "assessments" and go on violating the law, got the benefit of their higher financial standing.

Smith had no intention of violating the law, even if he could do so for thirty dollars a month. He informed the gentleman who called on him and explained matters of this fact. The authorities who had hoped that he would go a little higher than his predecessor, resented the way in which their emissary was received, and revenged themselves by incessant inspection of his poison register and record of liquor sales at inconvenient hours. Loafers who congregated in front of his store were not "moved on" as promptly as they might have been, and other petty annoyances were inflicted on him.

When the note Smith had given for the balance of the purchase money came due he was fifty dollars short. He pawned his watch and sold his bicycle, and contrived to raise it. He then took stock, and found that after working for sixteen hours a day for six months he was nearly two hundred dollars behind. He contrived to keep a small advertisement in the "Tomahawk" weekly; he could not afford the daily edition. As he wrote a very good ad, he contrived to sell a considerable quantity of his cough syrup, which he dispensed in four-ounce bottles at twenty-five cents. One day he found a patent medicine com-

pany's advertisement directly under his, which stated that all so-called "pine cough syrups" other than theirs were dangerous frauds, made from turpentine and cheap molasses. That afternoon the canvasser for the "Tomahawk" called on him and requested him to take more space. Some idiot started a cut-rate war, and dollar patents sold for seventy cents; twenty-five cent goods went down to fifteen cents, and trade became demoralized. Smith "kept at it," however. His prescription file looked a little better, and some of the women who used to pass his store as if it was a small-pox hospital, ventured in, and finding there were no loafers behind the prescription case they bought goods. Now Agricola Stiggins was the largest farmer near the town. For thirty-five years he had been working an average of twelve hours a day, buying nothing that he could raise, using nothing he could sell, spending nothing he could lay by. He remembered the town when it had three hundred instead of thirty thousand inhabitants, and mourned the good old times when a farm hand got forty cents a day for fifteen hours' work. He had sold part of his farm, some of it was leased, and the rest was under cultivation. His boys had left him as soon as they grew old enough to run away, and he and his wife lived as closely as if their place was heavily mortgaged, and as though they had not a heavy balance at the bank. Mr. Stiggins patronized Smith's store when he had occasion to buy any drugs. In order that he might not be imposed on he carried a departmental store catalogue in his pocket, wherein tincture of iron was priced at three cents an ounce; castor oil, six ounces for ten cents, and other goods to correspond. He had a perfect horror of doctors and their bills, and when he was unable to find a suitable course of treatment for his own or his wife's ailments in "the big doctor book" he owned, he used to apply to the editor of the medical column in the "Tomahawk Weekly." The medical editor furnished information on human and veterinary ailments for five dollars a week, and gave consultations by mail for a dollar. The consultation fees, of course, went to the editor and proprietor of the "Tomahawk."

Now Mr. Stiggins was tormented with small boils, and another honest farmer had a horse with the heaves which he wished to trade off as a sound one.

The medical editor got both letters on the same day, and prescribed Fowler's solution for both man and beast. By some mistake two lines of type were transposed, and "A. S." in the medical column was directed to take "thirty drops of Fowler's solution in a little water at night," and in the veterinary column Andrew Stevens, also "A. S." was directed to "give three drops of Fowler's solution twice a day, and apply a poultice." Agricola Stiggins had a constitution like a horse, but arsenic is a cumulative poison, and a very small quantity of it goes a long way. Mrs. Stiggins became alarmed at her husband's symptoms and sent for a doctor. The doctor got hold of the bottle of Liquor Arsenicalis with its poison guard, label and Smith's name on it, and found out that his patient had been taking it in half teaspoonful doses. Armed with the phial he sought out Smith's place of business, intending to find out how Stiggins came to buy it, and fully prepared to make trouble for the unfortunate "counter prescriber." Stiggins had told Smith the fact that the "Tomahawk" had recommended the use of the drug, and the druggist had not troubled to read the medical column of that journal. The doctor hated the editor like poison, and when he turned up the last issue and found the reply to "A. S." he asked Smith to say nothing about it to any one for a few days, as he hoped to pay off an old score against the paper. The reporter of the "Tomahawk" happened to hear a rumor of the case. He made his way to the Stiggins homestead, picked up what details he could from Mrs. Stiggins and tried to interview her husband, but he was too ill for the most pertinacious reporter to get much out of him. He, however, noticed an ounce bottle filled with tincture of capsicum, and unlabeled, on the table. He inquired if that was the bottle that had done the damage, and Mrs. Stiggins, who knew no better, said she thought it was.

The reporter was newly on the staff, and burning to distinguish himself—it was the dull seasons and local news was very scarce. The sub-editor gave him a column and told him to make a good job of it, and if necessary help it out with large print and scarce head lines; and he did so.

It was a beautiful article. It commenced: "Another Victim. Poison Sold Without a Label. Terrible Results to one of our Prominent Citizens." There was a neat little allusion to the character Smith's store had borne in the past, and a few scathing lines on the discourtesy of the medical man who had refused "our representative" any information.

When Smith got the morning paper he felt that his cup of woe was full to overflowing. What little business he had left would surely be lost; the savings of many years were gone; his hopes of matrimony were blighted, and if he escaped a criminal prosecution he would be lucky. The doctor came in at noon. He and Smith conversed together for half an hour; then the blinds were pulled down, the store locked up, and the pair departed to seek the doctor's brother, who was a barrister, solicitor, notary public, etc., etc.

The editors of "The Free Press" and "The Tomahawk" were not the best of friends; they carried on a feud like the editors of the immortal *Estandswill Gazette* and *Fatandswill Independent* waged in the pages of "Pickwick." The "Tomahawk" had been getting the best of it for the past year, in its very last issue it had adjured the "Free Press" to write leading articles on subjects it understood, and to leave politics of every kind alone. By way of reply the "Free Press" printed an editorial on "Things we do not Understand," dealing with the error in the Medical Column, the article on the poisoning case, and the injustice done "our respected citizen, Mr. Bartholomew Smith, who has spent a year in our midst, paying his bills like a man and succeeding in turning a drug store bar into a highly respectable business."

Bartholomew Smith was not vindictive. The good will of "The Tomahawk" was worth having. In its next issue that paper expressed its deep regret for having printed the article of the preceding day. The editor stated that "the article was the work of a person who is no longer on our staff," and that had he been in the office himself he would never have allowed it to be published.

The medical editor also vanished. People who are ill must now consult a physician instead of "The Tomahawk." The "copy" this unfortunate sent down was correct, but his reputation as a medical encyclopedia was gone. Smith is in a better store now; he is married and does a very good business. As he is on the police commission of the town council he isn't bothered with loafers, nor are his poison and liquor records overhauled every other day. I could never find out how "The Tomahawk" stopped that libel suit, or what it cost them. I once asked Smith but he wouldn't tell me. Stiggins recovered after a very dangerous illness. He threatened to sue the editor, but for some reason he did not.

The doctor who attended Stiggins has a very good practice, and besides turning a good deal of his dispensing into Smith's store, he put in a good word for him with several other members of his profession. I once heard an unsuccessful druggist ask Smith how he got his start. Smith's answer was a characteristic one—"Through a man who was too mean to pay a doctor's bill, and a newspaper reporter who wrote up a case he didn't understand."

A NEW INDICATOR.

In a recent issue of the *Journal of the American Chemical Society* (June) E. G. Runyan calls attention to a new indicator for use in estimating the acidity of wines, the alkalinity of beet juice, etc.—a mixture of corallin and malachite green in alcoholic solution, first suggested by the French chemist, L. Lachaux, in 1892. The color changes of this indicator are a purple color with alkalis and a green color with acids. The formula for the mixture is as follows: "Dissolve 3.1 grams of corallin, or commercial rosolic acid, in 150 Cc. of 90 per cent alcohol, neutralize, if necessary,

and mix with a solution of 0.5 gram malachite green dissolved in 50 Cc. of 90 per cent alcohol." In using this, 10 drops of the indicator are added to the fluid to be titrated, then acid or alkali, as the case may be, is added—to a clear purple, if the latter, a clear green if the former.

Corallin alone is a valuable indicator, so are litmus and phenolphthalein, but any one who has tried to hit exactly the neutral point in titrating red wines with either of the two will appreciate an indicator that gives an "end point" plainly marked and without "outside" use. This is just what the new mixture does, through the malachite green, which possesses no value as an indicator in itself, but when mixed with corallin blends with the colors of that indicator and renders the acid reaction very clear and distinct. Of course, this indicator can only be used for titrating substances that give a distinct acid reaction with corallin, the active ingredient of the mixture.

A number of experiments have been made with this indicator at this laboratory to determine the value with many of the fluid preparations of the *Pharmacopœia*, or solutions that are too deeply colored to be titrated with litmus or phenolphthalein, and the results have been highly satisfactory. With several varieties of wines, claret, sherry, port and riesling, the titration of the acidity with tenth-normal potassium hydrate was easily made within a very narrow limit of exactness, while litmus, as an outside indicator, variations of from 0.5 to 1 Cc. of alkali solution were about as close as could be made. Quite a number of the "liquors" of the U. S. P. were tested for acidity with this indicator, even liq. and tinct. ferri chlor. were satisfactorily titrated, and it was found to answer every requirement as to quickness of color, change and sharpness of the difference of color. It is proposed to carry out the same trials with solutions of the alkaloids as extracted from fluid extracts and crude drugs in the usually more or less colored solutions these give on first extraction, as, if satisfactory, it will be a valuable addition to our list of indicators for this purpose. It is recommended that trial be given the new "corallin-malachite green" indicator in all cases where the acidity or alkalinity of colored liquids is to be estimated, especially as to alkaloids. The use of a mixture of two substances in an indicator seems to open a profitable field for further investigation along this line as valuable combinations may be found.

FRED'K. T. GORDON,
Pharmacist, U. S. N.

"Laboratory,"
Navy Yard, League Island, Pa.

EMULSION OF COD LIVER OIL.—Vigier has suggested the following formula for cod liver oil emulsion to the Commission of the Codex, for inclusion in that work: Cod liver oil, 140 grams; simple syrup, 60 grams; orange flower water, 40 grams; Irish moss, 5 grams; distilled water, q. s.; oil of bitter almond, q. s. Mix the oil of bitter almonds, the syrup and the orange flower water in a capacious bottle. Boil the Irish moss for twenty minutes in sufficient water to give 220 grams of decoction. Strain with pressure through a cloth, evaporate to 160 grams. Introduce the cod liver oil into the bottle, pour on the boiling decoction and shake thoroughly. Continue the shaking for periods of five minutes, at intervals, until the emulsion is thoroughly cold. It contains 33 per cent. by weight of cod liver oil. If glycerin be substituted for the syrup, perfect keeping is assured. If desired, calcium hypophosphite (4 grams) may be added to the above ingredients. (L'Union Pharm.).

TO REMOVE FRECKLES. (Lentigo.)—The following lotion is recommended by Pratico del Med.;

Mercuric chloride	15 grains.
Zinc sulphate	30 grains.
Solution of subacetate of lead	1 dram.
Rose water	8 ounces.

M. Apply locally night and morning.

NIOFORM—Trade name for iodocholesterol-chinolin, an anti-septic brought out by Rarel.

BUSINESS PHARMACY.

The Experience of Druggists with Profit-Bringing Methods. Hints and Suggestions. Original Papers from Practical Business Druggists. The Various Phases of Drug-Store Management and Economy.

A DRUG CLERK'S TALK WITH HIS FELLOW CLERKS.

By J. P.

There appeared on this page a short time ago under the head "A Plea for the Clerk," an article on what the writer believed to be the proper treatment of a drug clerk by his employer, and the friendly relations that should exist between the two, in order to make the every day work slip along smoothly and pleasantly for all concerned. In that article my talk was more to employers than to the clerks. In this one I wish to have a heart to heart talk with the boys themselves. In my experience with clerks in general, I have discovered that the big majority of them could stand the pressure of having a little more ambition instilled into them. Not that they don't mean well enough, and wish to do all that is right and honorable toward their employers, but for some reason or other we fall into a certain rut, and despite ourselves, we remain there, until finally, we begin to lose our ambition and actually become lazy. Why not "about face," be up and doing? Is there not some little thing to be done that will please our employers and lighten our own consciences as to duty well done. Can we make some little change in the store (always with the proprietor's consent) that will prove more convenient in the general arrangement of things? How about the figuring out of something new in a window trim for next week?

How many of the more salable drugs might be made up into neat little packages for ready dispensing—sulphur, borax, alum, chamomile, licorice powder, salts, and a score of others might be mentioned, all depending, of course, on the demand for certain drugs in your vicinity. Then there are bottles, cans, drawers, and many odds and ends to be kept neatly labeled, depending upon the condition of the store in which you are employed. I remember going into one store that needed renovating to the Queen's taste. My predecessor, an old chap, was not at all particular about the condition or location of the drugs carried in stock. Everything as it came from the wholesale house was left in its original container, regardless of what that container might be, and thrown into this, that and the other corner, cupboard or shelf. In skirmishing around the place, I found in the cellar a lot of 1 ounce wide-mouthed quinine bottles, just enough, when placed side by side, to nicely fill a good-sized glass cupboard in the rear of the store back of the prescription case. With hot water and soap suds I scoured them out. Next I foraged out all the drugs that were bought in small quantities, such as would be bought in quarter and half pound lots by a small store. These I transferred to my bottles and fitted them all with nice smooth corks. I then secured some odd labels, of about the proper size, trimmed off the corners, and used the blank side with my printing purposes. With the dip of a fine bristle brush in the ink bottle, and a little practice, I could print a very neat label, much more preferable than a machine-printed one. Then I sized the labels up with a little glue to hold the lettering fast, placed them on my bottles in a perfectly straight line with each other by means of a plumb line stretched across the prescription desk, spread a thin coat of white varnish over the finished labels on the bottles, to prevent their being soaked off when washed; arranged them alphabetically in my glass cupboard, and I had a very pre-

sentable display, and no doubt an improvement over the condition in which I had found them. I likewise labeled the drawers with a long strip label, arranging everything alphabetically and cleaning each drawer thoroughly, as I went along. With practice I soon found that I could print a much neater and showier label by first tracing out with my pencil nice broad letters after the style of type afterwards filling in with pen and ink, and topping off with a neat black line as a border around the edge of the label.

In making labels I always cut the corners off, getting a much better result than an ordinary oblong strip could give me. In one store in which I was employed I labeled in this way, 160 cans, 190 drawers and 35 shelf bottles from which I removed the broken labels that had been on for years, besides a great many odds and ends about the store. If you wish to brighten up an old gloomy store try my scheme and note the change. But I only mention this as one of a hundred little ways in which we can utilize a little spare time. Don't allow your stock bottles to run too low, so much so in fact that when you come to need a certain preparation badly you find to your sorrow that your stock bottle is empty. When you find a container getting low bring it up out of the cellar, or in from the back room, and place it on your work table as a reminder. I find it a good idea to make a note of everything that comes up during the day and that I intend carrying out in the near future.

I could speak of many little ways, space permitting, in which a clerk might cause himself to take a jump upward in his employer's estimation, but one thing I must not forget, don't stand idly by and watch your shelves fill up with accumulations of ancient patents, etc. Every patent has its day, and when this class of goods begins to look soiled and veteran, get rid of it as soon as possible. You are daily given opportunities to recommend something for this, that, and the other thing. Don't hesitate to hand out a veteran patent, when you can honestly do so.

I often have calls for a good liniment, and in such a case I open a bottle of one that perhaps still carries a Civil War Revenue Stamp, transfer the contents to one of our own bottles and pass the liniment out as one just compounded, always obtaining the price of the original patent for it. I figure the money obtained on such a sale as being so much money found. Likewise with calls for liver pills, cathartics, etc. You have pills in your pill case you can never sell otherwise. In fact, I watch every customer that comes my way. Nor do I wrong the customer in so doing, for by keeping well read up on the patent which I am handing out, I know for what it is recommended, etc. I only resort to this method, of course, with very old timers—those that will never be called for, or goods of manufacturers who have long since gone out of business. If a person requests you to compound a something for a certain little imaginary ailment, look wise, ask a few questions bearing on the case, and then proceed to open a bottle of one of the old timers you believe will strike his case. We cannot hand out a dirty, battered old looking affair of a patent medicine with a recommendation, without suspicion at once arising in the mind of the prospective buyer that you are trying to work off old stock on him.

Nor must we confine our selling abilities along this line to patent medicines alone, but to all old stock sundries, when we can safely and honestly do so without injuring the reputation of the store. Once clear the store of this class of goods—some of the older

The Era pays \$5.00 for each accepted contribution to urged to relate their experiences and offer suggestions. Make your papers short, about 1,000 words (one Era

this department. Proprietors and clerks are especially on all phases of the practical business side of pharmacy. page) in length.

drug stores are clogged up with them—and it is an easy matter to keep the shelves comparatively free from it in the future. A bright clerk can actually go a long way toward paying his own salary by sales of stock that the proprietor had long ago given up any idea of ever getting rid of without throwing away. In conclusion I have only to say—keep your eyes open, your wits about you, and you are bound to prove winners.

HOW TO MAKE A DRUG STORE PAY.

By CLYDE HUSTON, Oxford, Ohio.

An important duty of the pharmacist, which is too often neglected, is that of labeling. Not only is it necessary for the safety of the customer, but it is also a very good manner of advertising, since the printed labels contain, beside the name of the article, the pharmacist's name and address.

When a customer brings a vial to you to fill, and the vial is labeled, always scrape off the old label and paste on a new one, instead of pasting the new one over the old, as many pharmacists do. The method of pasting a new label over an old one is a very untidy and also a dangerous practice. For example, a customer brings a vial labeled "syrup of tolu" and wishes it filled with "sulphuric acid." Instead of scraping off the old label you paste the new one over it. After a time the acid label may peel off, or get torn off, leaving the sulphuric acid labeled syrup of tolu. The customer has an occasion some time after to use some syrup of tolu and gets the acid instead. Serious consequences might thus result from such carelessness on the part of the pharmacist. Keep good, clean, regular stock, and don't buy job lots, which are often shoddy or damaged goods. At any rate they are out of the regular class of goods, and when you sell them out you are unable to get more of the same kind.

Keep on good terms with your competitors, and don't try to add to your patronage by running down them or their wares. Be accommodating to your customers. If you happen to be out of an article when a customer calls for it, go out and get it for him from another druggist, and thus keep him when possible from going to your competitor's store.

Don't keep too many side lines, but confine yourself to certain lines and keep full and complete stocks in these lines instead of keeping a little of this, that and the other thing, thus having a veritable curiosity shop.

Be glad to have your friends drop in to see you, but don't permit your shop to become a loafers' rendezvous or a meeting place for the Sitting Sons of Rest, for this would be a poor advertisement for you.

Keep a number of the more staple articles, such as castor oil, Epsom salts, etc., bottled up or tied up in neat packages and labeled, ready for sale. Much time will thus be saved, as this can be done at dull times, and trade will also be improved, as prompt service, which is a good drawing card, may be rendered.

But, above all, keep the welfare of your customers at heart, and treat all with a uniform courtesy, ever having for your motto: "Honesty is the best policy."

VAPOR BATH.—The following simple method for giving a vapor bath to patients who have to be treated in the recumbent position is recommended by La Presse Medicale (Jour. Amer. Med. Assoc.). Spread a blanket over the bed, upon which place the patient, dressed only in his gown; under each foot and at each side of the body place a well corked stone-ware jar of boiling water. Before being placed in position, each jar should be covered with a damp towel and afterward covered with a piece of flannel. After the jars are placed in position the blanket is folded over the patient, and he is then covered with another blanket and an eiderdown quilt. In a few minutes a profuse perspiration is brought on, lasting for a time, varying according to circumstances. If it is advisable to increase the perspiration, warm drinks may be given. When the patient is taken out of his vapor bath, the blanket on which he lies and the jars

are withdrawn without uncovering him, and his body should be dried under the second blanket and the quilt, which are allowed to remain. After twenty or thirty minutes his linen may be changed.

SHOP TALK.

A Harlem druggist, who has a fairly large clientele simply because he has an old stand, is wondering how it is that a new store scarcely a stone's throw from his own is doing, as he reluctantly admits, fully twice as much business as he does. The reason was plainly to be seen, but his conservative mind couldn't grasp it. "Luck has everything to do with getting business," he said, "and good treatment of customers in keeping it. That druggist over there is getting a good deal of my trade at present because luck is running his way, but the time will come, and shortly, when his customers will come back to me. Why? Simply because I have an established reputation of twenty years in the neighborhood." "Do you advertise?" was asked of him. "No, what's the need! I tell you, I've got the reputation; everybody knows who and where I am." "Do you change your windows very often?" His window displays consisted of a very formal, rigid, mathematical arrangement in each window of bottles of various preparations. "My windows are cleaned once a week, but I seldom disturb the position of the show, as you call it, oftener than the discoloration of the labels on the bottles or the dummy cartons necessitates—say once a month in Summer and not so often in Winter." The other druggist, who is doing the business, when spoken to, said, "Yes, I'm doing a rattling trade, just as I had anticipated. This is my first store, and I'm proud of my success, naturally. You see, while a clerk I saved until a year ago, I had enough to start up a store, and while looking for a site I chanced upon that store over there. The idea struck me at first glance that the proprietor was altogether too conservative, in other words, wasn't up-to-date. I watched his store for a week, made inquiries in the neighborhood and was corroborated in my judgment in a score of ways. This store I now occupy was vacant at the time, and I rented it. Advertise? O, yes, a good deal. My windows are changed once a week and each time representing a different line. I never let anything in this store grow old in one place. Everything is kept on the move, even myself," and he smiled. "Good day."

Chalfant, the druggist at Fifteenth and Tasker streets, Philadelphia whose bright advertising is well known down town, is bringing out some good advertising at Ocean City, N. J., where he has a branch store. Mr. Chalfant is "advertising manager" of Ocean City's boardwalk and amusement pier, so he has a chance to get out programmes and booklets that are brimful of good matter. Here are some of his points: "Follow your Knows and you will come to our drug store—everybody knows we are the UP-TO-DATE druggists—postal telegraph, telephone pay station, stamps for sale, in fact all the conveniences you may want are here for your convenience." "Canned Coats—coats of MOSQUITO LOTION, we mean, for the Arkansas Mosquito Chaser." "Space-L-Ontray 'Eye (S) Cream Sand-Which-Is' two for 5 cents; too good to eat less than 6." On the back of the four-page programme of the entertainments at the Pier for the week, is given a long list of the soda water flavors and drinks to be had at the soda fountain, with a few pointed sentences telling why "Chalfant's Soda" is good to drink. There are just seventy-five different flavors and drinks named in this list, so that the most fastidious summer maiden should be able to find something to please her, while the novel and catchy names of some would inspire the curious to ask for them "just to see how they taste."

* * *

Druggists in New York and its suburbs are using time-table advertisements of their business for all it's worth. The forms and sizes, varying as widely as they

do, show a good deal of ingenuity on the part of the advertisers. Some are only cards, some are folders, some are booklets, and some of the last are bound giving durability; and the sizes run from two by three inches to as large as six by eight. It is a noticeable fact that when distributed at the proper time—in the morning when people are hurrying to business, or in the evening when they are returning home—but a very small percentage of this form of advertising is thrown away. Everybody in New York during those hours seems to have waited till the last minute and then started off in a rush with the paramount idea of catching his train, and it seems quite natural that a time-table would be put in the pocket where another kind of ad. would be thrown away. It wouldn't be a bad idea for the suburban druggists to persuade the railroads not to issue local time-tables separate from the general time-table of the whole road, but to allow each druggist or number of druggists to issue one in the company's stead. This plan is not probable, but it is possible.

* * *

The millennium has come! At least, so a Boston druggist thinks, and he bases this on the fact that a woman came into his store the other day and asked for a postage stamp and then requested him to give her an envelope, asking for pen and ink with which to address it and then, being a bit uncertain regarding the address she was writing, she had the nerve to ask the druggist to look it up for her in his directory, stating that such books always puzzled her greatly and that she could never find a name, etc. All these courtesies the druggist performed, and he says he was getting interested to see just how much further she would go, as she seemed of the type that thinks a pharmacy is a general information and accommodation bureau. To his great surprise, she sweetly thanked him and then, looking around, did not sweep out, as is the habit of such "customers," but actually bought several toilet articles and a box of headache powders of his own make, on all of which he realized a rather good profit, so he states. He nearly fainted at this unexpected result of the woman's visit, beginning as it did in the old, familiar way—the request for a stamp.

* * *

Nowadays, the soda fountain operator who cannot add a crack bartender's feats of jugglery to his other accomplishments as a "fizz" mixer, is not considered in the same class with the clerk who can mix an egg phosphate with the glasses held at arm's length. A Broadway drug store in New York, not more than a mile from the City Hall, boasts of a dispenser who can do all these things, but it is worth a trip across town to see him hand out the customer's check. In doing this he rivals an Australian boomerang thrower, for, with no apparent effort, and with unerring precision, he starts it rolling down the counter away from the customer, only to have it return in its own tracks, completing its journey in front of the customer's glass. The result is as unexpected as it is startling, and the Era man knows one at least who bought a glass of soda at that counter just to see the fellow do it.

* * *

A Boston suburban druggist tells this of one of his customers. She came in and asked for "Lettuce Soap," saying she had seen it advertised. The man of the pestle and mortar did up her little package and just as she was paying for it she asked if it was surely efficacious in its work? It then came out that her family had undertaken to raise lettuce, a few radishes, cucumbers and like things, and they had been troubled with lice on the lettuce, making it hard to wash the insects off. The woman really thought that the lettuce soap was intended to be used in some way to kill the lice, just as flea soap is used. Just how she got this idea into her head, she was unable to say, yet she laughed heartily with the druggist when he explained that it was not intended for that purpose.

NEW REMEDIES.

CARABIN.—Substance isolated from the nerium odorosum by Bosc. It has a formula which answers to $C_{25}H_{40}O_6$, and seems to be a form of saponin.

PULMOFORM.—Trade name for methylene-digluaiacol. It appears as a yellowish, inodorously, insipid powder, insoluble in water, but soluble in alcohol and ether. It has been highly recommended in the treatment of tuberculosis.

TRIFFERIN.—Trade name for an iron preparation, brought into trade recently by Knoll & Co., Ludwigshafen, in which, according to the formula, the iron must be described as paraneucleated (ferum paraneucleinum). The new preparation contains 9 per cent. nitrogen, $2\frac{1}{2}$ per cent. phosphorus, and 22 per cent. of iron.

CYSTOXINES.—Name given to a series of organic poisonous substances derived from the body of man and other animals. They are called separately after the organ or fluid in which they are found—hepatotoxin, for instance, for that from the liver nephrotoxin, that from the kidneys; leucotoxin, that from the lymphatic glands, etc.

PLANTOSE.—Trade name for a new nutrient substance for invalids. It is a vegetable albumen obtained from rapeseed cake (i. e., residue after pressing out the oil), by extraction with water and coagulated by warming the solution. It appears as a light yellow powder, insoluble in water. Its nitrogenous content is from 12 per cent. to 13 per cent.

KALFROOM.—Name derived from Kalberrahm, or calves-cream, according to the Centrallhalle, of a slightly yellowish powder that has recently appeared on the markets, and whose use is to thicken and enrich skimmed milk, or the residue of the centrifugal machines in butter-making, so that it will serve as food for calves. The material, according to analysis, contains about 45% per cent. of fat, 4% per cent. of nitrogenous matter and 32 per cent. of cane sugar.

BACILLOL.—This name has been given to a solution of tar oils in liquid soap, which, according to the researches of Werner and Pajic, is a most excellent disinfecting medium—far surpassing carbolic acid in this respect, and, in consequence of its harmlessness and solubility in water, comparing favorably with lysol. The especial advantages claimed for Bacillol by its exploiters are its entire absence of odor, its high deodorizing property and its relative cheapness as compared with the other disinfectants. It is soluble in every proportion and at every temperature, in water. In calcareous waters, however, it makes a slightly milky solution, the turbidity being caused by the formation and precipitation of an insoluble lime soap. (Nat. Dr.).

ORIGIN OF THE WORD PHYSICIAN.—The following was extracted from a letter written by Dr. Murray, the editor of the "Oxford Dictionary." Physician was taken from Norman French in the thirteenth century in the form of "fiscien" and in its present sense of practitioner of the healing art. In Du Cange's Lexicon of Medieval Latin the regular sense of "physica" is medicine, and "physicus" equals "medicus." But in the classic literature of the fifth century, "physica" means natural science and "physicus" a physicist. The transformation of "physicus" and "physica" from the ancient to the modern sense is a part of the general history of the Latin language during the period of the break-up of the Roman Empire. In the third century the common peasant of Italy and Gaul thought a "physicus" must know something of the stars and planets, about the position of the bones and the virtues of the herbs. So, thinking, the "physicien" a "medicus," called the "medicus" a "physicus." But when Roman civilization perished the literary classes passed away and only the peasant survived, and his Latin became the language of the world. The substitution then of "physicus" for "medicus" is only a part of the great revolution.—Red Cross Notes.

(Concluded from Page 69, July 18, 1901.)

The Legal Responsibility of the Pharmacist in the Sale of Poisons and Dangerous Substances.

BY J. H. BEAL

Liability of Druggist for Mistake of His Employee.

It would seem that the druggist will be held liable for damages resulting from the mistakes of his servant, as shown in the following Ohio case.

A druggist's servant having negligently filled a harmless prescription with a poisonous substance, bought by G for his wife, and taken home by him, and his wife dying from its effects, the druggist will be liable to the wife's administrator. (Davis v. Guarneri, 450 O. S. 470.)

In a New York case, however, in a criminal prosecution for practicing as pharmacist without license, it has been held that where the sale was not made by the defendant personally, but by his servant, and against the express orders of the defendant, the latter was not liable, and that proof of such disobedience by the servant may be offered as a defense. (Westchester Co. v. Dressner, 23 App. Div. 215, 48 N. Y. S. 953.)

In Illinois it has been held that the proprietor of a drug store committed an offense against the statute where an unregistered boy sold poison, though he had been instructed to sell anything but poison, but was left to judge for himself what was poison, and what was not. (Haas v. People, 27 Ill. App. 476.)

The Responsibility of a Druggist for a Medicine Recommended by Him.

Where a druggist, in good faith, recommends a prescription not as his own, but as the prescription of another person, and is requested by a customer to fill it, and does so, but only charges for the medicine and for the compounding, he is not liable for the damage resulting to the customer. (Ray v. Burbank, 61 Ga. 505. Same case Am. Rep. 103.) (See also responsibility for Injury Caused by Patent Medicine.)

Druggist's Liability for Mistake, General Doctrine.

"If a druggist negligently sells to A a deadly poison as and for a harmless medicine, and A buys it to administer it to B as a medicine, and does so administer it, from the effects of which B dies, a right of action in tort survives to B's administrator. (Norton v. Sewall, 106 Mass. 143. Same case 8 Am. Rep. 208.)

Though the deceased may have been ill of an incurable disease, yet if the mistake in filling the prescription hastened or caused the death, a recovery can be had against the druggist. (McClardy v. Chandler, 2 Gaz. 1.)

In criminal cases it is frequently important to know who shall be deemed the seller. In the Pharm. Soc. v. Wheedon (Law Rep. 24 Queen's Bench, Div. 683) it has been held that the seller is the one who makes the physical transfer, and an unqualified assistant was held to be liable although he sold on behalf of his employer who was registered. The employer would also be liable for injury caused by such sale, notwithstanding conviction of the assistant. (Same case.)

Labeling a Dangerous or Deadly Substance as a Harmless Compound.

If an error of the druggist consists in labeling as a harmless compound a substance which is in itself essentially dangerous and liable to cause injury if ignorantly used, he will be liable for all injuries caused by its mislabeling, not only to the immediate purchaser, but to any subsequent purchaser into whose hands it may come, and who may be injured thereby without fault of his own.

The liability of the original vender to the injured person remains without regard to the number of in-

tervening hands through which the mislabeled article may have passed.

The leading American case upon this subject is that of Thomas V. Winchester, reported in 6 N. Y. 397.

According to this case the ground of the liability is not that of privity of contract between the original vender and the injured person, but the duty imposed by law upon everyone to avoid acts which in their nature are dangerous to the lives of others.

In this case the defendant Winchester, a manufacturer of and dealer in medicinal extracts, sold to one Aspinwall, as extract of Dandelion, and labeled as such, a jar containing Extract of Belladonna, which dangerous drug somewhat resembles the comparatively innocuous preparation of dandelion. Aspinwall believing it to be extract of dandelion, sold it as such to John Foord, also a druggist. The latter, in turn, sold a portion to Thomas, whose wife having taken a portion was rendered dangerously ill, and injured thereby.

Suit having been brought by Thomas against Winchester, the manufacturer, the latter's counsel contended, among other things, that as there was no privity of contract between the original vender and the plaintiff the latter could not recover. Also that the plaintiff was chargeable with the negligence of Aspinwall and Foord, through whose hands the substance had passed, and these persons and not Winchester should be held responsible to the plaintiff.

The following statements are quoted from the opinion of the court:

"Death or great bodily harm was the natural and almost inevitable consequence of the sale of belladonna by means of a false label."

"The defendant's duty arose out of the nature of his business, and the danger to others incident to its mismanagement. Nothing but mischief like that which actually happened could have been expected from sending the poison falsely labeled into the market, and the defendant is properly responsible for the probable consequence of the act. The duty of exercising caution in this respect did not arise out of the defendant's sale to Aspinwall. The wrong done by the defendant was in putting the poison mislabeled into the hands of Aspinwall as an article of merchandise, to be sold and afterwards used as the extract of dandelion by some person then unknown."

"In Longmeid v. Holliday, (C. Exch. 761) the distinction is recognized between an act immediately dangerous to the lives of others, and one that is not so. In the former case, the party guilty of negligence is liable to the party injured, whether there be a contract between them or not; in the latter the negligent party is liable only to the party with whom he contracted, and on the ground that negligence is a breach of contract."

The court declined to express an opinion as to what would have been the liability of Aspinwall and Foord if the action had been brought against them.

Intervention of the Act or Negligence of Third Person Between the Original Negligence and the Injury.

The wrongful or negligent act must have been the direct or proximate cause of the injury complained of.

If between the wrongful sale of a dangerous substance and the injury which results there intervene the act of negligence of a responsible third person the original vender may not be responsible for damages.

Thus in the trial of the case of Carter against Towne it was shown that the defendant wrongfully sold gunpowder to a boy eight years old who took the same home and delivered it to his parents, the latter subsequently permitting him to use a portion

of it, when an explosion occurred by which he was injured. It was held that the original wrongful act of the vender was not the direct or proximate cause of the injury, and the case was decided in favor of the defendant. Had the explosion and injury occurred prior to the delivery of the gunpowder to the parents, the defendant would certainly have been liable.

In another case the averments of the declaration showed that the defendant on a request for black oxid of manganese furnished, by mistake, black sulfid of antimony, which the purchaser resold as black oxid of manganese to the plaintiff. The plaintiff believing the substance to be black oxid of manganese mixed it with potassium chlorate and was injured by the resulting explosion. It was held that the declaration did not disclose cause of action.

The distinction drawn by the court between this case and that of *Thomas v. Winchester*, where extract of belladonna was labeled and sold for extract of dandelion, is that of sulfid of antimony was not of itself a dangerous substance, but became so only by its subsequent admixture with potassium chlorate, and hence that the injury was too remote to justify recovery against the original vender who mislabeled it.

Responsibility of Druggist for Injury Caused by Patent Medicine.

The question of responsibility of a druggist for injury caused by a patent medicine sold by him in the regular course of business, and of whose composition he is ignorant has been before the courts but a few times. An interesting case of this kind is that of *West v. Emanuel* recently decided by the Supreme Court of Pennsylvania.

In this case a healthy girl, daughter of the plaintiff, purchased from the defendant Emanuel a nostrum known as Kohler's Headache Powders, subsequently shown by the analysis to contain about five grains of acetanilid. Shortly after taking one of the powders the girl exhibited signs of acetanilid poisoning and died within a few hours, the medical testimony being to the effect that she died as a result of the drug. The mother of the girl then brought suit for damages, alleging negligence on the part of the druggist in not labeling the package poison nor advising the girl of its dangerous nature. The court held that the defendant was not liable.

If this decision be good law, then we may conclude that a druggist who sells a patent medicine in the regular course of business, without knowing its composition, and having no reason to know of its dangerous character will not be responsible for injury resulting from its use.

It is difficult to see how any other doctrine could apply. The demand for medicines of secret composition is created by newspaper advertising and not by the druggist. The purchaser buys them on his own responsibility and uses the drug store merely as a convenient source of supply. If the druggist should have positive knowledge of the dangerous character of a proprietary remedy it would doubtless be his duty to warn his customers of the fact, either verbally or by means of a label, but if in the absence of such knowledge he should place a poison label upon the preparation he would be taking the risk of suit for damages by the manufacturer.

The Delivery or Vending of Dangerous Articles Without Notice of Their Dangerous Qualities.

A. Where the Vender is Aware of the Dangerous Quality.

In an opinion delivered by Justice Gray in *Wellington v. Downer*, (104 Mass. 67) the general doctrine is stated in the following language:

"It is well settled that a man who delivers an article which he knows to be dangerous or noxious, without notice of its dangerous qualities is liable for any injury which may reasonably be contemplated as likely to result therefrom, to that person or any other who is not himself in fault."

In this case the declaration averred, that the

defendant, knowing naphtha to be dangerous to life when used for illuminating purposes, sold a quantity to a retailer of illuminating fluids, knowing it to be the intention on the latter to retail it in his business; that the retailer being ignorant of its dangerous properties, sold a pint to the plaintiff who was also ignorant of its nature, and was injured by its explosion when attempting to use it as an illuminant.

The declaration, being demurred to as not stating a sufficient cause of action, was sustained by the court in the language above quoted.

The doctrine of this case is also sustained by an English decision, (*Farrant v. Barnes*, 11 C. B. (N. S.) 553) where the defendant delivered to the servant of a carrier a carboy of nitric acid, without notice of its dangerous character. The carboy having burst and the plaintiff being injured by the acid which escaped, it was held that the defendant was liable for the resulting injury.

The doctrine of the two preceding cases and of *Thomas v. Winchester* has apparently been infringed by a New York decision in the case of *Dosee v. Clute*, (51 N. Y. 404) where the manufacturer and vender of a steam boiler was held not liable to a person, other than the vendee, who was injured by an explosion due to the defective construction. This decision has, with apparent justice, been criticized on the ground that the natural and probable result of a defectively constructed steam boiler would be an explosion and the consequent injury of innocent third persons who could not be aware of its latent defects, and would be justified in assuming it to be safe.

B. Where Both Parties Are Ignorant of the Dangerous Nature of the Goods.

Where both parties are equally unaware of the dangerous character of the material delivered and equally free from fault, and an injury results, not from inevitable accident, the loss must be borne by the vender or shipper, on the ground that from his relation to the transaction, he is more justly chargeable with knowledge of the character of the substance than the person to whom it is delivered. (*Pierce v. Winsor*, 2 Cliff. 118). In this case mastic caused injury to other portions of a cargo with which it was shipped, neither party being aware of its liability to cause such damage. The shipper was held responsible.

Delivery of Dangerous Articles to Children.

The sale or delivery of dangerous articles to children too young to understand their dangerous nature, and unfit to be intrusted with such substances will usually render the person who delivers such article liable for any injury which may ensue from such negligent delivery.

In *Carter v. Towne*, (98 Mass. 567) a declaration averred that the defendant negligently sold and delivered gunpowder to the plaintiff, a boy eight years old, who was an unfit person to be intrusted with gunpowder, and inexperienced in its use, all which the defendant well knew, and that the child in ignorance of its effects, and using that care of which he was capable, exploded the powder and was injured thereby. On demurrer this declaration was sustained as stating a sufficient cause of action, though a trial of the case resulted adversely to the plaintiff upon another point.

Responsibility of Pharmacist for Sale of Drug Knowing it to Be for an Improper Purpose.

If pharmacist sells a dangerous agent to another, knowing that the latter desires it for the injury of a third person, he will be liable criminally for any injury which results therefrom to such third person. Thus in a North Carolina case where a druggist put up croton oil for a purchaser, knowing that the latter intended to administer the same as a joke to another, the druggist was held liable for the resulting injury. (*State v. Mourie*, 28 S. E. 547 (N. C.)). He would doubtless also be civilly liable for resulting injury.

It is not necessary that the dose be sufficient to be poisonous or deadly, but only that it be unusual and liable to cause injury. (Same case.)

THE PREPARATIONS OF ERGOT.*

By J. C. McWALTER, F. F. P. S.

The position of ergot is unique, both in medicine and pharmacy. Few drugs have such a definite physiological action, and scarcely one is known whose properties are so characteristic. Yet the pharmacy of ergot is rather a reproach to British chemists, and the extractum ergotæ fluid resin of the Pharmacopœia, supposed to represent the summit of scientific skill at the end of the nineteenth century, is a wretched product, which it behoves the Conference to have removed from its pages. The ergotin of the Pharmacopœia, or rather the solid extract, is a creditable scientific preparation of definite physiological action and tolerably uniform in strength.

When Bonjean first reported on ergotin he considered that it consisted of two definite principles, but both alike active. One was the soft reddish-brown extract, soluble in water, so familiar to you all, and the other was a fixed oil, of which ergot yielded some 30 per cent., soluble in alcohol, ether, and caustic alkali solutions. It is now believed that ergotin should be regarded as a collective term, which comprises most of the active principles of ergot, minus the oil, resin, sphacelinic acid, and sclererythrin. The problem for pharmacy is to reduce this to a more definite active principle, or at least to produce it of still more definite weight and consistence.

Although the extractum ergotæ of the B. P. is popularly supposed to yield a product similar to that first popularized by Bonjean, it must be observed that the latter extracted the drug with water, and purified the product by alcohol, whilst the pharmacopœial preparation is made by extracting the drug with weak alcohol and treating the resultant with water. Further the weak alcoholic extract, from which the B. P. extract is now made, is practically the tinctura ergotæ of the old Dublin Pharmacopœia, which was generally regarded as a miracle of inertness. Again, although the oil is now looked on as worthless, Dr. Wright formerly regarded it as the active principle of the ergot, and the ammoniated tincture of the present Pharmacopœia seems to survive out of respect to the superstition that an alkaline solution must then be the proper medium to extract an oleaginous substance. The infusum ergotæ never had any considerable repute, and most of that found in pharmacy is comparatively worthless, but this is rather the fault of pharmacy, for a fresh infusion made from freshly bruised and fresh ergot will probably be found to contain a larger proportion of the alkaloid than the equivalent of the tincture or fluid extract. At the same time I cannot regard it as proved that the alkaloid is a definite measure of the potency of ergot. The proportion of solid extract in honestly made fluid preparations of ergot may be regarded as a rough mark to their potency. Bonjean found that 500 parts of ergot yielded 50 to 70 parts of ergotin, perhaps 10 to 14 per cent. The present fluid extract of the B. P. varies from 11 to 16 per cent., and the tincture from 3 to 3.5 per cent. Squibb's ergot, of great repute in some parts, yields, according to my examination, about 11 per cent. Kobert says that cornutine is the active constituent and is contained in the alcoholic extract with sphacelinic acid after removal of the fat. He also points out what is the experience of everyone here present—that all aqueous extracts go bad after nine months; this he asserts to be due to the decomposition of the cornutine, and is probably correct, but I have found that extracts of ergot which had developed a strong fetid odor still possessed marked action on the fibrous tissue of the blood vessels and capillaries—a fact which seems to suggest that cornutine is not the sole active constituent.

According to Keller, ergotin comprises sclererythrin, secolin, the ergotinum of Timet, the cornutine of Kobert and decersklertin of Dragonzdorff. Jacobi also considers cornutine to be the active principle, but

he also regards sphacelotoxin and resins as important constituents. This acid is non-nitrogenous and unstable, insoluble in water, but soluble in alkaline solution. It produces tonic contraction of the uterus and contracts blood vessels. Cornutine is insoluble in water and produces rhythmic contractions of the uterus, exactly like those which occur in nature. Seeing that those important bodies are insoluble in water, though soluble in alkaline solution, it is strange that Kobert recommends dilute hydrochloric acid as a solvent. Hal White states that the odor of ergot is due to trimethylamine and that the other active principles are ergotinic acid, ergotinine and sclerotinic acid. This latter acid is believed to be a compound of sphacelinic acid and cornutine. Trimethylamine I believe to be a decomposition product. It is very obvious after the distillation of an old liquid extract of ergot, and then gives an odor very unlike that of fresh ergot or its extract. This latter point is of some commercial importance, because the question came before an analyst in Dublin lately, whether he should pronounce as B. P. a liquid extract of ergot which gave decided indications of trimethylamine on distillation. On the whole I rather think that trimethylamine is a decomposition product of ergot, the better and fresher made the sample the less is the trace of it. The so-called aseptic ergot appears to be almost free of it, whilst its presence in quantity is responsible for the fetid fishy odor of old liquid extracts. It has been suggested that a formula might well be devised by which a fluid extract might be obtained from the present extractum ergotæ and the fluid extract of the Pharmacopœia superseded. I find that a solution which keeps very well can be made simply by dissolving one part of ergotine and one of glycerin with a sufficiency of distilled water to produce five parts. This solution will be about 5 per cent stronger than a well made liquid extract, and will be altogether more reliable. It is also rather palatable, and this is an important element, for if patients suffering from hemorrhage are given a dose of ergot and it happens to nauseate them, their fright is naturally intensified and the chances of relief thus diminished.

Elaborate methods have been adopted by certain American manufacturers to assay ergot on a physiological basis, namely—by ascertaining the quantity required to produce the phenomenon known as ergotism on the comb of a cock, whereby this appendage is attacked with dry gangrene as the result of ergot. The potency of the extract is assayed in proportion to the weight of the cock. Now I submit that such experiments are based on a completely erroneous assumption, namely, that the principle in ergot which causes the contraction of the unstripped tissue of the minute blood vessels is the active ingredient; besides, the human factor is quite lost sight of. The fact is that there are two distinct physiologically active principles in ergot, the one probably cornutine, which produces the rhythmic contraction of the uterus, which renders ergot of so much use in obstetrics and the other, sphacelinic acid, sphacelotoxin, or some other principle or combination of principles which produce contraction of the fibrous tissue of the capillaries and are responsible for the employment of ergot in hemorrhages, as well as in the various nervous affections where such contraction is desirable.

Now, the explanation of the praise and the blame which has been so lavishly bestowed on the various preparations of ergot is simply that one or other of these principles was present in the preparation to a preponderating extent, and according to the purpose for which the practitioner used it did he obtain results and loved ordering it.

According to my observations very many different preparations of ergot will produce that tonic contraction of the uterus which is desired in labor; any kind of moderately good fluid extract will produce it in twenty minutes, and the organ responds to the drug under the practitioner's hand in an extraordinarily definite fashion, which marks its action so definitely that experiments on the combs and wattles

*Read before the British Pharmaceutical Conference.

of fowl seem but childish bye-play. But quite a different state of affairs is found if uterine hemorrhage sets in. Then, indeed, one wants to contract the capillaries as well as the unstriated muscle, and in such cases only an efficient preparation is of any use. In this condition, as in the more ordinary but troublesome cases of metrorrhagia, the fluid extract of the *Pharmacopoeia* demonstrates its incompetence and unreliability, and the more scientifically prepared extracts show their worth. Now the extractum ergotæ, B. P., can generally be relied upon in these cases, but it needs to have its consistency more accurately defined, as at present it may vary in moisture to per cent., more or less. Although aqueous extracts of ergot are in general to be condemned, a fresh infusion, made with fresh ergot, freshly bruised, seems to be more active. The disrepute into which it has fallen is due, I grieve to say, to the action of pharmacists in preparing it from the coarsely powdered ergot of the stock bottle, from old ergot, from concentrated infusions, and from the fluid extract. The ammoniated tincture of ergot is moderately active, as cornutine is soluble in alkalies; but it is so weak that a dose containing a sufficiency of ergotin contains such an excess of ammonia as to sicken the patient. It yields only about 4 per cent. of extractive as against about 15 per cent. in the fluid extract, and its alkaline basis makes a difficulty about prescribing it with salts of iron.

Although extractive may mean anything, the amount of extractive yielded by an honestly made preparation of ergot appears to bear a very definite relation to its value; and this is a means of roughly standardizing which is open to the pharmacist who has not an avary of roosters to experiment on.

The preparation used on the Continent under the name of ergotinol is twice as strong as our tincture, but though recommended for subcutaneous injection it seems rather painful unless mixed with cocaine. Keller's ergotin is said to embrace all the active principles with the exception of sphecelotonic acid, and cornutine can readily be demonstrated in it.

Merck described a preparation containing an admixture of aqua laurocerasi made by depriving secale cornuta of its fat, and exhausting it in dilute tartaric acid solution. The effect of the solution seems to bear out the theory that the ebolic extractives of ergot are soluble mostly in alkaline solutions, and that the capillaro-constrictive constituents are soluble in acid or alcoholic solutions. The ergotine of Wigger is interesting as containing part of the oil, which in later times has been decided as useless, though at one period claimed as the active principle. It is a reddish-brown powder, soluble in warm alcohol, and is almost exclusively spheclonic acid, being much more concentrated than our ergotine, the dose is about 1 grain.

The extractum ergotæ, B. P., contains a notable percentage of salts, and many have supposed that its virtues largely depend on these when used subcutaneously. Wernick treats an aqueous extract with alcohol and ether, and dialyses the product. This contains the natural salts in considerable proportion, and is looked on as one of the best for hypodermic administration. Latter-day pharmacologists who have condemned the oil of ergot as worthless have been faced with the problem that some obstetricians find that an infusion of freshly powdered ergot, which certainly contains the oil, has a specific action in overcoming uterine atony which seems wanting in all the other preparations. Kuhlman makes an extract containing all the oily constituents, and the action of this is the same as fresh ergot. Bombelon points out that extracts of fresh ergot form excellent culture media for fungi, and recommends that ergotine should be prepared for solution by dissolving four parts in one of alcohol and three of laurel water.

Houghton states in the *Pharmaceutical Journal* "that 50 to 70 per cent of the ergot of commerce is inert. He comes to this conclusion by testing its effects in producing gangrene of the combs and wattles of fowls, and states that he has had to destroy

as much as 2,000 pounds of it as worthless." I have already pointed out that the capillaro-constrictive properties of ergot, which are the only ones that can possibly be tested by this method, bear no necessary proportion to the ebolic effects, and hence such samples may have been moderately effective in the latter direction. It is, however, probably true that the capillaro-constrictive effects are a better measure of the all-round efficacy of a given sample.

The conclusions as to preparations of ergot would seem to be these: (1) Ergot has at least two distinct actions, one on the uterus, the other on the blood vessels, and pharmacists should have preparations possessing one or other of these properties in the most active degree. (2) Ergot comprises a number of distinct chemical substances, but so few of these can be recognized as definite entities, and so many different names have been applied to them, that it is premature to decide whether cornutine or any other alkaloid is the active principle. (3) The extractum ergotæ of the B. P. is a fairly satisfactory product, but ought to be regulated to a definite consistency. The fluid extract is a poor article, and a much better solution can be obtained by dissolving one part of the extract and one of glycerin in a sufficient quantity of distilled water to make five parts. (4) The ammoniated tincture has a moderately effective action in constricting the capillaries, but is not suitable for obstetric work, being weak, bulky, bitter and nauseous. (5) When fresh ergot is bruised and an infusion made and drunk immediately the active principles are obtained in as correct proportion as in the most elaborate extracts, but an infusion made from old ergot powdered even for a week, or concentrated infusions are a disgrace to pharmacy. (6) Trimethylamine is a decomposition product, and its existence denotes deterioration of the sample.

HOW TO CONDUCT A PRESCRIPTION COUNTER.

By W. G. ALWIN, New Ulm, Minn.

"Pharmacy" is a profession. It is not a business alone which any man may choose, and after a few weeks or months of practical observation qualify himself to pursue it full-fledged. It is a profession which to pursue and follow requires years of arduous study and endurance of application. It requires the absolute mastery of several of its sciences. It requires the strict and conscientious engagement not only of the thoroughly conversant mind, but of the deft, dexterous and practiced hand as well. It is a profession which for importance, moral and practical worth, stands second to none. It goes hand in hand with the profoundest of all studies, that of medicine. The State recognizes this and makes the proper provision to shield and protect it against fraud and imposition. It is needless for me to mention to you the strict, impartial and rigorous examinations to which it subjects the applicants who dare to choose it as their calling; and the test of competency is being made correspondingly harder from year to year as the State realizes the momentous responsibility connected therewith.

The prescription counter is materially representative. It constitutes the heart and sole center of the drug business. It is the very insignia of pharmacy obtained by worth and merit, backed by law and protected by the State. The attention and recognition that this profession receives at the hands of the law and State, surrounds and invests it with a dignity and an authority which we may all well be proud of. It therefore becomes our duty as well as our privilege to so conduct the prescription counter that the endowments above mentioned are given full cognizance on our part and by the public.

I at one time had occasion to visit a brother pharmacist in a thriving little city. The gentleman was enjoying a good prescription trade, there being an average of thirty or more prescriptions a day. He had a very pretentious store, costly sale counters, show cases and shelves. He was conducting his business on a very ostentatious plan, all of which was very commendable and no doubt his efforts and endeavors in

this direction were well rewarded—for his business flourished. However there was in this pretentious place of business a very grievous counter. In the first place, I found a small box-like fixture and altogether inadequate for the compounding and dispensing done behind it. It stood hidden behind a large amount of stock food, condition powders and the like, which was most conspicuously piled up in front of it. But, there was evident a decided lack of attention on the part of the proprietor for the outward appearance of the prescription counter and the inside or practical side was worse. There seemed to be no attempt made at order and systematizing of duplicate stock; bottles of all sizes and shapes were indiscriminately placed around wherever it might have happened to suit the direction of the hand. They were dusty and betrayed unmistakably the absence of care. On the prescription desk I noticed some mortars and graduates which, I observed, were being used altogether, regardless of kind and capacity called for, as for instance two ounces sulph. magnesia were being dissolved in a pill mortar of two ounces capacity, and many other minor incidents too numerous to mention. Spatulas, pellet knives, horn spoons, etc., were all kept in one drawer whereinto upon occasion the clerk or proprietor would delve and dig up the required utensil in about the same manner as a kitchen girl looking for her last paring knife amongst her table cutlery drawer. In another drawer which was open, and looked as though it was always open, I noticed a confusion of round and square pill and powder boxes, and, if I am not mistaken, in the same drawer were also kept the labels. I became aware also that prescriptions were not put up with the promptness and dispatch that they might have been but for the fact that enough time was lost in looking for the required wherewiths. Customers becoming weary of waiting for their medicine would curiously look back of this dispensing place and there behold a sight rivaling that of a French peasant's kitchen, the day before his best daughter's wedding.

Thus to treat and conduct a prescription counter is wrong, is unjust and that is stating it mildly. It is putting down the profession from its high and lofty plane, which by reason of its moral and practical worth it rightfully occupies, to the common and ordinary; making it appear unduly cheap and insignificant to the commonality. It is a false and unjustifiable misrepresentation of the art of compounding; for this profession, if any in the world, stands synonymous for accuracy and absolute correctness. It is throwing the results and achievements of years of study to the winds.

Having endeavored to show the relation and the significant place of the professional branch of the drug business, I cannot but urge the fraternity to realize the importance of this department, and to ever strive to accord it the conspicuous place which it deserves and which it must occupy shall it redound profitably to those who pursue it. Constantly assert the idea, boldly as well as unobtrusively, that you conduct a prescription counter with a drug store conveniently built around it. To parade this idea cannot fail to result in the public paying this profession the proper regard and respect. It is not my purpose to lay down a detailed set of absolute rules for conducting your prescription counter. Let each pharmacist suit his own fancy, if he will but carry out the idea and the purpose aforementioned. However a few practical hints on the general arrangement can nevertheless not be amiss.

I believe in a spacious one; there should be no lack of room. It should extend across the storeroom "if possible," in full view of the public. Whatever beautifications and ornamentations are indulged in, in fixtures, let your prescription counter have the preference. In the dispensing arrangements, practicability should be the main feature; sufficient shelves for all duplicates and all articles used on such a case be systematically and permanently placed; so that in time you will know, by sheer force of habit, just where to find your ingredients. Your shelf bottles should be glass labeled and stoppered already on account of their neatness, and should range from one to eight ounces in size; and such articles as acids, mercury salts, etc.,

should be kept in dark brown or blue bottles.

A special incasement should be fitted in for all costly chemicals, as should also another one for all poisons. Requiring as does this latter line the most absolute care and accuracy, too much attention cannot be given it. In this connection may also be mentioned the importance of scales. The best obtainable is none too good. I would recommend a Torsion balance upon which you can weigh 1-10 grain with accuracy, but where this cannot be afforded, a sufficient number of weights in duplicate sets should be kept and these should be of aluminum metal. A common weakness of many prescription counters is the lack of utensils, such as spatulas, graduates, mortars, etc. You cannot do your work properly unless you have a sufficient number of the proper tools for it. At least two or three spatulas of a size should be at hand. It is a mistake to measure minims in an ounce graduate. It is wrong to make a solution in a pill mortar; the same applies to emulsions and ointments. The solution mortar should be of glass, first for its neatness and second for its cleanliness; and you should have a sufficient supply of them and of different sizes.

Now then, if this profession is pursued with such energy and unrelenting vigor it will not fail of its remunerative and inspiring results and at all times have recognition by you and the public at large as that of a profession. (Rocky Mountain Druggist).

WHAT THE DRUGGIST NEEDS.*

By A. B. BURROWS, Takoma Park, D. C.

Glancing around the shelves of the average drug store the practiced eye discovers a condition of things which, if not soon remedied, will remove the small vestige of encouragement that may now be apparent in the practice of pharmacy. Not price-cutting, but a graver evil, which no one appears brave enough to denounce, and that is, the growing tendency of physicians to ignore completely the Pharmacopœia and prescribe specialties or combinations under a fancy, misleading title, the identical ingredients of which, if we accept the meager information on the label, are quietly resting on the shelves, neglected.

Things have come to such a pass that on the surface it looks as if the druggist, in spite of his long experience and collegiate training, is no longer capable of making his own paregoric or laudanum or comp. tincture of cinchona, but must needs have some distant manufacturer put up these things for him, under a new name. Not long ago a physician asked me "whose paregoric I used;" I replied that I made my own, whereupon he lost interest in that preparation right away and forgot to prescribe it. Ten to one, if I had "D. F. & Co.'s" or "A. & B.'s" he would have been interested in it on the spot.

If it were only occasionally we were called upon to supply these valuable specialties, the aspect would be more cheerful, but the number of prescriptions for this class of preparations, depending for their origin not on scientific blending or pharmaceutical or therapeutic novelty, but on the whim of certain manufacturers.

Every physician in prescribing, is expected to know the chemical and pharmaceutical nature of what he prescribes, but it is safe to say there is not one physician in ten who knows the composition of the widely prescribed antipyretics, described as analgesic, antipyretic, and anodyne. However, the druggist is supposed to know, but when he attempts to put that knowledge into practice he is accused of substituting.

This sort of thing is conducive to many evils which we have not the space, here to enumerate in full, but we will mention a few; and I think that on reflection, physicians and pharmacists will agree with me that it places both quite frequently in embarrassing positions, especially when the specialty prescribed is difficult to obtain at once. The patient naturally criticizes the druggist for not having what was prescribed, and the doctor is annoyed because the druggist is not up to date in keeping in stock which he never heard of and

*Merck's Report.

may never again have a call for.

Another evil in this connection is the excessive cost of these "valuable" adjuncts to science; sometimes, or in most cases, I might safely say, three or four times what it would cost the druggist to make them, and consequently more expensive to the patient. Very naturally the manufacturers are going to keep on advertising their particular article because it pays them.

It is strange that two professions so closely connected and so highly esteemed for intelligence should allow such an illogical state of affairs to develop. A druggist is supposed to know most everything, from where a total stranger lives to the composition of unknown material, but let him poke his nose into investigating such mysterious compounds as are prescribed with the warning "no substitution," and he will, in spite of his results, based on chemical laws, be told politely by the manufacturers that he has "run up against" something which defies analysis.

But what is the remedy? Simply this—let us go back to the good old days when doctors did their own pharmaceutical thinking and studied the Pharmacopoeia. I am not an alarmist nor a pessimist; the conditions I have described do actually exist, as many of us know to our sorrow.

Nor do I wish to be antagonistic to the manufacturers who deserve credit for their enterprise and, generally, for the excellence of their wares.

Physicians, too, are not much to blame, as they are generally too busy to think deeply on this matter; but it would certainly pay them in therapeutic results and harmonious action with the druggists did they take time in which to think on this important subject.

We trust that this subject will not die here, but that it may be widely discussed in the various medical and pharmaceutical journals until a "reaction" sets in in favor of the druggist being a druggist and not merely a dealer in "hand me down" concoctions.

FASHION IN DRUGS.—It must be confessed with humility that there is a fashion in drugs which is comparable with nothing so much as with fashion in dress. Drugs which but yesterday were extensively used are to-day almost forgotten. The antipyretics which were prescribed so freely fifteen years ago are hardly ever given now for their effect on temperature, though the more important members of the group are given still, but for entirely different reasons. The drugs which at the present moment appear to be at the height of their popularity are animal extracts and antitoxins, yet the discerning eye may even now perceive that many of them have passed their zenith and ere long will be forgotten, or at most will be employed only in rare and isolated cases. There is much excuse to be made for the mental attitude of extreme hopefulness with which we receive each new medicament, for there are still so many diseases and symptoms appealing for help and we have to acknowledge that we can do but little for them. Yet it would be well if we adopted a more cautious attitude in receiving new drugs and new methods of treatment; they deserve to be tried and to be tried thoroughly, but we must not expect too much and must sift carefully the evidence for and against them. (Lancet).

DETECTION OF SUCCINIC ACID.—Neuberg (Pharm. Centrall.), recommends the pyrolytic reaction for detecting minute traces of succinic acid. Ammonia is added to the solution to be examined (if the succinic acid is present in the combined state, ammonium phosphate, also), the solution evaporated to about 1 Cc., 1 gram zinc dust added, and the whole heated. When the excess of ammonia is driven off, a pine-splint moistened with hydrochloric acid is introduced into the test-tube—the wood is colored red, if succinic acid is present. The reaction is positive so long as no other substances giving the pyrolytic reaction are present. By means of this method even 2.0006 gram of succinic acid may be readily detected.

QUESTION BOX.

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of the Era. Copies of these may be obtained at ten cents each.

Cough Candy.

(J. T. B.)

Montpelier Cough Drops.

Brown sugar	10 pounds
Tartaric acid	2 ounces
Cream of tartar	$\frac{1}{2}$ ounce
Water	$\frac{1}{2}$ quart
Anise seed flavoring	q. s.

Melt the sugar in the water, and when at a sharp boil add the cream of tartar. Cover the pan for five minutes. Remove the lid and let the sugar boil up to crack degree. Turn out the batch on an oiled slab, and when cool enough to handle mold in the acid and flavoring. Pass it through the acid drop rollers, and when the drops are chipped up, and before sifting, rub some icing with them.

Medicated Cough Drops.

Light brown sugar	14 pounds
Tartaric acid	$\frac{1}{2}$ ounce
Cream of tartar	$\frac{1}{2}$ ounce
Water	2 quarts
Anise seed, cayenne, clove and peppermint flavorings	a few drops of each

Proceed as before prescribed, but when sufficiently cool, pass the batch through the acid tablet rollers and dust with sugar.

Hoarhound Candy.

Dutch crushed sugar	10 pounds
Dried hoarhound leaves	2 ounces
Cream of tartar	$\frac{1}{2}$ ounce
Water	2 quarts
Anise seed flavoring	q. s.

Pour the water on the leaves and let it gently simmer till reduced to three pints; then strain the infusion through muslin, and add the liquid to the sugar. Put the pan containing the syrup on the fire, and when at a sharp boil add the cream of tartar. Put the lid on the pan for five minutes; then remove it, and let the sugar boil to stiff boil degree. Take the pan off the fire and rub portions of the sugar against the side until it produces a creamy appearance; then add the flavoring. Stir all well, and pour into square tin frames, previously well oiled.

Menthol Cough Drops.

Gelatine	1 ounce
Glycerine (by weight)	$\frac{2}{3}$ ounces
Orange-flower water	$\frac{2}{3}$ ounces
Menthol	5 grains
Rectified spirits	1 dram

Soak the gelatine in the water for two hours, then heat on a water-bath until dissolved, and add $\frac{1}{2}$ ounces of the glycerine. Dissolve the menthol in the spirit, mix with the remainder of the glycerine, add to the glyco-gelatine mass, and pour into an oiled tin tray (such as the lid of a biscuit box). When the mass is cold divide into ten dozen pastilles.

Menthol pastilles are said to be an excellent remedy for tickling cough as well as laryngitis. They should be freshly prepared, and cut oblong, so that the patient may take half of one, or less, as may be necessary.

Precipitates in Fluid Extracts.

(D. B. T.) You ask if precipitates in fluid extracts materially change their value and whether such precipitation cannot be prevented. To answer these questions we would have to publish all that has been written, and it is a vast amount, during many years past. In brief, however, we would say this: The cause of precipitations in fluid extracts is often the choice of a menstruum or solvent of a strength not exactly adapted to the drug. Or, too, precipitation may be a natural characteristic of some of the principles present, or

because of chemical changes undergone through keeping of the drug, or through exposure to light or air. Then accidental additions may cause alterations of this character. In fact the range of causes for such precipitation is an extremely wide one. Sometimes the turbidity or precipitation is of no practical significance, as such sediment consists of indeterminate, inert, organic substances of no therapeutic value. But sometimes there is a separation of active principles, perhaps precipitations of glucosides, albuminous constituents, gummy or resinous substances, which may be of virtue. It is impossible to make a statement which will apply to all fluid extracts in general. It can only be determined whether a certain precipitate in a certain fluid extract is detrimental to the value of the preparation by examination and tests alone. In some fluid extracts a certain amount of precipitation is advisable and often necessary, but in others it would be a serious injury to the project. You ask also how precipitation can be prevented. Only by careful study of each drug upon which you work, of its constituents, their value, their solubilities, etc., and by careful selection of the proper menstruum for percolation and attention to the future steps of treatment, etc. You will find more or less upon this subject in the Dispensatories and standard text books, particularly in the A. Ph. A. Proceedings of past years.

How a Druggist Should Cleanse His Hands.

(Manager.)—The article to which you refer follows: When the hands have been stained by strong alkaline solutions, they should be washed in some dilute acid—citric, oxalic or acetic (1 to 100 of water). If soap without water is then immediately applied, fatty acids are deposited in the skin, which thus becomes liable to crack. The effects of lime solutions and also of strong ammonia may be prevented in the same way. After using mineral acids, the hands should be washed with water and rubbed well with a piece of soap. If the acid was very strong or has affected a large surface, they should be bathed, after washing, in a weak solution of soda (1 to 100). Strong sulphuric acid is first to be washed off, after which soap should be employed as above directed. If water is used abundantly there is no danger of too much heat being evolved. When the acid has caused severe burns, the affected parts may be covered with a paste composed of magnesia, carbonate of magnesium, or bicarbonate of sodium, with a little water. Nitric acid is removed by the same process. Burns by this acid, especially when treated with alkaline agents, are apt to leave behind a yellowness of the affected integument. Nitric acid destroys the epidermis so quickly that it can hardly ever be restored to a normal condition, and the same is the case with the fumes, also with those of nitro-muriatic acid, bromine and chlorine. Iodine stains should be treated with a solution of thiosulphate (1 to 10 of water). When the hands have been exposed for a long time to the action of carbolic acid, wash them first with alcohol—which may be used several times over for this purpose—and then with soap; after which, without being dried, they may be rubbed with lanolin. After working with sublimate solutions, it is best to bathe the hands for some time in a solution of common salt (1 to 50 of water); followed by soap and lanolin.

Maple Flavor.

(Subscriber.) We know of no maple "flavor" excepting that produced by the use of maple sugar. The following formulas are given in "Manual of Beverages" for the preparation of maple syrup for soda fountain use:

(1) Maple sugar	3 or 3½ pounds av
Water	32 fl. ounces
Solution of citric acid.....	4 fl. drams
Vanilla extract	1 fl. dram
Soda foam	sufficient

Dissolve the sugar in the water by the aid of a gentle heat, strain and add the solution, extract and foam. The extract may be omitted if desired.

Maple syrup may also be prepared by diluting the maple syrup of the groceries with about an equal

volume of plain syrup.

(2) Best Vermont maple syrup.....	1 gallon
Vanilla extract	½ fl. ounce

Maple Frappe.

- (1) Maple syrup
- | | |
|-------------------------|----------------|
| Vanilla syrup | 1 fl. ounce |
| Water, ice, plain | 2 3/4 glassful |
- Draw into a 12-ounce glass, add a spoonful of ice cream, fill the glass with the coarse stream of carbonated water, mix the whole thoroughly, add a small quantity of crushed pineapple and serve with a spoon.
- (2) Maple syrup
- | | |
|-----------------|-------------|
| Ice cream | 2 fl. ounce |
| ..... | 1 spoonful |
- Mix well by agitation in a shaker, and add sufficient carbonated water.

Oak Stain.

(T. N. F.) (1)—An oil trade journal says: 'A capital oak stain can be obtained by the following process: Dissolve one-fourth kilogram of permanganate of potassium in ten kilogrammes of cold water, and apply the violet solution thus obtained to the wood. As soon as the two come in contact the solution becomes decomposed in consequence of the chemical action that results, and a pleasing light brown color is imparted to the wood. The brushes used for applying the stain should be well rinsed as soon as done with, since the permanganate of potassium will otherwise ruin the hair.'

(2)—A good brown oak stain is produced by preparing the wood with a solution of 1 ounce catechu, boiled in 1½ pint of water. When dry, brush over a solution of bichromate of potash, 1 ounce to 1½ pint of water.

(3)—Equal parts of American potash and pearlash, 2 ounces each to about 1 quart of water, give a good oak stain. Use carefully, as it will blister the hands. Add water if the color be too deep.

Prescription Difficulty.

(B. W. F.) "Should the following be dispensed?"

Potassium bromide	4 drams
Fluid extract of colchicum.....	2 drams
Tincture of opium.....	2 drams
Water, enough to make.....	2 ounces

One teaspoonful three times a day.

We should have no hesitancy in putting up this prescription as written. The quantity here directed would be equivalent to 16 teaspoonfuls, each containing 15 grains of potassium bromide, and 7½ minims each of the fluid extract and tincture. As potassium bromide is exhibited in doses as high as 20 grains, the fluid extract of colchicum 2 to 8 minims, and the tincture of opium 15 minims, there would obviously be no excessive dose of any of the ingredients here directed. The resulting mixture is rather murky, a condition due to the water, which is neither miscible with the fluid extract nor the tincture without some precipitation.

Hospital Stewards in U. S. Navy.

(J. H. G.) All applications for enlistment in the Navy hospital corps must be made to the Surgeon-General of the United States Navy, Washington, D. C., and must be accompanied by suitable testimonials as to character, habits and experience of the applicant, citizenship, etc. Full particulars concerning entry in the hospital corps of the U. S. service were published in this journal Aug. 24, 1899, page 263.

It sometimes happens that explanation of things that men have long been unable to understand comes from unexpected sources. The druggists of St. Paul have noticed that cases of sickness among children have been rarer this summer than for many years; at least, prescriptions for such cases have been much fewer. One of these drug men happen to mention the fact in conversation with a lady customer the other evening and she said the unwonted healthiness of "the Saint's" youngsters was probably due to the fact that fruit was so costly that parents could not afford to buy much of it, and the children had to go without their green fruit. The druggist admitted that this theory seemed very plausible.

NEWS DEPARTMENT.

NEW YORK AND VICINITY.

N. A. R. D. CONVENTION.

President Anderson Shows Strength and Benefits of the Association, Urges Large Attendance and Suggests Plans.

If the expectations of President W. C. Anderson are realized, the N. A. R. D. convention at Buffalo on October 10 will be fraught with more importance and benefit than any event in the history of the retail trade. From correspondence, reports and personal knowledge he predicts full delegations from almost all of the 250 associations, representing about 30,000 retailers. He estimates the number of delegates who will answer the convention call at between 300 and 400. President Anderson urges the great importance of a full representation from all parts of the country in this great national convention of the retail trade, so that pharmacists in all parts of the country may have a voice in the regulation of matters for the greatest good to the greatest number and to the satisfaction of all. Again, he says, the tri-partite agreement has been tested this year and the result will be a subject of a discussion of great importance, requiring careful consideration on the part of delegates. In determining what is best for the trade in a large way and in mapping out its guidance, he says that it is necessary to have the associations from every district properly represented.

"The only way in which we can accomplish the objects of the retailers is to formulate a plan of a nature that we can absolutely force its observance," said President Anderson. "One method that has been suggested is to have the proprietors place their goods in the market under a price restriction system. The articles are then sold under a contract, which the courts have held, without an adverse decision, is legal and proper. A plan to be successful must contemplate no division in interest and must be universally operative and beneficial in its results. Uniformity in the demand from wholesalers is a big step toward the accomplishment of this end.

"The strength of the national association and the benefits that it can confer upon the trade is shown by its influence in having the revenue abolished. President E. C. De Witt, of the Proprietary Association of America, has said that the repeal of the tax was due to the activity of the national organization of retailers. The benefit is seen in the reductions in price by many of the proprietors and no reduction by the retailer to the public. As a matter of fact, the tax was paid almost wholly by the retailers, who have rid themselves of this burden through the strength of their association.

"We expect to do an immense amount of work in Buffalo and I think it is a capital idea to have the headquarters in the convention hall so that the delegates can be held together and not have their attention diverted to other matters as they would in the down town business sections."

DRUGGISTS LOSE LICENSES.

The drug firm of Webber & Garland, at Middleport, Niagara County, and E. A. Jones, of Wilson, have had their licenses revoked by the New York State Board of Pharmacy for the reason that they are not licensed pharmacists. Secretary Sidney Faber, of the board, says that the men will be prosecuted for perjury, committed in a sworn statement that they were licensed pharmacists when they made application for licenses. They will also

be charged with violating the state pharmacy laws.

The council of the state board has held a conference which has drawn up an order of procedure to be followed by the board when it sits as a Board of Civil Procedure. This court has the power to issue subpoenas and compel witnesses to attend and testify before the board under a penalty of a \$50 fine for non-compliance with the summons and an added amount in satisfaction of whatever the claims of the aggrieved party for damages might be.

ENGLAND'S LACK OF SCIENTIFIC EDUCATION.

Dr. B. T. Whitmore of this city, who was one of the American delegates to the meeting of the British Medical Association in Cheltenham, in discussing the presidential address bearing upon England's lack of scientific education, says:

"The whole tenor of the presidential address at the British Medical Association in Cheltenham was a sad acknowledgment that Great Britain was falling behind in all departments of the medical and pharmaceutical sciences by reason of the fact that as a country it was deficient in educational facilities, principally in teaching universities and laboratories for technical research. When listening to Dr. Ferguson's address it was impossible to help feeling a patriotic glow of satisfaction at the high regard in which the United States was mentioned, yet there was a regret that such a statement of Great Britain's deficiency was so true as not to admit of any denial. He cited figures to show that the British Government contented itself with the distribution of no more than £136,000 a year among seven out of its thirteen universities, one result being that one in 2,000 of the British population receives university education, while in the United States the proportion is one in 1,500. He referred to Stanford University with endowment of \$45,000,000, and to others of the 480 American universities which have been endowed by private munificence, Chicago University with \$10,000,000, Johns Hopkins with \$7,000,000, and Cornell with \$5,000,000. No such largess, he feared, was to be expected from British millionaires. The help must come from Government, supplemented by local conditions or it might not come at all. Yet the matter is one of life or death for the country, for every year more and more the victory in every department will pass to the possessors of the latest knowledge, the deepest science, and the most perfect and most economical processes. He prayed that real universities of teaching and research might be established in every large town, and technical and research institutions (such as in America now number forty-three) in most of the smaller ones. 'At present,' he continued, 'we are feeling the competition of America, a competition that is not likely to diminish, for it possesses over a hundred schools of chemistry. This competition we can only hope to resist by imitating the foresight, generosity, and enthusiasm for science of the American governments and of the American men of wealth. Since the preceding section was written I have to record the magnificent (I hope it will prove infectious) generosity of Mr. Andrew Carnegie, with his gift of \$10,000,000 to the Scottish universities, one portion of it to the teaching and endowment of research, and the rest to replace the fees hitherto paid by their students. Happy Scotland! Let us hope that we shall not have long to wait for many universities where the best and most practical scientific education will be open to all at low cost, as in the University of Michigan, where the fees do not exceed \$35 a year, or at no cost at all, as in the State of Massachusetts and in many of the western states of America."

A WORD TO DESPONDENT DRUGGISTS.

Walter R. McMillan, who covers the central territory of the Middle States for McKesson & Robbins, has been in the city a few days before going on his vacation. Mr. McMillan, discussing trade and trade interests in his section of the country, remarked the general condition of despondency on the part of retail druggists caused by the cutting in on their lines by dry goods and notions dealers. He said:

"I find complaints everywhere I go to the effect that the stock, which druggists can handle profitably is gradually being narrowed down by the competition of dry goods men, until, the dealers say, they will soon be confined to a straight prescription business. It is not necessary to tell any live druggist that this is the sheerest nonsense. Any man who grows despondent, loses heart and his interest in his business and allows his stock to decline or decay cannot expect to keep up his trade. He could not keep his prescription trade, in this humor. If he did not have the exclusive knowledge, gained in his trade as a pharmacist. The only way for him to hold his place is to keep abreast of the times, to keep and show good lines of toilet and fancy goods. I hear the complaint of a man who says that he does not sell any hair brushes. It transpires, upon investigation, that he has in stock nothing but a half-dozen dirty brushes of the vintage of '90. He is out-of-date as much as are the brushes. It is not necessary for the small dealer to keep his case full, but he will find that even a modest showing in the latest goods, if maintained, will do much to restore his lost business and cure his despondency. It seems to me to be a simple case of enterprise and business go."

A UNIVERSITY SWindle BROKEN UP.

The "Central University of Medicine and Science," of Jersey City, an institution created by a coterie of swindlers to confer degrees upon anyone who happened to have \$10 to spend for the distinction, has been stored away in the pocket of "President" J. W. Norton-Smith, "A. M.," "S. D.," "Ph. D." and "D. L.," who is very much engaged in fighting the police and a warrant charging him with the misdemeanor of false pretenses with intent to defraud. "President" Norton-Smith and Secretary Geo. A. Lewis, "Ph. G.," "M. A.," "D. D. S." dealt in all kinds of degrees. Their method was to send out a letter with a bill of fare of degrees a la carte. Take your choice and pay four money. Tempting combinations of job lot honors were offered at reduced rates and there was a difference in the price of degree on paper and one printed on really and truly sheepskin. The laboratories, lecture rooms, offices, museum and other departments of the "C. U. M. S.," were located in a ten by twelve room on the top floor of No. 68 Montgomery street. Besides the "president" and "secretary," "Ph. G. Etc." of the diploma mill there was a so-called board of examiners, each with at least \$30 worth of degrees in the procession after his name. The institution was incorporated in New Jersey but will be dissolved by proclamation of Governor Voorhees. The postal authorities are also after the president for fraudulent use of the mails, for which he may get several more degrees.

THE TRADE IN TEXAS.

W. W. Creswell, the Texas representative of Lehn & Fink, is back on a visit to the home office after three years spent in his territory.

"Business in Texas is in splendid, substantial condition," said Mr. Creswell. "The affairs of the state are falling into the hands of young men of dash and business energy, with the result of notable improvement in all directions. Nowhere is this more strikingly evidenced than in the vigorous growth of the drug trade. The population of the state is increasing at a remarkable rate and with this there comes the demand for new stores. It is a steady, healthy growth and not a boom which will collapse. It is a good field for the pharmacist who knows his business. I visit as many as fifty towns in the course of my travels and they are prosperous and alive in every respect without exception."

Mr. Creswell will be in the city about a week.

NOTES.

—The creditors of Frederick W. Kimball, a patent medicine dealer at No. 3 West Union Square, have filed a petition in the United States Circuit Court asking that he be declared an involuntary bankrupt. Their claims against him aggregate \$51,477.62, and they charge that he committed an act of bankruptcy by transferring his residence property at No. 303 West 104th street to his wife with intent to defraud creditors.

—Walter Luckenbach, the 15-year-old son of A. N. Luckenbach, one of the most prominent druggists of Oconto, Wis., has been visiting in New York and Brooklyn the past week. Young Luckenbach came last week to the Pan-American at Buffalo. He rode his wheel from Buffalo to Albany in order to see the country. He called upon Charles Rice of Lazell, Dalley & Co. to whom he had letters from his father.

—Professor Alviso B. Stevens of the School of Pharmacy of the University of Michigan and a member of the Committee of Revision of the United States Pharmacopoeia is in the city on his vacation trip. After a short stay he goes to Gettysburg, leaving there in time to attend the A. Ph. A. Convention in St. Louis. Professor Stevens is making a collection of old mortars for the university museum.

—George Thompson and McLean Mount, of R. W. Robinson & Son, are away on two week's vacations. Thompson has gone to Fallsburg, Sullivan County, and Mount will visit at Old Point Comfort, Richmond and Washington. He is an enthusiastic wheelman and took his bike along with the intention of covering a great deal of territory awhile.

—Chas. F. Corindt, who died recently at his home, No. 905 Evergreen avenue, Brooklyn, was one of the pioneers of the German trade in this city, having come from Germany in 1896. In that year he established a pharmacy at No. 508 Eighth avenue. He was a member of the New York German Apothecaries Society.

—O. F. Berger has gone to Boston, where he will establish headquarters for the Osborn-Colwell Co., whom he will represent in the New England states. H. L. Barnitz, formerly with Armour, has been engaged to represent the company in New York and vicinity.

—P. J. Tormey, a leading druggist of San Francisco, has been in the city the past week. Mr. Tormey was elected president of the American Whist League at its recent Milwaukee convention, which he attended.

—James Hazlett, who has been acting in the capacity of buyer for the Wise Drug Company, 177 Broadway, has severed his connection with the company. He was formerly a buyer for McKesson & Robbins.

—Albert Bruen, of Bruen, Ritchey & Co., has returned from a month's recreation in the Catskills, and C. C. Bruen, junior member of the firm, has gone to Stalsburg for a 10 days' outing.

—T. J. Hightower, Jr., and Leonard W. Brown, both of Atlanta, Ga., were visitors at the Drug Club last Thursday. They were entertained by P. C. Magnus of Magnus & Lauer.

—W. G. Ungerer, of W. G. Ungerer & Co., dealers in essential oils, 15 Cedar street, who has been absent a month on a business trip through Canada and the West, has returned.

—The run of the Apothecaries' Bicycle Club to Rockaway Beach Aug. 15 was a well-attended and pleasant excursion. The next ride will be to Oakland, N. J., this afternoon.

—A large number of applications are coming in at the Brooklyn College of Pharmacy. The classes will be larger than last year. The college will open on September 27.

—Samuel M. Moneyenny, with the Schoellkopf, Hartford & Hanna Co., who has been spending his vacation at White Lake, has returned to resume work.

—The South Brooklyn Retailers' Association, at a meeting held last week, endorsed the Worcester plan. The Bushwick Association took the same action.

—D. Wiley Baker, one of the leading druggists of Trenton, N. J., was in the city on the 13th. He is spending a few weeks with his family at Liberty, N. Y.

—A. S. Katzman, who has a store at Fifty-first street and Second avenue, has opened another place of business at 122nd street and Second avenue.

—L. W. DeZeller, with Seabury & Johnson, who has been spending a two weeks' vacation at Amagansett, L. I., returned to the city on Monday.

—A. R. Otis, a leading druggist of Kendallville, Ind., has been in the city for several days placing his holiday orders with the Osborn-Colwell Co.

—W. B. Moore of the Chicago office of Dodge & Olcott is spending his vacation with his family in Brooklyn. He returns to Chicago this week.

—The Enno Sander Mineral Water Company of St. Louis has established an agency at No. 110 John street with W. A. P. Andrews in charge.

—Druggist J. W. Matchett, of Clearwater, Fla., is spending a few days in the city. He is on his way home after "doing" the exposition at Buffalo.

—Harry Hall, secretary of the Drug Trade Club, has left for Salt Lake City, Utah, on a business trip, which will keep him away for a month.

—R. M. Hartwell, a druggist of Louisville, Ky., is registered at the Drug Club. He is the guest of Col. E. W. Fitch, of Parke, Davis & Co.

—Louis Dohme has been acting manager of the house of Sharp & Dohme in the absence of Manager Ernst Stofregen, on his vacation.

—The Vapo-Cresolene Co., No. 189 Fulton street, has put out a new article in the shape of a vaporizer for use in veterinary work.

—J. L. Hopkins, of J. L. Hopkins & Co., spent the greater part of the past week in Baltimore on business.

—George F. Feldt, the Philadelphia representative of Sharp & Dohme, visited at the home office on Friday.

—G. W. Hopping, of Seabury & Johnson, has returned from a week's pleasant outing at Belle Island, Conn.

—Samuel Davis, a druggist of Boonton, N. J., made several calls in the drug section on the 16th.

—John P. Walker, of the Walker Pharmacy, Freehold, N. J., was in the city on business last Friday.

—Otto E. Betz, one of the foremost druggists of Cincinnati, has been in the city the past week.

—Thomas W. Curtius, the well-known drug and chemical broker, has returned from a trip abroad.

—Mr. Benjamin of M. F. Benjamin's Sons, Riverhead, L. I. was in the city on Friday.

—W. J. Doyle, a prominent druggist of Davenport, Iowa, is in this city.

CASTORIA PEOPLE AFTER THEIR IMITATORS IN

BOSTON.

Boston, Aug. 17.—In the United States District Court in this city a hearing has been given this week before Judge Francis C. Lowell in a suit brought by the Centaur Company of New York City, of which Charles H. Fletcher is president, against a company doing business in Boston as the Turner Medicine Company. The suit was brought to restrain the Turner Company from selling a preparation put up in imitation of Fletcher's remedy, Castoria, and to protect the New York concern from imitation and infringement on the part of others. Judge Lowell granted a restraining order in favor of the Castoria people as against the defendant company.

Charged With Assuming the Office of Physician.

Boston, Aug. 17.—On the charge of illegally signing the death certificate of a little child who died in Lowell, Cornelius A. Daly, a druggist of that city, has been summoned before the Board of Health for an investigation. It is alleged that Mr. Daly not only prescribed for the child and compounded the prescription, but that he also attended her as a physician. Mr. Daly stated that it was true that he had given the child medicine, but denied that he ever pretended that he had been a physician. His signature, he admitted, was on the certificate, but he pointed out the absence of the "M. D." after it. The Board took the matter under advisement.

NOTES.

—Ashael Wheeler, long prominent in the paint and oil business in Boston, has passed away at his home in West Newton, where he had resided nearly half a century. Other than simply old age, he was eighty-three, there was no apparent cause of death. Mr. Wheeler was born in Bolton and grew up in that place, where he received his education. He was comparatively a young man when he secured employment in the paint and oil business in Boston. This trade he followed successfully, and established a lucrative business at 145 Milk Street. He retired from active business more than two years ago, but his successors retain the same name. He belonged for more than thirty years to the Ancient and Honorable Artillery Company. A widow, a son and two daughters survive him.

—Unmindful of the plain directions on the package and of the druggist's personal warning as to its character, Everett Nolan, 26 years old, of this city, took seven and one-half grains of bichloride of mercury, which had been given him for external use. He was sent to the Emergency Hospital, where he had a very narrow escape from death.

—Bertram C. Cutler, as president and treasurer, and Francis M. Harris and Mary E. Cutler as directors, have joined interests in forming the F. M. Harris Company at Worcester, for the purpose of dealing in drugs, chemicals and like goods. The capital stock is made up of forty shares of the par value of \$100 each, giving \$4,000 in all.

—John Tomlinson, well known as the manager of the drug store of the Thomas Metcalf Company, Washington Street, Brookline, has gone to Nova Scotia, accompanied by his wife and little daughter. They will visit Digby, Annapolis, Halifax and other places while away.

—Members of the Boston Drug Clerks' Social and Benevolent Association had their annual outing this week at Oak Grove and the affair was well attended. The day's programme included band concerts, dancing, sports, games and other diversions.

—The old saw, "It's an ill wind that blows no man to good," is exemplified at Millville, where the scare over smallpox has resulted in the Board of Health of that place giving John Conway, a druggist, an order for 1,000 vaccine points.

—Albert May, who has been a clerk for some time at Currier & Co.'s drug store in Lawrence, has resigned his position there to accept one which he thinks will be far more to his advantage at Nashua, N. H., where he already has gone.

IN AND ABOUT BOSTON.

TRADE QUIET AND NO SPECIAL CHANGE.

Boston, Aug. 17.—Little that is new or in the way of special change can be said of the week's trade in this city. It seems to be seasonable, according to the druggists, and they are getting fully as much business as they expect to find at this time of the summer season, when so many people are out of town. The conditions now found are likely to hold for the immediate present, with nothing to give any special impetus to the trade until the home-coming of people early next month, when the tide of travel turns toward Boston instead of away from it, as in the past few weeks. In the wholesale trade no great activity is reported. The lists of drugs and chemicals keep fairly steady on what may be termed "hand-to-mouth" orders, the demand seemingly being for only just such things as people actually require. Sales have been of fair amount. Alcohols and cologne spirits are strong in tone, yet do not show active trading. The call for dyestuffs and tanning materials is moderate. "commensurate with the season," as one dealer put it.

—A recently organized enterprise is the Delmar Medicine Company, of which Arthur W. Pinkham of Lynn is the president, and Charles Leighton of the same city is treasurer. The capital stock of the new company is \$10,000.

—E. R. Kimball and G. B. Irish are announcing to their friends and the trade that they have connected themselves with the F. M. Keeler Company, dealers in druggists' sundries and fancy goods, 141 Franklin Street, this city.

—William S. Dana, one of the prominent druggists of Franklin, is at Buffalo at this time, along with several other business men of his town, all of whom are taking in the Pan-American Exposition.

—Charles H. Adams, the proprietor of the Cary Pharmacy in Chelsea, has removed his residence from that city to the adjoining city of Everett. He has sold his pharmacy to M. B. Fisher.

—David C. Hickey, for a long time a clerk at Butler's Pharmacy, 243 Washington Street, Brookline, is to spend his vacation in Nova Scotia.

—A. B. Morgan, the druggist of Malden, will open a drug store in the new bank building, now being erected in that place.

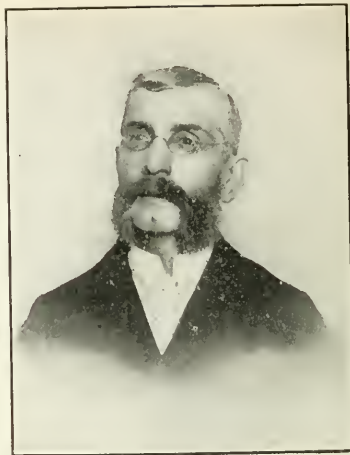
—George Gilmour is a comparatively new clerk at the William S. Kennedy drug store in Ware.

PHILADELPHIA.

THE TELEPHONE SITUATION.

Philadelphia, Aug. 17.—In retail circles there is a dearth of news lately; very little work is being done by the local association by reason of the absence of so many druggists from the city. The two topics agitating the minds of druggists now are the telephone situation and the suits against a number of retailers for selling Hunyadi Matyas water. In the latter there seems to be a fair prospect for an amicable settlement in the near future, as both parties to the controversy have expressed a willingness to make a fair settlement. This matter is now in the hands of the Executive Committee of the P. A. R. D.

As there seems to be a general misapprehension of the terms of the contract signed by many druggists with the Keystone Company and also as to the right of druggists to cancel such a contract and its validity and a number of minor points, the P. A. R. D. has employed counsel to give a legal opinion on all phases of the question. The opinion may be summed up as follows: "The contracts signed by druggists with the Keystone Company for installation of telephone are perfectly legal and binding, and cannot be cancelled by the druggists without permission of the Telephone Company; if this permission to cancel contract is refused, it remains in force." Section IV of the contract signed reads "This contract cannot be changed, altered or varied in any particular or any of its terms waived except by an agreement in writing duly endorsed thereon and signed by parties hereto." This clause makes the agreement of the company to allow a commission of 20 per cent, on calls amounting to over \$100 per annum and of 10 per cent, on calls to less amount worthless and it cannot be enforced, since it has been added to the printed contract in violation of the section just quoted, it being put on top of the contract with a rubber stamp. Even though no commission is mentioned in the contract, provision is made for making the contract binding by providing a consideration, which is plainly mentioned in the first section. "Signing of this contract gives the company right to place a telephone in the store of the signer to make all necessary connections and to string wires on and over the building if necessary, as the signer has bound himself to furnish all reasonable facilities for the telephone and a place in his store to install it and its connection/s." "If the druggist owns the building in which is his store, he cannot forbid the stringing of wires, if he is merely a tenant, his landlord can forbid this as he is not a party to the contract". The contract binds the druggist to furnish all needed facilities for the public use of his telephone, if a pay



MAHLON KRATZ,
5100 Germantown, Philadelphia, Pa.

station. Further conditions printed on the back of the contract bind the signer to erect at least one sign on the premises, to allow inspection of the instrument at all times, to abide by all the rules of the company, now in force or to be issued and to collect the outgoing toll.

Further on the signer agrees to allow the company to take possession and to remove his telephone on violation of any of the terms of the contract, after notification by the company, without further notice if the violation is continued. This means that druggists must abide by all the rules of the company as to charges, commissions, etc., under penalty of removal of telephone. The contract is made for a period of five years from and after date of connection of telephone, and unless cancelled by written notice of either party thirty days before its expiration will be continued in force for one year and so on for consecutive terms of one year unless cancelled as above.

The P. A. R. D. is working strenuously to secure 25 per cent, commission from the Keystone Company, but it is hard to see how they can be successful in the face of this reckless giving away of rights unless every druggist who has contracted for a Keystone telephone should refuse to transmit calls over this 'phone or unless they plainly show the Keystone Company that they can and will throw overwhelming obstacles in the way of the company's success, as can be done by several in each section renting 'phones outright and giving free service to the public. This would kill pay station business in such a section. It remains to be seen if an agreement can be reached by both parties fair to each.

It may be worth while to mention that the Keystone Company will charge only five cents for calls, making the druggists' commission only one cent on each call, while on the ten cent calls of the Bell Company he gets 25 per cent., amounting to two and a half cents on one call. For the Keystone Company he would have to do twice the work and get half a cent less on ten cents worth of business, and if his business is less than \$100 a year he will have to work for the Keystone Company for half a cent a call—a very encouraging prospect considering the time and trouble it takes to attend to a pay station.

BUSINESS DULL IN BOTH RETAIL AND WHOLESALE CIRCLES.

Philadelphia, August 17.—The week has been dull and quiet and devoid of anything bordering on unusual activity in both retail and wholesale circles. Business continues about the same as for the early part of the month,

sales of drug sundries, staples and soda water making up the bulk of what is being done. The jobbing houses are fairly busy with local and out of town orders but are all working short-handed on account of many of their employes being off on their annual vacation. There seems to be a good demand for the heavy chemicals used in manufacturing purposes and a strong tendency to better prices for these is evident. Buyers of heavy chemicals and dye-stuffs will do well to take advantage of present prices to lay in stock for Fall work, as it is likely that there will be advances all along these lines in the near future.

NOTES.

—A special meeting of the Delaware County Retail Druggists' Association was held at Chester last Friday, to take steps for the extension of membership and to select a committee to draw up a price schedule to govern the sale of proprietary articles in Delaware County. J. C. Perry and C. W. Shull, of Philadelphia, were present by special invitation to explain the workings of the N. A. R. D. plan and to give help in the forming of a price list. At this meeting M. H. Berkley was elected as delegate from the Association to the N. A. R. D. Convention of next month. Although there has been some slackness in the work of the Delaware County Association of late, this meeting is expected to infuse new life into its work and to make regular monthly meetings the rule in the future.

—President Cliffe of the Pennsylvania Pharmaceutical Association has appointed the following committee chairman: Legislative, C. L. Hay; Trade Interests, H. L. Stiles; Advertisements, L. Emanuel; Papers and Queries, J. A. Koch; Membership, C. H. Marcy; Botany, Joseph Crawford; Chemistry, F. X. Moerk; Entertainment, D. E. Bransome. The following are the delegates to the N. A. R. D.: Wm. McIntyre, Philadelphia; W. O. Frailey, Lancaster. The delegate to the N. W. D. A. is C. T. George of Harrisburg. The association will be represented at the Medical Society of the State of Pennsylvania by J. P. Remington of Philadelphia, J. M. Baer of Philadelphia and J. H. Redsecker of Lebanon.

—The purchase of the business of the firm of Bullock & Crenshaw, now engaged principally in the importation and sale of chemicals and apparatus, by G. D. Feldt is reported. J. G. Bullock, the only surviving member of the old firm, has been endeavoring for some time to dispose of the firm's stock and business in order to settle up the estates of the two families, his having been on the market for some time. The new firm will combine its present business with that line peculiarly Bullock & Crenshaw's and will greatly enlarge its scope by increasing its capitalization. The transfer will take place Oct. 1.

—West Philadelphia druggists may expect to be regaled with a large and choice collection of fish yarns when Messrs. Perry and Strunk return from a fishing trip planned for next week off Ocean City, N. J. The party will be made up of Messrs. Perry, Strunk, W. W. Chalfant, F. W. E. Stedem, H. L. Stiles and F. E. Holliday, and will go out in a specially chartered yacht to try the efficacy of the N. A. R. D. plan on weak fish.

—Another jolly party of retailers will make a tour of exploration up the famous creek that flows past Bridesburg, to get fish, if any be there, and a good time no matter what else is caught. The bold spirits of this party of explorers will be Messrs. Chas. Refhuss, C. W. Shull, S. W. Strunk, N. A. Cozens and one or two others to be picked up.

—The recent passage of a city ordinance widening Rhawn street, Bridesburg, will necessitate the removal of Orth's Pharmacy back a hundred feet from its present site. Mr. Orth has decided to erect a new building along the new grade in which he will fit up a modern and handsome drug store, to be the finest in that section.

—Geo. R. Townsend, city representative of J. Ellwood Lee, has returned from a vacation at Atlantic City and is once again making his rounds among his customers, new and old, in the interests of his firm.

—H. F. Losch has had extensive alterations and improvements made in his store at Eighth street, above Vine, and its handsome fixtures and soda fountain make it one of the most attractive in that section.

—A. Schaeffer, for many years head druggist at the University Hospital, has taken possession of Wickham's branch store at Forty-second and Spruce streets, purchase of which was made a short time ago.

—H. C. Clapham, of Emerald and Cumberland streets, who left for a trip to Europe last June, is expected home early in September with a collection of curios and notes on pharmacy on the Continent.

—Lawson C. Funk, the West Philadelphia druggist who was elected a member of Common Councils at the last election, has left for an extended trip to Canada by way of the Great Lakes and Buffalo.

—D. J. Thomas, of Scranton, passed through the city Wednesday on his way to Ocean City, where he expects to spend a week with his old chum, F. W. E. Stedem, who has a cottage there.

—Mr. Lenberg, owner of the St. Cloud Pharmacy, Seventh and Arch streets, has just returned from an extended tour of California and the West.

—S. C. Meredith, of Second and Ellsworth streets, will soon open a drug store in the new block of buildings at Broad and Porter streets.

—John Maier, the popular Kensington druggist is away on a week's vacation trip to Boston. He is accompanied by his wife.

BALTIMORE.

CAPTURED AFTER A LONG CHASE.

Baltimore, Md., Aug. 17.—M. S. Kahn, of M. S. Kahn & Co., retail druggists, at the corner of Liberty and Lexington Streets, was notified to-day by detectives of the United States secret service that they had succeeded in arresting Victor Washington, colored, who is wanted on the charge of stealing \$138 belonging to the firm. The arrest was made in Chicago yesterday. In addition to managing the drug store, the firm also conducts the branch post office there. On May 16 last they sent Washington to the main office with \$138 to purchase stamps and other postal supplies. When he failed to return after a reasonable time an investigation was instituted which resulted in the discovery that Washington had decamped. He could not at first be located, and succeeded in eluding the secret service men until now. He had been employed by the firm for some time and had frequently executed commissions similar to that which proved too much for his honesty. A clue to his whereabouts was found in the shape of a love letter from a dusky Chicago belle, which he had left behind in a coat. This missive informed him that the fair charmer must have \$200 before he could claim her as his bride.

AGGREGATE VOLUME OF TRADING IN EXCESS OF LAST YEAR.

Baltimore, Md., Aug. 19.—The general conditions of the drug trade in this city remain much the same. Jobbers continue to experience gratifying activity and the manufacturers also have an exceptionally large number of orders to look after. The aggregate volume of trading, in fact, is considerably in excess of last year, and comparatively little dullness has been experienced. The movement of heavy chemicals remains fully up to the record for the corresponding period of other years, and the general status is satisfactory. The market for botanicals is still without striking features. New supplies of roots and herbs will not begin to come in for several weeks and until then no exceptional developments are expected. The retailers are doing a moderately active business.

NOTES.

—Charles G. Beck, a well-known retail druggist at the corner of Caroline and Federal Streets, has just returned from a trip to the Pan-American Exposition and different points near Buffalo. He had a very pleasant time. Among other Baltimore druggists who have visited or will shortly go to the Pan-American Exposition is Dr. A. H. Schultze, of 306 Hanover Street.

—Dr. Ernest L. Love and William B. Stuck have purchased the drug store of J. E. R. Stine, known as the Grafton Drug and Chemical Company at Grafton, W. Va., for \$10,000. The company did a wholesale as well as retail business.

—William H. Booth, a retail druggist, whose store is at 1201 West North Avenue, applied in the United States Court on the 13th inst. for the benefit of the bankruptcy laws. His schedules show liabilities of \$4,193.62 and assets of \$2,766.85.

—H. P. Hynson, of Hynson, Westcott & Co., Charles and Franklin Streets, is spending a brief vacation in the Blue Ridge Mountains, on the Western Maryland railroad.

CLEVELAND.

VERY QUIET IN DRUG CIRCLES.

Cleveland, Aug. 17.—Reports from many druggists in the city tend to show that everything is very quiet in drug circles. This has been ascribed to various reasons, among which may be mentioned the fact that so many people are absent on their summer outings. Many physicians have also taken advantage of a decrease in their sick lists and are enjoying a little much-needed recreation. Soda trade during the month of July was all that could be wished for, in most cases, but the recent sudden drop in temperature has put a damper on imbibers of cold drinks, and the sales for the past few days have not been very encouraging. Comparatively very few salesmen have tarried here during the past summer months.

NOTES.

—The principal topic of interest at the present time is the annual meeting and picnic of the N. O. D. A., to be held at Avon Beach August 29. At this meeting the Worcester plan will be taken up and thoroughly discussed and the druggists' attitude toward it will be plainly shown. The pleasurable end of the gathering will also be well taken care of, the Committee on Entertainment having arranged an interesting programme of events. A large amount of interest is being shown in the memorial for preferential consideration of price-protected goods. The object of this movement is to inform the manufacturers of the personal feeling of druggists in regard to the Worcester plan. The druggists throughout the state are giving their signatures, almost to a man.

—An epidemic of drug-store burglaries seems to have struck Cleveland. The last unsuccessful attempt was made upon Ernest Opperman, 723 St. Clair Street, a few nights ago, and was only frustrated by the quick work of the proprietor, who used a large bottle with telling effect. After a fierce struggle the robbers made their escape, frightened by the arrival of strangers, who were attracted by the noise. Beyond a bump on the head and a mix-up with his clothing, Mr. Opperman reports himself as sound as a dollar.

—G. A. Bartlett, president of the N. O. D. A., is enjoying a three-weeks' trip up the lake. He will be joined at Georgian Bay, in a few days, by John Krause, who was to have gone with him, but was detained by the serious illness, ending in death, of his partner in the proprietary business, W. I. Lindsay.

—The application to the Post Office Department by Dr. George Stoskopf for a sub-station to be located in his drug store on the South Side, was accepted, and the office is now in active operation.

—A one hundred and twelve page cut-rate catalogue and price list, issued "To Our Friends and a Fair-Minded Public," is the latest effort of our most aggressive cutter.

—The Roseman Drug Company of Cleveland was incorporated Aug. 7 at Columbus by C. E. Roseman, C. A. Goldman, Perrin Shirley, Grace Roseman and Harry L. Shape. Capital stock, \$10,000.

—W. I. Lindsay, manufacturer of a proprietary dyspepsia cure, died at Lakeside Hospital Aug. 13 at the age of 51 years. Death followed an operation for appendicitis.

—E. S. Stewart, at East Palestine, O., is putting in

a new drug store. The fixtures will all be built after his own designs, and particularly adapted to the country trade.

—Druggists located in the vicinity of the Public Square and on the down town streets look forward to a splendid run of business during G. A. R. week, which opens Sept. 9.

—Lewis C. Hopp, of Mayell-Hopp Company, has returned from a week at the Pan-American, where he took his family to see the sights.

—Treasurer George W. Voss, of the N. O. D. A., has been absent for about a month at the bedside of his mother in Cincinnati.

—"Association News" is a little four-page bulletin issued by E. R. Cooper, organizer of the N. O. D. A.

—E. P. Dohner has greatly improved his old store on Detroit street.

—W. G. Marshall has returned from a recent visit to Buffalo.

LOUISVILLE.

DRUGGIST ARRESTED CHARGED WITH SENDING

OBSCENE MATTER THROUGH THE MAILS.

Louisville, Aug. 15.—J. C. Franklin, the Nashville, Tenn., druggist who is in trouble on the charge of sending obscene matter through the mails, is well known in Louisville, where he has several relatives and many friends. The charge was filed by Mrs. W. A. Cole, the wife of a traveling drug salesman, and is sensational. Mr. Franklin was arrested and at his preliminary hearing was released on \$2,400 bail. The druggist denies the charge. Franklin is one of the most prominent business men in Nashville. He is also well known in society. It is said that he is worth several hundred thousand dollars, and he claims that he will spend every dollar of it in fighting the charge. Cole is well known to the retail drug trade of the South. He is just as determined as Mr. Franklin, and claims that he will prosecute the case to the end. Sentiment is divided, the druggists all over this section, where both are known, are watching the fight.

NOTES.

—Chas. Scribner understands the value of unique advertisements. Recently a countryman presented him with two rattlesnakes. Both were five years old, as each possessed five rattles. Mr. Scribner placed them in the window of his drug store at Sixth and Jefferson Streets and kept them on exhibition for a while. Then one day he placed half a dozen rats with them and awaited developments. Of course, he expected the rats to cease existing after a while, but the snakes and the rats immediately became friends and are now living together. Incidentally the strange family is the talk of the town and there is a crowd in front of the drug store all the time.

—W. L. Wilson, of Decatur, Ill., will soon start a drug store in Louisville. One of the prominent wholesale druggists of Louisville said that one of the local department stores would place a drug department in its store in a short time. He refused to divulge the name of the druggist. It is believed that this action would bring on a fight with the local druggists. Louisville is as yet free of the department store drug counter, and the retail druggists fear that it would mean more cut rates and a corresponding loss in profits.

—The druggists of Louisville are arranging to give their brethren who attend the convulse a taste of true Kentucky hospitality. It has been decided not to entertain them collectively, but each druggist is expected to extend all of the courtesies in his power to the visiting pill-rollers.

—Charles Scribner, the proprietor of Scribner's Pharmacy, has purchased the Elks' dining room and in addition to running his drug store, is devoting some time to his eating hall.

—John Gardner, one of the young druggists of the city, returned on Monday after a tour through California and the Yosemite Valley.

—Mr. and Mrs. J. T. Creelius are spending the summer at one of the Michigan summer resorts.

CHICAGO.

CHICAGO WHOLESALE DRUGGIST VISITS KRUEGER.

Chicago, Aug. 16.—Peter Van Schaack returned last Tuesday from his twelfth visit to Holland. While there he called on President Krueger and on behalf of the Holland Society extended him an invitation to visit the United States. He found Mr. Krueger in deep grief over the death of his wife, but otherwise hopeful over the situation in South Africa. The President expressed his thanks for the invitation of the Holland Society and for what had been done in this country for the Boer cause. "Just at present," said Mr. Van Schaack, "President Krueger is inclined to feel a little hurt over the shipment of mules and horses from America to England. He mentioned the fact that 10,000 head have been shipped from New Orleans and other points, and commented on it as one of the chief things in which the United States has proved hostile to his cause.

"After talking with President Krueger I decided to look into the matter. I talked with our Ambassador and found the question had been carefully investigated. Horses and mules are not contraband of war, and the traffic between this country and Great Britain cannot easily be stopped.

"President Krueger is not at all disheartened or does not appear to be. While talking about this question of horses and mules, over which he seems to be most agitated at present, he turned to me and said: 'Well, perhaps it doesn't make so much difference after all. We shall get most of them.'

"President Krueger is not well, and when I was about to see him had been ordered to the seashore to get the air. It was through Mr. Woolman that I finally met him at The Hague on Aug. 1. During his working hours he seldom deserts his big family Bible. It lies open on his desk before him while he works. I should not consider President Krueger slow, but he weighs every opinion carefully before it is expressed. He expressed his cordial appreciation of the invitation of the Holland Society, but said that under the present circumstances it would be impossible for him to accept it."

Mr. Van Schaack brought back a souvenir card which Mr. Krueger handed him bearing a photograph of himself on a hotel balcony. The card bears the autograph of President Krueger.

While in Berlin Mr. Van Schaack met W. A. Robinson, the well-known wholesale druggist of Louisville, who is touring Europe, and missed Dr. Senn and party by only four hours.

Chicago Business Good.

Chicago, Aug. 17.—The week has been a fortunate one in the way of trade. The jobbers report a good business. Orders are coming in in rather larger volume than usual for the season. There have been few stock orders, but the business in the staple goods has been excellent. All the houses, both jobbers and manufacturers, are rather busier than usual, and the outlook for a good fall and winter business grows brighter day by day.

NOTES.

—It is stated that a meeting of the First District Auxiliary Association will be held next week. The course that will be decided upon is not definitely known, although it is assumed that the district will decide to ignore the Boston Store and will adopt a schedule of prices "regardless." Conversation with several members of the association indicates that a pretty strong idea prevails that there is business enough down town for all the stores if rightly handled, and that one aggressive cutter with a department on a third floor will not be able to injure trade seriously. The managers of the Boston Store say they are keeping still and sawing wood, and that they can get all the goods they want.

—"Bromo-Seltzer," the wild cat, not the beverage, is dead. He died recently of pneumonia, in spite of the best efforts of the best cat doctors. George W. Mathle-

son, who owned him, is greatly disappointed over the loss of his pet, for "Bromo," apart from being a natural curiosity as the only domesticated wild cat in existence, was a gentle and affectionate pet, and in all the four years of his life had never displayed any tendency toward treachery or any habits not common to the house cat. Although as large as a good-sized dog and much stronger, he was as active and playful as a kitten and had all the marvelous quickness of his kind.

—C. H. McConnell, president of the Economical Drug Company, accompanied by his wife and daughter, left for the East a week ago to visit the Pan-American Exposition, Niagara Falls, Toronto and other places, returning by water from Georgian Bay. W. L. Campbell, vice-president of the same company, accompanied by his wife, returned from the East last week after a tour of the lake region, including Buffalo and several points of interest along the Canadian shore.

—John N. Neeb, prescriptionist for the Economical Drug Company, left on Saturday for a two weeks' tour through the East. Mr. Neeb is one of the best known prescription men in Chicago, having been for thirteen years with Gale & Blocki, and for seven years with the Economical Drug Company.

—D. B. Chandler, Western selling agent for the "4711" toilet soaps and perfumes, was in Chicago this week on his way through the cities of the West to Honolulu, H. I. He says that business in the East is better on the whole than he has found it in the West.

—Mr. Morrison, of the Morrison Drug Company, Waco, Texas, accompanied by his family, spent several days at the Chicago Beach Hotel last week, en route around the lakes to Buffalo.

—The drug store of John G. Love at Lime Springs, Ia., was destroyed last week in a fire which consumed a large portion of the business part of the town.

—Clarence A. Davidson, accompanied by his wife and daughter, left Friday night for the Dells, Wis., where they will spend a few days.

—Dr. Turner has sold his store at Wabash Avenue and Forty-third Street, known as the Wabash Pharmacy, to Frank M. Moss, Jr.

—H. T. Addis Brady, a druggist at 1426 Addison Avenue, has given a bill of sale of his store for a consideration of \$1,200.

—Frank Herbert has sold an interest in his drug store at Bridgewater, Ia., and the new firm is known as Herbert & Pote.

—An involuntary petition in bankruptcy was filed recently against G. W. Dixon, a druggist of Colfax, Ia.

—Koerner Brothers have bought the drug store of C. F. Bancroft at Horicon, Ia.

The Two Largest Grape Juice Companies.

The output of the Welch Grape Juice Company is more than the combined output of all other grape juice companies. A still larger sale is insured by the Welch Grape Juice Company having bought out the Snow Grape Juice Company of Penn Yan, the second largest concern of its kind in the world. There will be no more Snow's Grape Juice, all Grape juice will be sold as Welch's.

All grapes hereafter used will be from the Chautauqua Grape Belt, of which Westfield is the center, and the Westfield factory enlarged and very materially improved will be the only factory used.

Mr. J. W. Badger, brother-in-law of the original Snow and always the only proprietor of the Snow Grape Juice Company, will occupy a responsible position in the Welch Grape Juice Company.

Welch's Grape Juice will be advertised more than ever before, and it will pay druggists to handle this brand, which is the only advertised one and is the standard the world over.

Welch's Grape Juice is for sale by all jobbers. Remember it is only pressed at Westfield, N. Y.

The dollar size of Four-Fold Liniment is \$7.00 a dozen.

ST. LOUIS.

ST. LOUIS RETAILERS CONFER WITH JOBBERS.

St. Louis, Aug. 17.—The Retail Druggists' Association of St. Louis held an important meeting at the College of Pharmacy Aug. 14. About twenty of the leading members were present. The two communications which the jobbers had recently sent to all the local druggists, both of which were published in the Era, were read and discussed. The committee, which was appointed at the last meeting, reported that they had called upon the jobbers in an informal way to discuss matters before presenting their requests. On this occasion they were convinced that it would be better to wait and consult the Association further. Their action was approved. It was finally decided to draw up a new set of requests and present them in writing to the local jobbers. They are in brief as follows:

"The local retail druggists to receive $1\frac{1}{2}$ per cent. discount on all bills paid by the 10th of the month.

"That the retailers receive daily delivery of goods if they so desire.

"That the jobbers accept as equal exchange empty containers by the time of the next delivery, providing they are in as good condition as when received."

Detailed reasons were given for making each one of these requests. The Association approved of the jobbers' not dating bills ahead of time, and also decided to have cards and blanks printed which will be of considerable interest to representatives of outside patent, proprietary and similar manufacturing concerns. When such salesmen come here they will be requested to sign and have their firms sign an agreement not to sell any of their goods to any department store or any druggist or person selling goods below the local schedule price, should any be in business here at the time. Those who sign this will be given a card issued by the Association, for which they will be charged one dollar. This card will stand as an introduction of endorsement by the Association to the trade.

PROGRESS OF ARRANGEMENTS FOR THE A. PH. A. MEETING.

St. Louis, Aug. 17.—Yesterday Local Secretary H. M. Whelpley mailed an announcement of the St. Louis meeting, giving all the information, programme of entertainment, hotel accommodations, etc., up to Sept. 14. This has been mailed to all members of the Association. Since this was printed the Business Men's Club of St. Louis has decided to give the Saturday evening entertainment, which will be held in the grand dining room of the Southern Hotel Sept. 21. This entertainment will in part consist of a thirty-minutes' lecture by F. L. Seeley on the cinchona plantations of Java. Mr. Seeley spent a year visiting the cinchona plantations of the world, and has the finest collection of photographs and stereopticon views relating to the cinchona industry in existence. Ex-Gov. D. R. Francis, president of the Board of Directors of the 1903 World's Fair, will make a short address.

NOTES.

—A. W. Peterson, druggist at Fifteenth and Chambers Streets, recently completed making some extensive improvements in his drug store, one of which was to enlarge it to nearly twice its former capacity. Last Thursday he invited a number of his brethren in and that night held "open shop." Before doing so, however, he consulted Theo. F. Hagenow, on Chouteau Avenue, and endeavored to get a few pointers from one who has had experience in that line.

—Dr. W. Graul is preparing to open a drug store at Second and Sidney Streets. This city has over fourteen miles of river front. Broadway or Fifth Street extends the entire length of the city, and this will make only two drug stores in the entire district between Broadway and the river. Fifty years ago nearly all the drug stores of the city were located east of Broadway.

—E. A. Medler, druggist at Twentieth and Ferry Streets.



R. L. HOEPF, Centralia, Mo.,
1st Vice-President Missouri Pharmaceutical Association.

is on the sick list. Ed Fischer, chief clerk for Mr. Mehlner, is also laid up with a severe case of blood poisoning in the right arm. It resulted from a slight cut on the finger by a broken soda glass.

—S. E. Barber, former city salesman for the Meyer Bros. Drug Company, and later for the Moffitt-West Drug Company, has gone into the general brokerage business. He makes a specialty of selling drug stores and has opened an office at 508 Roe Building.

—H. F. Hasselbrock, druggist at High and Washington Streets, has been spending a week somewhere over in Illinois. He will not tell where he went, and surprises his friends by declaring he did not go fishing. He says he was just out sunning himself.

—The Sidney Street Pharmacy, at Eighteen and Sidney Streets, was incorporated this week with a capital stock of \$2,000. The stock is held by R. F. Miller, druggist at Broadway and Leperance Street; E. J. Koeberlin, and Edward Wenger.

—Prof. Francis Hemm is invoicing the stock for L. S. brother, Louis P. Hemm, in the two drug stores at Kirkwood. He expects to take charge of these stores on Sept. 1, as his brother is going West for his health.

—Chas. Milne, regular clerk for Ferd. Christman, Vandeventer and Washington Avenues, is putting in his three weeks' vacation at Bernius' drug store, 3400 Easton Avenue, while the proprietor is in Canada.

—E. W. Knott, city desk man for the J. S. Merrell Drug Company, has returned from his health recuperating trip North, but is unable to resume work as yet.

—William Frese, clerk for L. A. Seitz, Fourth and Cedar Streets, leaves to-night on a two-weeks' vacation, which he will spend at Jefferson City, Mo.

—Harry Stiegemeyer, manager of the Phoenix Pharmacy, Jefferson and Cass Avenues, is spending his week's vacation on a boat trip up the river.

—Chas. A. Jamison, clerk for F. H. Swift, has just returned from a ten days' vacation, which he spent visiting the Pan-American Exposition.

—Harry Sommers has taken the North Side city route for the Moffitt-West Drug Company. This route was recently vacated by S. E. Barber.

—Frank Finch, central city salesman for the Meyer Bros. Drug Company, is spending a three weeks vacation among the Northern lakes.

—W. S. Flemming, druggist at Seventeenth Street and Washington Avenue, has returned from a month's vacation spent in the East.

—F. H. Swift, Vandeventer and Olive Streets, has left

with his little son to spend a couple of weeks with his brother in Ohio.

—Dr. Otto Hartwig has greatly enlarged and made extensive improvements in his drug store at Tenth and Market Streets.

—Richard McDonald, head clerk for E. A. Bernius, on Easton av., broke his finger while playing baseball a few days ago.

—Louis Lehmann, Jefferson and Washington Avenues, has returned from a three weeks' trip through the East.

—G. W. Smith, 4300 Laclede Avenue, has gone down in the Ozark Mountains to spend a couple of weeks.

—F. Specht has sold his drug store at Sheridan and Elliott Avenues.

—A. B. Roth, druggist at 3300 Olive Street, is quite ill.

THE SOUTH.

THE DRUG CLERK WON.

Memphis, Aug. 16.—A Murfreesboro, Tenn., newspaper recently offered a prize for the production of the handsomest man in the place. Now the little city is up to date in every particular and the people never do things by halves, so the contest was between the Beau Brummel of the town and Ben Price, a popular drug clerk, all the others found the going too heavy and pulled up. The contest was to be decided by vote and when the polls closed it was nothing but Mr. Price, he won "pulling up", by four or five thousand votes. The ladies are said to be responsible for the victory. The average drug clerk has so little to do with contests of any sort that the wearing of the laurel by one is certainly worthy of record.

NOTES.

—Several of the employes of Spurlock, Neal & Co., Nashville, came over with a crowd of rooters several weeks ago to see the Sunday game of ball between Nashville and Memphis of the Southern League. The game resulted in a victory for Nashville and Messrs. Buchanan, Caruthers and Edmiston were left behind when the excursion trains pulled out. They spent the next day very pleasantly, however, looking up at the tall buildings and dodging the trolley cars.

—Messrs. Sheats, Warnack & Harris have resigned their positions with the Hiesig, Ellis Drug Co. and are now with the Van Vleet-Mansfield Drug Co. Geo. Donnell has resigned his position as head of the order department for the latter company and accepted a similar place with the Hiesig, Ellis Drug Co.

—B. D. Kerr who recently graduated in pharmacy at Vanderbilt University, Nashville, and a druggist of many years' experience, is now in charge of the L. Rascoe Drug Co.'s laboratory, Nashville.

—Ernestine Bennett of Miller & Bennett, Fulton, Ky., accompanied by Mrs. Bennett and Miss Farmer will spend the month of August at Monteagle and Lookout Mountain.

—Oscar Taylor, a recent graduate of the Vanderbilt College of Pharmacy, has reassumed charge of the prescription department of Wilson's Drug Store, Martin, Tenn.

—Sterling R. Miller of Miller's Pharmacy, Chattanooga, visited his old home, Dyersburg, Tenn., recently. He spent a couple of days in Memphis on his way back.

—R. W. Tilford, manager of the Greenville Drug Co., Greenville, Miss., visited Milwaukee recently, the attraction in particular being the Elks' Carnival.

—Clayton Miller of Miller & Bennett, Fulton Ky., accompanied by his wife, spent the month of July at Creal, Ky., and Dawson Springs, Ill.

—E. J. Schott, the College street druggist, Nashville, accompanied by Mrs. Schott will visit Buffalo, Niagara and other Eastern points.

—Bennett Bros., Fulton, Ky., whose store was recently destroyed by fire expect to get into their new building at an early date.

—A. Fly of McComb City, Miss., and J. W. McCorkle of Meridian, Miss., both pharmacists, are visitors in Memphis.

—Mr. Wilson, proprietor of the Five Points Drug Store, Jackson, Tenn., has made extensive improvements in this store.

—James & Nelson, Jackson, Tenn., are putting in new fixtures and will have one of the handsomest stores in the South.

—Philip Milan until recently with J. Hayden Wilson, Martin, Tenn., has accepted a position with Hunt, Mayfield, Ky.

—Tyler Jackson, formerly with Ward & Best, Jackson, Tenn., has resigned his position and gone to Monroe, La.

—T. J. Shannon, of Shannon's Pharmacy, Sharon, Cn., is back at his store after a visit to Monteagle.

—Dr. H. H. Roscoe, of Nashville, is spending the summer at Bon Aqua Springs, Tenn.

—Jno. W. Baird, of Summerville, Tenn., is on a visit to his old Kentucky home.

—Dr. L. Harrison, of Dyersburg, spent his vacation at Dawson Springs, Ky.

THE NORTHWEST.

THREE DRUG CONVENTIONS.

St. Paul, Minn., Aug. 16.—The retail druggists of three Northwestern States—Wisconsin, South Dakota and Montana—held their annual meetings this week.

The Badgers held their meeting at La Crosse. It was noted more for social functions than anything else. Reports of officers were made and new members elected the first day. In the afternoon Mayor Boschert made a speech of welcome and President J. H. Kampe gave his annual address. The session was followed by a bowling contest in which both ladies and gentlemen took part. The local branch of the United Commercial Travelers entertained the drug men with a musicale in the evening. The second day's session was opened by the Committee on Adulteration, followed by papers by A. C. Otto, W. H. Barr, E. G. Raeuber, and O. T. Erhart. The rest of the day's session was devoted to reports of the Executive Committee and the secretary of the Board of Pharmacy and other business. In the evening the local lady members of the auxiliary gave a reception and ball for the visitors. The convention adjourned yesterday morning after electing the following officers: President, E. B. Heimstreet, dunesville; first vice-president, W. H. Barr, Milwaukee; second vice-president, W. H. Farnsworth, Beloit; secretary, Henry Rollman, Chilton; treasurer, W. B. Clark, Milton. Milwaukee was chosen for the next meeting place.

The South Dakota Association met at Redfield, the attendance being larger than ever before. Prof. Kremers of the University of Wisconsin gave an instructive lecture on the perfume of flowers, and Dean Walling of the College of Pharmacy, University of Minnesota, lectured on pharmacy. The usual reports of officers were made and the association was found to be in a satisfactory condition financially and otherwise. The new officers are: President, C. M. Searles of Salem; vice-presidents, H. A. Parker and Z. A. Crain; secretary, E. C. Bent of Dell Rapids. The place of meeting for next year was referred to the Executive Committee.

NOTES.

Successions: Walter Upington, Spokane, by J. H. Fanning; McCollm & Ransom, Gravity, Ia., by R. T. Adams & Co.; C. M. Forney, Valeria, Ia., by C. E. Reeves; Frank Herbert, Bridgewater, Ia., by Herbert & Pote; Speedling & Speedling, Marble Rock, Ia., by E. W. Speedling; C. F. Bancroft, Horicon, Wis., by Koerner Bros.

—A drug clerk at Mondovi, Wis., a few days ago made a mistake that may cost Miss Mildred Culbertson of Durand her life. Five grains of atropin were prescribed for the young lady, who had a headache, and the clerk gave her instead atropin, a deadly drug. Miss Culbertson is apparently at the point of death.

—The druggists of St. Paul held their annual outing at Wildwood, White Bear Lake, Monday, and the clerks gave a picnic the next day at the same place. The clerks are forming an organization similar in its aims to the Retail Druggists' Association.

—New: F. A. Theopold, Faribault, Minn.; A. Woselka, Haugen, Wis.; Spicer & Knapp, Hastings, Neb.
 —Phil Adams, of St. Paul, is going to Clarkfield, Minn., to take charge of Mrs. Erickson's drug store.
 —Mrs. C. M. Crocker, Faribault, Minn., and Johnson Bros. & Co., Fertile, Minn., have sold.
 —John G. Love and D. D. Dayton & Co. were burned out at Lime Springs, Ia., this week.
 —B. M. Hanson of Albert Lea, Minn., has gone to work for Dr. Strabo at Spring Grove.
 —The stock of A. H. Kissau, Norfolk, Neb., was damaged by fire this week.
 —The Hockett Drug Company has been incorporated at Walla Walla, Wash.
 —A receiver has been appointed for W. S. McCoy, Lehigh, Ia.
 —C. C. Case, Buscoda, Wash., will remove to North Yakima.
 —H. L. Gibbs has gone to work in Mident's store, St. Paul.

AMERICAN PHARMACEUTICAL ASSOCIATION.

The forty-ninth annual meeting will be held at St. Louis, Mo., September 16-21 inclusive, beginning at 3 o'clock p. m., on Monday, the 16th. The Council will hold a session on the same day at 10 o'clock a. m. Credentials of delegates should reach the General Secretary at his office, Baltimore, Md., not later than Thursday, September 12th. Applications for membership may be sent to the secretary of the committee, George W. Kennedy, Pottsville, Pa., up to September 12th, after which date they should be sent to him in care of the Southern Hotel, St. Louis, Mo.

The General Secretary announces the following information relative to transportation: The Central Passenger Association, the Western Passenger Association, the Trunk Line Association, and the Southeastern Passenger Association have all granted a rate of one fare and a third, on the certificate plan, for the round trip from all points in their respective territories. The New England Passenger Association and the Southwestern Passenger Bureau have not yet agreed to the reduced rate; negotiations are still in progress and information regarding the same may be obtained later from S. A. D. Sheppard, 134 Huntington Avenue, Boston, Mass.; Dr. H. M. Whippley, 222 South Broadway, St. Louis, Mo., and Chas. Caspari, Jr., 109 Aisquith Street, Baltimore, Md.

To secure the reduced rate, full fare must be paid going and a certificate (not a mere receipt) obtained from the ticket agent. If the agent has no certificates purchase a local ticket to the nearest point at which certificates are kept, and from that point purchase a through ticket with certificate. Immediately on arriving in St. Louis the certificate should be turned over to Dr. H. M. Whippley, local Secretary, who will see that it is countersigned and returned to the owner. When this certificate, properly endorsed by the special agent of the Traffic Association, is presented, a return ticket over the same route used in going may be purchased at one-third the full fare. Tickets to St. Louis may be purchased not earlier than September 12th, nor later than the 15th. In the extreme West they may be purchased a day earlier. Return tickets will be good to leave St. Louis not earlier than the evening of September 19th, nor later than September 25th.

Programme of the Meeting.

The following programme has been adopted by the Council for the guidance of the association at large and the respective sections:

Monday, September 16—10 a. m., Council meeting; 3 p. m., first general session; 5 p. m., reception in parlors of Southern Hotel.

Tuesday, September 17—10 a. m., second general session; 3 p. m., meeting of Commercial Section.

Wednesday, September 18—10 a. m., third general session, devoted to discussion of exhibits.

Thursday, September 19—10 a. m., meeting of Section on Practical Pharmacy and Dispensing; 3 p. m., meeting of Scientific Section; 5 p. m., meeting of Scientific Section.

Friday, September 20—10 a. m., meeting of Scientific Section; 3 p. m., meeting of Section on Education and Legislation; 5 p. m., meeting of Section on Education and Legislation.

Saturday, September 21—10 a. m., last general session, in addition to the above, the local committee have made arrangements as follows:

Sunday, September 15—Reception of incoming delegates.

Tuesday, September 17—9 a. m., meeting of Board of Trustees of the United States Pharmacopoeia Convention; 8 p. m., visit to St. Louis Exposition and Music Hall.

Wednesday, September 18—9 a. m., meeting of the Committee of Revision of the United States Pharmacopoeia; 3 to 10 p. m., steamboat excursion on the Mississippi River.

Thursday, September 19—9 a. m., meeting of the Conference of Teaching Facilities.

Friday, September 20—9 a. m., conference of members of Boards of Pharmacy.

Saturday, September 21—9 a. m., conference of Secretaries of State Pharmaceutical Associations; 2 p. m., trolley ride, visit to Shaw's Garden and Anheuser-Busch Brewing Association plant; 8 p. m., evening entertainment. A special programme is in preparation for the entertainment of the visiting ladies.

Essays and papers to be read at the meeting should be forwarded without delay to the chairmen of the respective sections, viz: Scientific papers, Prof. Oldberg, 2121 Dearborn Street, Chicago, Ill.; commercial interests, Chas. A. Rapelye, 583 Main Street, Hartford, Conn.; education and legislation, Prof. C. B. Lowe, Philadelphia Street and Germantown Avenue, Philadelphia, Pa.; practical pharmacy and dispensing, Henry P. Hynson, 423 North Charles Street, Baltimore Md.

Modern Requirements of the Drug Business.

The pharmacist of to-day fully realizes the importance of impressing upon the public the superiority of his stock and the care observed in compounding prescriptions. The model pharmacist bestows as much care to the attractiveness and the outward appearance of every bottle of medicine delivered to customers as he does to its contents.

In promotion of this object nothing serves better than a neat bottle cap, which will give the prescription bottle a finished appearance. Heretofore only foreign bottle caps were available, but in keeping with the progress made by all our American industries, this little serviceable article is now made in this country and the domestic make would seem to deserve preference over the imported, not alone for patriotic reasons, but also for general excellence and cheapness. The line of goods under consideration is the "Baronet" bottle cap, offered by the new Sundries Department of Lehn & Fink, New York.

The "Baronet" appears to fulfil all requirements that can reasonably be expected. The caps, which come in assorted colors, are lined with white paper, which causes them to retain sufficient rigidity to present an attractive outside appearance. The pleats are made close together to facilitate affixing. Staining of the fingers, a complaint frequently made against the imported article, is out of the question, for the colors are fast. Finally, the "Baronet" paper bottle cap is much cheaper than similar articles of foreign manufacture.

These Goods Sell Well.

Here is another letter from a prominent firm of druggists regarding Chas. Jacobs & Co.'s cigars:

"Grand Rapids, Mich., July 24, 1901.

"Chas. Jacobs & Co., New York.

"Gentlemen: We just received your last shipment of cigars, and they open up beautifully. Our trade on your brands has been most satisfactory, and is continually growing. Yours truly, CHURCH & WEST."

Wild Cherry Phosphate.

Druggists should read the advertisement of the Thompson Phosphate Co., Chicago, on another page. They make a special offer of what they call their Big Three Case for \$3.00, giving the druggist 100 per cent. profit. They also advertise special soda fountain extracts at \$2.00 per gallon, and give away free a handsome bronze clock with the first order of three gallons.

IS THERE A DECADENCE IN PHARMACY?*

To come to those matters more intimately connected with our calling, let us ask, and frankly try to answer, three questions: Is there a decadence in pharmacy? If so, what are the contributing causes? Is there a remedy? It is difficult to know what was the actual condition of pharmacy at the beginning of the century, but from what information one is able to obtain about that time, there is good reason to believe that a chemist and druggist carried on a protean-sided business, prescribing freely for many of the diseases to which flesh is heir, and for some of those which flesh acquires, acting as a dental practitioner, dealing in paints and colors, selling veterinary preparations, and, on the whole, making a good living. In one town which I take as an example, there were as many pharmacists who were making individually as large profits when the town had 20,000 inhabitants as is done now when it has 80,000. The pharmacists of that period certainly occupied relatively a better position among their fellow tradesmen than the present ones are doing. In fact, we may say that, as compared with the sixties and seventies, the depreciation in good will alone among British pharmacies is at least 50 per cent. So much for the trading point of view. Doubtless, as compared with the beginning of the century, the pharmacist of today is a much better educated individual, and, in this respect, I am willing to concede that, as compared with his fellow tradesmen, he has not retrograded, but his income has not kept pace with theirs. If we compare the present time with the seventies and eighties, I think we must admit that the general interest in science exhibited by pharmacists shows a decided falling-off. The regrettable loss of numbers experienced by this Conference corroborates this statement. I am not disputing that excellent work is done by followers of pharmacy today, but I am afraid it is chiefly done by members of wholesale rather than retail pharmacy.

I answer my first question by asking another: Must we not sorrowfully admit that retail pharmacy is less prosperous now than at any time within memory? To the second question as to the cause, many exist. First, there are those which are beyond our control, such as the diminution of returns, owing to the segregation of business and professions. The working classes, who came to the druggist during the first half of the century for advice and medicines, now to a great extent belong to provident dispensaries, many of which are very excellent institutions; others, greatly assisted by charitable doles, are simply close corporations for a few favored medical men; others are notoriously abused in admitting as members individuals who are perfectly well able to pay both for medical attendance and for medicine. A very considerable share of business has thus been diverted from pharmacy. Nursing and convalescent homes and other pseudo-charitable institutions also contribute to this. The excellent socialistic work done by municipalities and parish councils in providing proper sanitation, in the preventive treatment in medicine, in the isolation of diseases, are all factors exerting adverse influence, although we cannot grumble at them because the body politic has greatly benefited. There are, however, contributing causes which are less legitimate. Practically the first half of the century saw free trade in medicines and poisons. It is true the Pharmaceutical Society of Great Britain had been established, and those members of our business who had made their way, and who were not only good business men, but also men with a respect for and lovers of scientific pursuits, established a voluntary system of examination which was useful and practical, and one in which per se was the servant and not the master, and in which a knowledge of pharmacy as a business was the first requisite. In the course of time the diploma became a valuable possession, not only from what it means from a scientific

point of view, but also as being a distinct commercial asset. It was too frequently seen in shop windows. The success of the examination was recognized by our Legislature, since it passed the Bill which gave the Pharmaceutical Society power to examine and make that examination compulsory. What has been the result? A gradual divergence towards the purely scientific side in the examinations, in which the more practical part of pharmacy has been pushed to the wall. Concurrently with this has been the passing of large numbers of candidates, who appear to be so disgusted with the modicum of science which they assimilated for the purpose of passing the examination that they forthwith drop all pretension to the name of scientists, and prefer to exist by selling their birth-right as independent men, to be a qualifying dummy, ruled over by people who know nothing, or next to nothing, of pharmacy, yet can give the qualified man points in everything relating to business transactions—a symbiotic union, in which both organisms do little good to themselves and infinite harm to us. Therefore, I think our examination system and our teaching may have unconsciously assisted in the downward movement. There has also gradually grown up in certain quarters a kind of scorn for knowledge of business routine, and an undue glorification of the scientific side. Instead of the form of education so ably sketched out by Mr. Schacht in this place twenty-three years ago, it is now seriously suggested that the proper method of educating a pharmacist is to send him to college, where, having attended a certain number of compulsory lectures on botany and chemistry, he would be able quite easily to pick up sufficient practical pharmacy to qualify. This being attained, he would be soon able to acquire a business knowledge of pharmacy. Gentlemen, I think this is a disastrous suggestion. It might possibly answer in a State-protected system of pharmacy, but I venture to think that such a plan could not succeed where the State has done much to hinder, but nothing to protect, the interests in pharmacy. In the struggle for existence how could such a one successfully compete with another trained as a draper's apprentice, for instance, in the business routine, or as a pharmacist's apprentice should be, in all the practical groundwork of his trade? Now I come to another great cause in pharmaceutical decadence—namely, the growth in the sale of so-called patent medicines, as well as those still more insidious and dangerous foes the proprietary articles used so often, alas! ordered, in dispensing. The first were in former days sold by stationers and newspaper agents, an arrangement brought about in many cases by the advertising agents taking the cost of advertising in kind, then impressed with their growth, chemists unwisely made themselves the advertising medium; but the benefit was ephemeral, as, on the cutting element being introduced, patent medicines offered an opportunity which was quickly grasped. But after all, these were open enemies; the greatest foes are those of one's own household, such as the proprietary article with which our physicians are profusely sampled, and which makes dispensing, which at one time was both pleasant and profitable, neither agreeable nor remunerative. Once pleasant, because not unskillful the prescription necessitated some call upon the intellectual faculty and one's chemical or pharmaceutical training proved of service; now, when two pills No. 4 (Brown and Jones) are ordered, with someone else's mist, bismuthi and another person's liniment, a natural feeling of injury is experienced by the pharmacist, who having expended a considerable amount of time and money in being educated to prepare such medicaments, feels that the physician is tacitly telling him he has little confidence in his knowledge. The sending out in the original packages such medicines as I have alluded to hardly comes under the head of intelligent compounding, while peculiarly, instead of a profit an actual loss is not infrequently incurred. But all these causes are relatively unimportant compared with the effects produced by company-trading upon pharmacy, associated as that is with the robbery of our titles and the suggestive inaction of the Legisla-

*Portion of the Presidential address to the British Pharmaceutical Conference, delivered at Dublin, July 30, 1901. (Reprinted from Pharm. Jour.)

ture to give us proper protection by proper legislation. The Legislature called us into being and insisted that every chemist before commencing business should be qualified, and then out-gilberted Gilbert by allowing seven people, not one of them qualified, to open a chemist's business and call themselves chemists. Contrast this behavior with that adopted by any other civilised Government on the Continent or elsewhere. Compare it with Germany, our most powerful rival in applied chemistry, and there we shall find a very complete protection is given to the pharmacist, and an even more generous treatment is offered in Russia; but from one reason to another—possibly from the bugbear of "departing from the principles of free trade," or, perhaps, a too jealous care of vested interests which have been built up on a piratical basis—the law-making assemblies of this country stand by and see a gigantic injustice done to a body of men, which it is their duty to see receive a just protection.

Is there a remedy for the bad times we are enduring? Something can be done by the Legislature and that something should be asked for with no faltering voice, with no divided counsels, with no uncertain sound, and with no unnecessary delay. But the greater part of the problem must be left to ourselves. The battle is to be won by pitting our own exertions and our individual industry against the advantages of large capital, of great purchasing powers, and other premiums which companies possess. We shall have to rely upon ourselves—upon the fact that when a man works for himself he works for a hard taskmaster, who is satisfied with no slackness of effort, but one who demands the fullest employment of every faculty—and if this be given, the competition of a hydra-headed company should not be a too successful competition. The history of limited liability companies in Britain during the past twenty years should offer some consolation, notwithstanding the enormous amount of capital which has been invested in them, for if the price at which they were floated is put against that at which they stand today, it will be found there is a very great diminution, even without taking into account the large number of those which, unhonored and unsung, have melted into thin air.

In Ireland there is a brighter outlook, since to a considerable extent you have wrought out your own salvation; it remains for us to see that the members of this Conference, which has done so much to foster the interests and the highest aims of scientific pharmacy—this Conference, which has been and is the means of forming pleasant friendships, or of cementing and preserving old ones, and which has always advocated a high standard of mental discipline—should in no way fall short of the ideal sketched out in this city twenty-three years ago, but that not only the Conference in its corporate capacity, but each member of it individually, shall, with whatever talent he may have been blessed or with any faculty he may have acquired, strive to the utmost to defend the gage which he threw down when he entered the service, hard an unrequiting though it be, but a service which is no ignoble one, that of our common mistress—Pharmacy.

THE PREVENTION OF MALARIA.

We have more than once called attention to the very extraordinary advances which are being made in the study of malaria, and which prove that the mosquito is responsible in every instance for the dissemination of this disease, which has until recent years been thought to be due to "miasm" or to some condition entirely disassociated from animal life. The very valuable experiments carried out by Manson, Ross and a host of Italian investigators have proved beyond all doubt that the mosquito carries the infection to the human being from another human being from which it has originally drawn blood, and we called attention not long since to the interesting experiments carried out by Manson, in which he imported mosquitoes from Italy to London, and exposed

his own son, who had never been exposed to the malarial infections, to the bites of these mosquitoes, with the result that this young medical man developed the disease.

Our attention has once more been called to this important subject by a valuable issue of the *London Practitioner*, in which its able editor, Mr. Malcom Morris, has arranged for a series of articles by well known authorities on the study of malarial infection. The first article is one by Patrick Manson, in which he brings forward the evidence now at our disposal to prove positively the fact that we have already stated, namely, that the mosquito is responsible for every case of malarial fever infecting man. He recognizes the fact that many persons will claim that they have met with cases of malarial infection occurring when the patient was not exposed to mosquito bites, but he goes on to point out that to prove this point such disbelievers in the mosquito theory must show that the patient was never subjected to the bite of a mosquito, and of course this is, in the majority of cases, an impossible thing to do. The well known fact that places considerably above low-lying land or the upper stories of houses confer an immunity against malaria which is not conferred by residence in lower districts does not in the slightest degree disprove the mosquito malarial theory, because the mosquitoes naturally adhere to some extent to the water level, in which water they lay their eggs; and as he also points out, the disappearance of malarial fever during the presence of cold weather does not prove that the frost has destroyed any "miasm," so-called, but rather that it has prevented the mosquito from being so active and from infecting the individual. Further than this, the assertion that persons are very frequently bitten by mosquitoes and yet do not develop malarial fever is not proof that the theory of mosquito infection is incorrect; for so far as we know at the present time, only mosquitoes belonging to the genus *Anopheles* have been found to be efficient hosts for the carrying of the parasites from man to man. There are about thirty species of *Anopheles* in different portions of the world, and all of them, so far as we know, are capable of carrying the infection.

Manson then goes on to tell us the interesting facts that certain definite conditions are necessary for the multiplication of the malarial mosquitoes, namely, a high atmospheric temperature varying from 75° to 104° Fahrenheit; secondly, collections of water, fresh or brackish, containing not over two or three of salt to one of fresh water, which collections of water must be undisturbed by winds or currents, and which must persist for a time sufficiently long to allow for the evolution of the insect from the egg. If in addition to these possibilities we have a condition which is most favorable for the growth of the mosquito and of the parasites. In the presence of very cold weather the larvae are capable of going into a state of hibernation, so to speak, and so surviving until the return of warm weather. While it is believed in the majority of instances that the mosquito obtains the parasites from the human being, it is not yet proved that it does so in every instance; for it is well known that certain of the lower animals are capable of harboring blood-parasites which in the majority of instances at least are quite different from those harbored by man. Yet it is possible that these animals also may harbor the parasites which affect the human blood.

Manson then discusses the various prophylactic measures which may be introduced to prevent malarial infection. The first of these is, of course, the suppression of the mosquito. This may be more or less effectively accomplished by many different measures. All pools and ponds should be drained and filled in. Slowly running streams should be so trimmed at their banks as to prevent adjacent pools from harboring the malarial organism, or, to speak more correctly, the larve of the mosquito. After the occurrence of floods, a careful drainage of the remaining pools should be instituted; and in the carrying out of engineering projects no pools should be allowed to remain alongside railway embankments.

The second important prophylactic measure is to prevent the infection of man by the bite of a mosquito bearing the parasite. In this connection most valuable experiments have been carried on in Italy within the last few years, of which perhaps the most interesting are those of Celli, Grassi, Fermi, and Tontini, and by the Red Cross Society of Italy. Some of these experiments consisted in taking the employes of two railway lines running through exceedingly malarial country, placing certain of these employes in houses during the night time, the windows and doors of which were carefully protected by mosquito netting, and allowing the other set of employes to inhabit buildings similarly situated without being provided with such protection. They found that out of twenty-four individuals who were protected, only four contracted malaria, and these were men whose duties took them abroad at night, or that neglected the precautions enjoined upon them; whereas, of the fourteen men of another road who were not protected, twelve got the fever, the two who escaped having apparently acquired immunity. On still another line of twenty-four protected individuals all contracted the fever. These experiments have been repeated again and again by Celli, and by a number of the other investigators that we have named.

Closely in association with these preventive measures to prevent the spread of infection is, of course, the well known administration of quinine in moderate dose, day after day, for the purpose of preventing the parasites from multiplying in the blood.

The third and last preventive measures which man may institute for his protection is the prevention of injection of the Anopheles by the parasites. So far efforts of investigators have not progressed sufficiently to permit us to carry out very definite action in this line. But it is worthy of note that we can do much toward preventing the multiplication and growth of the mosquito, and we may perhaps be pardoned if we remind our readers that the most important contribution to this subject was made by Celli and Casagrandi in 1899. It will be remembered that these investigators recorded the results which they had obtained from the employment of various substances which have been found deleterious to the growth of the mosquito larvae, and one of these substances, it will be remembered, was kerosene, which, in its crude form, poured upon the surface of a pool spread very rapidly, and in very small quantities acts as a powerful destructive agent. (Ther. Gaz.).

THE FORMATION OF ALKALOIDS IN CINCHONA TREES.

The objective of the extensive system of cinchona cultivation now prevailing in India, Java and other tropical countries, is the production of cinchona bark containing the largest possible amount of alkaloids, since it is to the presence of the latter substance that the bark owes its useful properties. At various times methods of increasing the yield of alkaloid have been suggested, such as shading the stems of the trees from the direct action of the sun, but these have been, as a rule, based on preconceived notions of the role played by the alkaloid in the life history of the tree, and were not the result of any real investigation of the conditions under which these bodies are produced by the plant.

This defect has now been remedied by the results obtained by Dr. Lotsy, of the Java Cinchona Gardens, in the course of a series of investigations into the mode of formation and the occurrence of alkaloids in two species of cinchona, viz., *succirubra* and *ledgeriana*. Several papers giving an account of this work appeared in Dutch periodicals, and recently a resume in English has been published in the Bulletin de l'Institut Botanique de Buitenzorg, from which the following particulars have been taken:

In commencing his work the author subjected each part of the three in turn to micro-chemical examination for the presence of the characteristic cinchona alkaloids, and, as a result, was able to demonstrate the existence of these substances in certain cells of

every portion of the plant. Thus, in the leaves no alkaloid occurs in the epidermal layer of cells, or in the veins, but the fleshy part of the leaf invariably contains in its constituent cells a certain amount of alkaloid. In a similar manner, the stem, even in its earliest stages contains alkaloid, but only in the inner layers, never in the epidermis or in the large wood vessels found in adult trees. In the root a precisely similar condition of things is found, and so also in the petals and other parts of the flowers. In general it may be stated that the alkaloid occurs only in the tissue known to botanists as the hypodermis, i. e., in the part of the plant where the building-up and breaking down processes which constitute plant metabolism are most active. In the youngest parts of the plant, such as the tip of the stem and under the root cap, where no differentiation into tissues has begun, no alkaloid is found.

These observations afford an explanation of the phenomenon that the first bark obtained from a cinchona tree is always richer than that of succeeding crops. This is due to the fact that the bark first formed is produced by the drying up of hypodermal tissue, of which each cell contains alkaloids; while the secondary bark produced by continued activity mal cells bast fibres which contain no alkaloid.

A peculiar feature of the distribution of the alkaloids is that they never occur in the sieve-tubes, of the cork cambium contains, in addition to hypodermis which are associated with the conveyance of the albuminous products of the plant.

The second part of the investigation deals with the method of formation of the alkaloid. Since the leaves of plants are mainly concerned in the production of starch and albumen, which serve for their nutrition, it was highly probable that here also alkaloids were produced, but the evidence already existing strongly negated this view. Thus, Howard found that leaves of *Cinchona succirubra* contained only .11 per cent. of total alkaloid; while Broughton, in 1870, found percentages varying from .0041 to .019. In a specimen of leaves examined by De Vry, in 1896, a larger amount was found, viz., .162 per cent., but this was amorphous alkaloid only. As pointed out by Dr. Lotsy, however, a mere estimation of the amount of alkaloid contained in the leaves gives no reliable answer to this question, because it is quite possible that the alkaloid as soon as formed is transported toward the stem; consequently, the author adopted a somewhat different procedure, of which the following short account may be given. A leaf of the tree under investigation was selected and cut into two, longitudinally, and on one side of the midrib, while still attached to the tree. The smaller half so removed was examined micro-chemically for its content of alkaloid, while the portion still on the tree was allowed to remain during a day or night, as might be necessary for the particular experiment then being carried out, when it also was removed and its contents of alkaloid determined in the same manner.

A large number of observations carried out in this way showed that, under normal climatic conditions a leaf accumulated alkaloid during the day and emptied itself during the night by allowing the alkaloid to be transported toward the stem. It was also observed however, that this normal removal of the alkaloid from the leaves does not occur under adverse conditions, such as are found in extremely cold or foggy weather. These climatic influences also have considerable effect on the amount of alkaloid formed during the day. That the alkaloids are transported from the leaves to the stem of the plant was clearly proved by keeping cut leaves both in the light and in the dark, when it was found that the amount of alkaloid remained unchanged, even after a month. It was also found that empty cut leaves were capable of producing alkaloid when placed in stimulating liquids such as dilute solution of ammonia. The author concludes the report of the results of his long-continued investigations with some interesting remarks on the probable methods of synthesis employed by the plant in the formation of the cinchona alkaloids, but these are too technical for reproduction in the present

abstract. Attention may, however, be drawn to the bearing which these results ought to have upon cinchona cultivation. In the first place it should be noted that, since the useful alkaloids are formed in the leaves of the plant, then in the selection of varieties for cultivation care should be taken to obtain those having a good foliage, both with regard to quantity and size of leaves formed. The author states that this plan has been generally adopted in recent years in the Java cinchona plantations, with excellent results. Further, it should follow that any method of cultivation which tends to increase the hypodermal tissue in the plant should yield bark containing an increased amount of alkaloids, and so one would expect better yields from pollarding than from ordinary growth.—Tropical Agriculturist.

GLOVE CLEAVING PASTE.

There are a number of these soap mixtures now upon the market, which is some evidence that the things sell. Though all of them purport to be made from quillaia bark, we have not yet found any that consisted of anything other than white soap, with a scent-smelling of anise seed in some of them. There is a recipe for this article that has been copied and reprinted into nearly every book of recipes published during the past fifteen years that is utterly useless. It looks very good on paper, but it will not work in practice. We (Oils, Colors and Dry-Saltries) have made several tries, but it has always caused the soap to granulate, and no doubt other makers have found this happen as well. On one occasion we used pure curd soap, and when it went this way again, we put this down to the soap being adulterated with paraffin wax, which is unsaponifiable, as many people know, though it will emulsify when mixed with borax or soap.

We quote this worthless formula that others may keep clear of attempting to make the impossible:

Soap, in shavings.....	25 parts
Water	18 parts
Chloride of soda.....	17 parts
Solution of ammonia.....	1 part

Make into a paste by boiling the soap and soda in the water, then add ammonia. The founder of a well-known firm of packers and manufacturers of sundries, employed this following formula successfully:

Water	7 gallons
Cocconut fat.....	22 pounds
Caustic soda	4½ pounds
Oil of lavender.....	3½ fl. ounces

Dissolve the caustic soda in the water in a pan, then add the fat, boiling until saponified, and continue until pasty. Add the scent on cooling, stirring in thoroughly. Then fill into tins. Apply with a sponge or flannel. We here present a new line for the above purpose:

Dry Glove Cleaner.

Powdered cream of tartar.....	30 pounds
Quillaia bark	40 pounds
Whiting	6 pounds
Russian leather scent	¾ fl. ounce

Mix well. To use, apply with a damp flannel or sponge, wearing the dirty glove upon the hand, or put it upon a wooden glove hand, and leave to dry. (Am. Soap Jour.).

MONTANA DRUGGISTS MEET.

The tenth annual meeting of the Montana Pharmaceutical Association was held at Butte on Tuesday afternoon, August 13, and the following officers were elected: President, Sid. J. Coffee, of Missoula; first vice-president, H. M. Parchen, of Helena; second vice-president, A. E. West, of Butte; third vice-president, F. W. Harrison, of Anaconda; secretary, John M. Doull, of Butte; treasurer, F. A. Woehner, of Great Falls; executive committee, E. A. Heuser, R. H. Paxson and A. E. West. Howard Rockefeller, C. S. Ballinger, L. G. Smith, Row Williams and E. A. Hoyser were the five members chosen as eligibles for the State Board of Pharmacy, one of whom will be appointed by the Governor of Montana. A number of new members were reported favorably by the credentials committee and were admitted to membership.

The ex-president, Mr. Gallogly, prior to the election

of officers, read the annual address in which he touched in glowing terms upon the harmony and unity of purpose of the Butte druggists, and upon the excellent results of the earnest efforts of the whole association throughout the state toward the betterment of pharmacy, and so strongly appealed to his audience that the paper was ordered filed with the records. Thereafter followed the reports of several standing committees; the secretary's report then received attention, and it was very satisfactory to every one present in that it showed the solid finances and increasing membership of the association. Before the meeting was finally adjourned it was decided that the eleventh annual meeting would also be held in Butte.

The afternoon session coming to a close the members of the state association and the visiting druggists became the guests of the local branch, the Silver Bow Retail Druggists' Association, and in the evening at the Columbia Gardens right royally did the hosts fulfill their duty in a well selected banquet.

—The Louisiana State Board of Pharmacy held an examination at New Orleans Aug. 2 and 3, and the following persons passed as registered pharmacists: F. V. Atter, Jennings; M. L. N. Ane, Houma; W. Billard, H. V. Clements, W. E. Harter, E. Koeckert, New Orleans; E. A. Kenfro, Shreveport; C. K. Trondly, Gretna. A. S. Gernes, Natchitoches, and W. T. Hayes, New Orleans, passed as qualified assistants, G. W. Groutsoche was registered on experience, having obtained four years as a qualified assistant. The next examination will be held November 1 and 2. F. C. GODBOLD, Secretary.

Literature in Harness

Regarding the method of advertising books, a Philadelphia publisher uses extracts from his publications, which the National Advertiser suggests would "make good reading notices for advertisers who are not literary", as follows:

"My heart, Evelyn, is like a mirror, in which nothing changes and nothing passes."

"But I am spoiling your life! I can give you nothing for your love."

"You give me all my inspiration—you are the source of all of it."

"I beseech you," he said, after a long silence, "do not separate yourself from me because you think that."

She promised him she would not, and an indelible sensation of joy passed into their hearts, and it lasted while they looked into the sunny interspaces.

Five minutes later they were sipping orange phosphates at Fitznizzleson's new Pompeian soda fountain.

Mrs. LaGrange lay upon the low couch, her features scarcely paler than a few hours before, but now rigid in death. Upon the table beside her the supper stood untasted, while on the same table a small vial bearing the label of one of the deadliest of poisons, but empty, told the story. Underneath the vial was a slip of paper, on which was written:

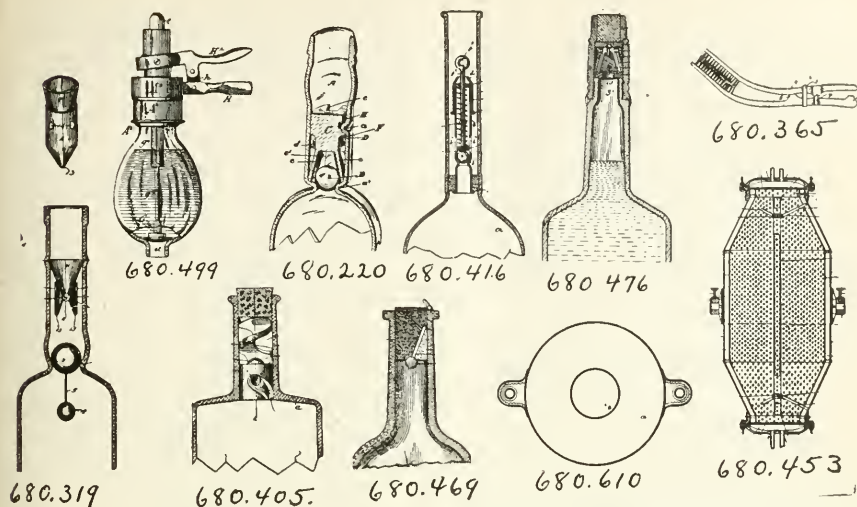
"I have staked my highest card—and lost! The game is done."

The unhappy woman had ended her life with a dose of one of the numerous substitutes for Professor Conroy's nerve tonic. Insist on having the genuine.

Fargo's Ice Cracker, advertised in this issue, is one of the handiest tools we have seen. It prepares ice for the table, for the freezer, or for packing purposes without scattering it, cracking it into uniform pieces, the fineness of which depend on the time they are subjected to the action of the Cracker. It does away with waste, it saves labor, and saves time. One of these Crackers will last for years, and on that account it is economical. They are sent on receipt of price, \$1.50, by the manufacturers, F. B. Fargo & Co., Lake Mills, Wis.

As the show window contest for the handsomest display of Lucas' Home Helps closes Sept. 1st, there isn't very much time to get photographs and send them in. Two hundred dollars in cash will be divided among the contestants, and a small exhibit will be just as apt to get the prize as a more extensive one. If you have a window display of Lucas' Paints, photograph it and send the photo to John Lucas & Co.'s Advertising Department, at Gibbsboro, N. J.

PATENTS, TRADE MARKS, ETC.



PATENTS.

Issued August 13th, 1901.

- 680,220.—Walter S. Bowness, Moncton, Canada. Non-refillable bottle.
- 680,278.—Baptist Reuter, assignor to Farbwerke, vorm. Meister, Lucius & Bruning, Höchst-on-the-Main, Germany. Salicylate of dimethyl-amido-phenyl-dimethyl-pyrazolone and making same.
- 680,319.—Shilo W. Durham, San Jose, Cal. Non-refillable bottle.
- 680,365.—Wilhelm Stark, Vienna, Austria-Hungary. Tooth-brush.
- 680,387.—Leslie R. Moore, Newton, Mass. Rubber cement.
- 680,405.—William H. Aaron, Stockton, Cal. Non-refillable bottle.
- 680,412.—Edward Freese and L. Levy, assignors of three-eighths to S. Levy, New York, N. Y., H. L. Rosen and A. Marks. Non-refillable bottle.
- 680,416.—Frederich Kuhles, Maywood, N. J. Non-refillable bottle.
- 680,433.—J. Mansfield French, Syracuse, N. Y. Apparatus for treating calcium hydrate.
- 680,469.—George A. Smith, Alberni Canada. Cork-extractor.
- 680,476.—James H. Denmead, Westpoint, Va., assignor of one-half to H. E. Stanford, New York, N. Y. Bottle stopper and seal.
- 680,490.—John Nageltinger, New York, N. Y. Device for drawing effervescent liquids.
- 680,543.—Wilhelm Pip, assignor to firm of E. Merck, Darmstadt, Germany. Producing piperidin.
- 680,603.—Jens P. Lohme, assignor to Grasselli Chemical Company, Cleveland, Ohio. Making sodium sulfid and lithopone.
- 680,610.—Christian W. Meinecke, Jersey City, N. J., assignor to Meinecke & Co., New York, N. Y. Ice or water bag.

TRADE-MARKS.

Registered August 13th, 1901.

- 56,884.—Certain Named Toilet Powders. Specialty Mfg. Co., Philadelphia, Pa. The words "Sine Qua Non."
- 56,885.—Proprietary Medicine. Frederick F. Fanning, Providence, R. I. The words "Ung. Pisal. Co."
- 56,886.—Medicinal Preparations for Internal Use. Lerkem Chemical Company, Dayton, Ohio. The word "Lerkem."
- 56,887.—Curacao. E. Cusenier Fils Ainé & Cie, Paris, Oranès, Cabreneton and Marseilles, France. Mulhouse, Germany, and Brussels, Belgium. The representation of certain heraldic devices, each heraldic device consisting of a shield inclosed by a circle and arranged in two sets of three each, each set being placed on each side of a crescent-shaped figure, and facsimiles of medals which are placed on each side of the said crescent-shaped figure.

56,892.—White Lead, Saltpeter, Brimstone Roll and Flowers of Sulphur. Brandram Brothers & Co., Ltd., London, England. The letters "B. B."

LABELS.

Registered August 13th, 1901.

- 8,578.—Title: "The Prophylactic Tooth Brush." (For Tooth-Brushes.) Florence Mfg. Co., Florence, Mass. Filed July 17, 1901.
- 8,588.—Title: "Hazel Rum." (For a Toilet Preparation.) Ra Toilet Co., Dayton, Ohio. Filed July 20, 1901.
- 8,589.—Title: "Antiseptine." (For an Antiseptic.) John Adolph Lentz, Phoenix, Ariz. Ter. Filed July 20, 1901.
- 8,590.—Title: "Sanitaire." (For Disinfectants.) Clark-Hutchinson Chemical Co., Cleveland, Ohio. Filed July 20, 1901.
- 8,591.—Title: "Wilson's Absorbent." (For a Liniment.) W. H. Wilson, Hatboro, Pa. Filed July 8, 1901.
- 8,592.—Title: "Ryeoline." (For a Vegetable-Compound Oil.) William Busch, Brooklyn, N. Y. Filed July 17, 1901.
- 8,593.—Title: "Daniel's Passiflora koko-Kolo Syrup." (For a Syrup.) John B. Daniel, Atlanta, Ga. Filed June 15, 1901.



Imperial

PURE FINE PARA RUBBER BANDS

REGISTERED TRADE MARK

SEND FOR SAMPLES

AND

TRY THEM YOURSELF

THE GOODYEAR TIRE & RUBBER CO.

EAST AKRON STATION

AKRON, OHIO.

MARKET REPORT.

NEW YORK MARKET.

New York, Aug. 20.—Consumers are still pursuing a hand-to-mouth policy, and transactions continue limited to small jobbing quantities; but the general market is not without interesting features, and a few of the price changes are of some importance.

OPIMUM.—Round lots are dull and neglected, with the market rather easy in sympathy with corresponding conditions abroad; but jobbing quotations are nominally unchanged at \$3.55@3.50 for 9 per cent., and \$3.45@3.60 for 11 per cent. Powdered continues to find a moderate consuming outlet at \$4.50@4.75 for 13 per cent., and \$5.00 @5.25 for 16 per cent., according to quantity, inside figures being for single pounds.

MORPHINE.—A continued unsettled market is reported with manufacturers quotations somewhat irregular, but jobbers still quote on the basis of \$2.20@2.40 for eighths, as to brand, less the usual rebate of 10c per oz. for lots of 10-ozs. or over.

QUININE.—An unexpected decline of 2c. per oz. in manufacturers quotations has had an unsettling influence, and the demand from consumers is very light. The revised jobbing figures are 31@32c. in 100-oz. tins, 31½@32½c. in 50-oz. tins, 32@33c. in 25-oz. tins, and 3¾@3½c. in oz. vials.

ACETANILID.—Manufacturers have reduced their quotations 2c. per lb., owing to outside competition, and the revised jobbing range is 20@33c. for crystals or powdered, as to size of order.

MENTHOL.—Values continue to harden under the influences heretofore noted, and dealers offer very sparingly at \$4.50@4.75 per lb., and 33@38c. per oz.

BEESWAX.—Supplies are more abundant, both here and in producing markets, and jobbers have reduced quotations to 35@40c. for country, and 3¾@43c. for city.

MANNA.—Small flake is easier with jobbing quotations reduced to 75@80c., but there is no change in other varieties.

PRICKLY ASH BERRIES.—Arrivals of new crop have relieved the stringency of the market, and prices show a material decline, the revised jobbing figures being 60@70c.

IPECAC.—An easier feeling has developed, both here and in foreign markets, and spot quotations for jobbing parcels show a decline to \$3.35@3.50 for whole, \$3.40@3.55 for ground, and \$3.45@3.60 for powdered.

THYMOL.—An increased consuming demand, light available stocks, and stronger foreign markets have caused an advance in spot quotations to \$4.00@4.25 per lb., and 35@40c. per oz.

CAMPHOR.—Under the influences noted last week, the market is again easier and domestic refiners have further reduced quotations 1c. per lb., jobbers now quoting 5¾@5½c. in bbls., 5½@5.00c. in cases, and 64@60c. in broken lots.

OIL PIMENTO.—The tone of the market is easier in sympathy with raw material, and jobbers have reduced quotations to \$2.10@2.25, as to quantity.

OIL PEPPERMINT.—With the outlook favorable to holders the market continues to harden, and jobbers have advanced quotations to \$1.50@1.65 for Western, \$1.65@1.80 for Wayne County, \$1.70@1.90 for H. G. H., and \$1.80 @2.00 for the redistilled.

PILOCARPINE MURIATE.—An unsettled market, due to competition, has caused a decline in jobbing quotations to 9@10c. per grain.

OIL PENNYROYAL.—Values are firmer under reduced supplies and a good seasonable demand, and jobbers have advanced quotations to \$1.55@1.75.

ERGOT.—Since the decline noted last week a better feeling has developed among jobbers, and prices have been marked up to 60@70c. for Russian, and 70@80c. for powdered. Spanish is held at 65@70c. for ordinary, 70@80c. for sifted, and 80@90c. for powdered.

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Greater London's Population.

The population of the outer ring of the suburbs of London is 2,042,550, as against 1,465,489 in 1891, 950,957 in 1881, and 651,831 in 1871. The total population of Greater London, including the outer ring of suburbs, is now 6,578,784. The census of Ireland shows the population to be 4,456,546, a decrease of 5.3 per cent. This is less than during the previous decade. Scotland has a population numbering 4,471,957 persons, while the total population of the United Kingdom is considerably over 41,000,000. (Medical Record.)

The Pharmaceutical Era.

EVERY THURSDAY.

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SEE LAST READING PAGE FOR COMPLETE
INDEX TO THIS NUMBER.

HOW SHALL WE HOLD AND INCREASE TRADE?

Pharmacy as now usually followed represents two characteristic aspects. It has a professional and a mercantile or commercial side, each of which must be conducted in accordance with certain well defined principles and methods.

The professional side embraces that division where the skill and learning of the pharmacist in all that pertains to the art of compounding and dispensing medicines must be applied, for which he is competent only from long study and training. For the conduct of this branch, of laboratory and dispensing counter, he is heavily responsible, morally and legally. The mercantile side demands business ability, but in no greater degree than is necessary in other divisions of trade. In his professional position he is entitled to a liberal compensation for the time, labor and money expended in the acquirement of the knowledge and skill necessary to attain such position; as a tradesman he can expect no greater consideration from the public than is given to store keepers in general. He can justly insist upon payment for the "know how" of the art of pharmacy, but extension of this practice to the business of selling the many articles which are common property in other lines of trade proves too often a mistaken policy. The druggist has been slow to recognize the fact that the public will buy where it can buy the cheapest. The sooner he realizes that he must conduct the business department in accordance with business methods, the sooner may he expect

an increase of trade and prosperity in this branch of his calling.

In many places it seems as though it was almost useless to attempt to regain control of several lines of trade once considered a legitimate part of a druggist's stock. On many articles there is no longer a living margin of profit, unless they be handled in large quantities, as in the department stores. The attempt to get back the trade in these goods must be determined by the individual druggist, but he should keep enough stock of this character to satisfy current demand, and sell at the prices asked elsewhere.

Trade can be attracted by judicious advertising, both in papers and in the store itself. An artistically dressed window, frequently changed in arrangement, attracts as many customers as a shabby, dirty, dingy window repels. Let people know you have something to sell by exposing it in such a way as to attract attention.

There are many lines peculiarly the druggist's, many articles giving good profits if sold in sufficiently large quantities, and upon which he need fear no competition. One hundred pounds of licorice, bought at a low price, exposed in bulk in the window and sold (as it will quickly be) at five cents a stick, is preferable to keeping scanty stock in a dark drawer, for which ten cents a stick is demanded. Select some article giving a fair profit, buy a quantity of it, call the public's attention to it as a bargain, and it will be sold. Then another article can be pushed, and so on, through a long list that may be selected. Business methods in buying, business methods in selling, business method in all matters pertaining to the business of a drug store must be followed if we expect to receive our portion of the trade in lines open to every merchant.

COLLEGE TRAINING.

In a few weeks our forty-five or fifty colleges and schools of pharmacy will enter upon the work of another year, and indications are that most of them will have as large, if not larger, classes than ever before. The reports of these institutions are evidence that college training meets with appreciation. If a college training conferred no benefits it is certain schools of pharmacy would not live and prosper as they do. There was a time when the college man was in a decided minority, but now the young man entering the business of pharmacy has, as a rule, an educational and professional equipment very different from that of his predecessor. His preceptor is aware of the necessity for systematic training in botany, materia medica, chemistry, pharmacy, microscopy, in addition to the ability to wield the spatula or rotate the pestle.

But there are those who decry a college training, are all for the practical, and there are those, too, unfortunately, who do not rightly appreciate practice and experience. Practice supplemented by educational training, theory put into practice, constitute the happy medium. We all know the value of experience; let us consider the benefits of theory and college discipline.

The student acquires a systematic knowledge of various branches of pharmaceutical science, which he would under other circumstances only study superficially or remain totally ignorant concerning. Certain information necessary to the proper pursuance of his profession he is forced to attain. He is stimulated to earnest effort and deeper research by keen competition. He is brought to realize the responsibility attached to, and the true nature of, his chosen vocation. He acquires a mental training which will stand him in good stead in future life, he attains habits of exactness, and dexterity and delicacy of touch.

The modern pharmacist must delve more deeply into the sciences than he of fifty years ago. He can and will do this in college; in the store he has neither the inclination nor opportunity. The advantages and benefits of a college training are undeniable and undeniable.

In pharmacy practical experience is of utmost value. It is a mooted question, however, whether this experience should follow or precede the college course; whether the college studies are made easier by previous experience, or whether practice and experience are rendered quicker of attainment by a theoretical knowledge. However this may be, both theory and practice are essential to success. It is perhaps better that a certain amount of experience be attained prior to entering college. There is much that is disagreeable, even offensive, which must be done by the apprentice or junior clerk, which the tastes and habits acquired in college would render particularly distasteful. It is well to have the druggery and hard work in the past, rather than in the future. The inexperienced graduate is apt to find himself much embarrassed and mortified in small emergencies, requiring a knowledge of store life best gained in early youth, and his failure in these particulars sometimes causes general denunciation of the college and its training. The complaint is perhaps a just one that the newly fledged graduate often thinks he knows it all, and deems his employer an old fogey, behind the times, etc.; but let us be patient with him. A year or two of service will tone down these exuberances of youth and inexperience, and with the knowledge that he has still much to learn, he will develop into a credit to the craft.

Neither practice nor theory is alone sufficient; union of practice with theory makes the ideal pharmacist.

THE SALE OF DRUGS BY DOCTORS IN SCOTLAND.

The medical faculties of the Universities of Aberdeen and Edinburgh have just passed a resolution addressed to their alumni, touching the at present rather sore question in Scotland of the keeping open of drug stores by physicians. Of course, while the law permits the practice, the faculties can do no more than use moral suasion. Their decision, however, cannot

fail to promote a better understanding and feeling between the two kin professions of medicine and pharmacy insofar as it, like the proverbial straw, shows which way the wind is blowing, and though there will in all probability be many medical practitioners who will unavoidably be compelled to continue in the practice or deliberately ignore the sage advice of their alma mater, the greater part of them will unquestionably follow it to the letter. The resolution of the Aberdeen Faculty says:

"Whilst it is admitted that the exigencies of practice in certain localities may sometimes render it unavoidable for a medical practitioner to supply to his patients the remedies which he prescribes—the Medical Faculty of the University is of opinion that it is undesirable and detrimental to the position of the medical graduates of the University that this custom should be followed under other circumstances; and, further, it regards the sale of objects other than remedies by its medical graduates as, under all circumstances, to be strongly deprecated."

The last clause of the above relates particularly to the recent abuses of the law regarding the sale of poisons, which recently have been associated with much odium to the medical profession of Scotland.

ADVERTISING.

Macaulay is accredited with having said at a time when commercial competition, as we now understand it, was in but an embryonic state, "Advertising is to business what steam is to machinery—the grand motive power." No doubt this aphorism was in some degree applicable to the time when it came from his pen, but how much more so now that we are well into what some people are pleased to term an age of commercialism. In the first half of the Nineteenth Century were born most of the business ideas which today have universal toleration, if not acceptance, as axioms; and out of that period also came those mechanical and scientific inventions and discoveries which the latter half of the century could only improve upon, though with marvelous thoroughness. So, too, advertising was discovered or invented, and has passed through the gradual change of development, until now definite rules regarding its use, its construction, and its truths, have made it, so to speak, an exact science.

These precepts governing advertising are scarcely recognized elsewhere than in this country. The ads in English papers, when compared with those in an American, show more clearly than any verbal proof the definition of advertising; and also show that the United States is the pioneer in that line, while Great Britain, in fact all other countries, have made scarcely any progress. The stereotyped form of writing, which is no writing at all, in addition to the complete absence of attractive display—picture or type—tend to make the efforts of the English advertiser seem puny and wholly disproportionate to the necessities of the times, as compared with the snap-and-go style of diction and the ever-varying attractiveness in American papers. Parenthetically it may be remarked, and in justice to our cousin, that he, like Barkis, is "willin'," but that the owners and publishers of the papers, with their old-fogysm, decline, even contemptuously ignore, the business man who tries to make his ads in any way attractive. The consequence is that in his

desire to get what he seeks—an ad that people will look at and read—he plasters trams and busses and every possible space with obnoxious and villainously bad posters, till finally Parliament is invoked by the aforesaid old fogies, fops, and a few American cads and sycophants, to abate the eye-sore.

What Macaulay said so many decades ago was really more prophetic than applicable to his own time. Business men in all probability recognized centuries ago the necessity of informing the public that they had certain wares to sell; but, despite which, they trusted mostly to luck to bring them custom, because they hadn't the faintest idea how that information was to be given. To-day advertising is a system, a science, the work of an expert—a man who has studied the subject from all possible view-points; who, with his finger on the pulse of public curiosity, has discovered just what stimulant will set that artery fluttering; who knows how to say the same thing in a million different ways, a storehouse of synonyms, and so on, with qualities too numerous to enumerate, but all summed up in the adjective, "wide-awake."

These advertising experts have formulated rules out of their fine perception, which can best be learned by direct observation of their work. Of course the ads vary; some have distinctive features which in others are supplanted by something else; that individuality is really the vitality of the whole science. An advertiser sets about his task with a system readily to be perceived by the business man who knows, or should know, all the attractive points of the articles or lines of goods he offers for sale. Usually and properly his ad is to consist of one idea, which he dresses in attractive word-clothing, and adorns with an illustration or a display of type. The words he uses, while not undignified, are colloquial. He talks with his pen just as a good salesman would talk with his tongue to the prospective buyer, in the language of everyday speech. His power of convincing lies primarily in the way he marshals his facts, his argument, his logic.

That every druggist in the country, to keep alive, must advertise is reiterated; and just as surely as every drug store has at least one good salesman, so can druggists do their own advertising, and the "good salesman" is the man to furnish ideas and words. The druggist ought to read carefully and compare with others every advertisement he sees, and thereby discover what makes one attractive and another insignificant, and then sit down and write about some line of his pharmacy, and when satisfied go to a job printer, whom he can interest sufficiently to put it in type with a little display. Every ad will be improved by a pertinent illustration; good paper is necessary, and typographical and orthographical errors are ruinous.

The best way to accomplish an end is to do it; the best way to get business is to advertise; and the best way for a druggist—and probably everybody else—to advertise, is to do it himself; and the learning is only a matter of energy.

BUYING GOODS.*

By J. W. GAYLE, Frankfort, Ky.

The importance of buying goods properly can scarcely be overestimated. Other considerations are perhaps more essential to the success of a retail druggist from both a business and a professional point of view, but it is certainly true that judicious or proper buying is a prominent factor in every successful career, and likewise will improper buying be found to be almost invariably an attendant cause of failure.

General rules intended to govern any business or department of that business are impracticable unless, to a large extent at least, similar conditions everywhere exist. Fortunately, this is the case with the subject in hand. The same general rules for successful buying will apply alike to the small and to the large retailer or druggist. The judicious buyer will of course always bear in mind the amount of capital at his command, as well as the character and extent of the patronage upon which he can safely rely. The first consideration will forestall financial embarrassment; the latter will prevent the purchasing of supplies which cannot, within a reasonable time, be disposed of.

Let us then point out a few rules which may serve, somewhat at least, as a guide to the successful buyer.

Quality.

Continued success may be regarded as impossible without the strict adherence to the fact that quality, to a retail druggist, is of the very highest importance. Neither insufficient capital, remoteness from the market, nor limited demand can justify or excuse a druggist for buying and keeping in stock a drug of known inferior quality. Crude drugs should be had from the most reliable handlers; chemicals from standard manufacturers; pharmaceuticals from firms of established integrity; and every article should conform to the most rigid requirements as to quality. While this is eminently true of the lines just mentioned, it is also true, in a large measure, at least, as to druggists' sundries, and to the selection of side lines. In the latter departments the purchase of the cheaper goods of each line is almost always imperative or advisable; each should be the best line obtainable, and each article should be absolutely true to description.

Classification of Purchase.

Every buyer should recognize the distinct and separate classes into which his stock is naturally divided commercially; and carefully select some particular source of supply for each, to which his purchases should as nearly as possible be confined.

Unexpected wants will constantly occur in each department which must be quickly supplied, perhaps from irregular sources, but as a rule the purchases should be made as above indicated. The buyer should carefully go through each department of his stock separately at suitable intervals, collecting for purchase "short" items. The greatest advantage in this practice is in the establishment of a system or method in buying which gives one a more definite knowledge of his stock, resulting in a complete assortment, and consequently fewer "shorts"—and nothing so annoys a merchant as to find, upon answering a demand, that his stock is deficient in some staple article. The rule also gives each class of goods uniformity, both in appearance and in quality, and the additional advantage, which will be considered under the separate head of

Buying at the Best Discounts.

With every source of supply selected as before suggested, arrangements should be made to obtain the very best possible terms. This may always be accomplished, the exceptions being so few as not to affect the rule. The most expedient way of effecting this will suggest itself to every buyer at the time, the only great difficulty usually encountered being that of taking care of the initial quantity of goods

MENTHOSOL.—This is the trade name for an antiseptic preparation, the base of which consists of parachloro-phenol and menthol.

*Read at the 24th annual meeting of the Kentucky Pharmaceutical Association.

which one is required to buy in a time in which the commercial value of the capital invested will not exceed the percentage of discount allowed. It not infrequently happens that when the sacrifice of the temporary use of the capital is unavoidable, it is more than justified by the future continued advantages obtained.

Commission Accounts.

Happily the custom of buying certain goods on consignment or commission is rapidly dying out. Such accounts are always a source of annoyance, besides they entail upon the retailer who carries them a responsibility for the care of stock which he does not need.

Buying Seasonable Goods.

A carefully estimated supply of those goods which are salable only at certain seasons should be purchased in advance of the demand. This practice not only enables one to get the concession in price on account of the quantity purchased at one time, but it forestalls the annoyance of having the stock exhausted in the midst of an active demand.

Speculative Buying.

Intelligent advantage of the market should be taken, and a liberal supply of any staple article should be purchased upon reliable advice of a prospective advance in price, when in sufficient funds, but the practice of buying solely for speculative purposes must be carefully avoided. Such buying cannot be considered legitimate merchandising, and, if it does not threaten commercial ruin, it encourages a spirit which is at enmity with sound, conservative business principles, and which, if indulged, is rarely if ever attended by business success.

Buying Upon Demand.

A word of caution will perhaps not be amiss concerning that class of goods commonly known as "specialties," which are being constantly promoted by enterprising manufacturing concerns, either by advertising or proposing to advertise direct to the public or through the physician. As a rule it is well to defer stocking such goods until some positive indication is seen of an active demand. While this rule should not be adhered to too rigidly the exceptions should be selected with the greatest care.

Keeping Posted.

The intelligent buyer will make it his business to keep in close touch with the demands of his trade as well as with the tendency of market values. He should carefully read the drug journals as well as gather information from the traveling man. Whenever possible the up-to-date buyer will visit the market in person at least once a year. This is of especial advantage when an extensive trade is enjoyed in druggists' sundries, or when one deals in holiday goods or carries many side lines.

The Want List.

In every well regulated store there will be kept in some prominent and convenient place a book in which should be noted articles needed or running low in stock. Every clerk connected with the store will be impressed with the importance of jotting down such articles the moment they appear; the memory should not be depended upon to carry them longer than absolutely necessary. It may be said to be impossible for the buyer to keep the stock in proper condition without due adherence to this practice.

The Traveling Man.

I cannot close this subject without calling attention to the importance of the traveling salesman to the buyer. This individual has been much abused, slurred at, and made the butt of many a ridicule, but to the ambitious and wise buyer he is always a welcome visitor. He establishes and maintains amicable relations between the jobber or the manufacturer; adjusts all sorts of differences; imparts information scarcely obtainable from any other source; and is at times in a position to render invaluable service in the way

of advice. What practical lessons he teaches us as to the value of patience and perseverance! No difficulty daunts him! No failure depresses him! He deserves to be encouraged and patronized. Never mail an order when it is possible to send it through the traveling salesman.

Buying for Cash.

The statement is here ventured that there is no rule affecting the retail druggist, the advantages of which are so apparent and so universally acknowledged, and at the same time so universally ignored, as that pertaining to buying for cash. This practice pays directly by saving a part of the purchase price; it yields a handsome profit in per cent. upon the capital employed; the commercial standing of the purchaser is enhanced, and a truer and a more definite idea of the condition of his business is constantly before him.

CARBON MOLECULES.*

By J. F. LLEWELLYN, Mexico, Mo.

If there is any 'promise and potency of matter' it surely must be in the slight adjustment or jostling of carbon molecules; in chemical union with water, the wonderful difference in chemical force and medical effect is a curious and interesting phase of organic chemistry. Pure carbon has such queer characteristics that its compounds must inherit oddities. Plumbago is soft and unflammable, lampblack soft and inflammable, diamond hard and burned with difficulty, coke hard and good fuel.

The triumphs of organic chemistry are mostly in getting rid of a molecule of water or carbon, but the isomers are a puzzle. What is it in nature that makes the physical and chemical difference? We are told that turpentine and oil of lemon are the same. Propionic acid, methyl acetate, ethylic formate are isomers, yet entirely distinct; grouping of molecules is the difference. The ptomaines cadaverine, neuridin, saprin are isomers yet distinct, as are pyridin and collidin.

Muscarin is deadly; its isomer, cholin, is only poisonous.

Among leucomains paraxanthin will kill; carnin, an isomer, is a food. But the wonder is greater where a carbon or H₂O molecule is jostled out of place: two molecules of H added to harmless betain obtain deadly muscarin.

The difference between quinine and strychnine is but one molecule of carbon, two of H, three H₂O; between cocaine and piperine two of H and one of O.

Our mutual friend, nicotine, plus H₂ minus N₂ would be turpentine; a molecule more of water, and morphine would be cocaine.

Why should harmless carbon, nitrogen, hydrogen, chemically combined, become deadly hydrocyanic acid?

If three molecules of acetic acid roll themselves together we have grape sugar, and the why of it is a great puzzle.

Urea plus 2H₂O is carbonate of ammonia; acetic acid plus one molecule of water is citric acid.

I would quit an endless subject by reminding you of the paraffins, ranging from marsh gas to paraffin, with density and boiling point rising with the increase of carbon molecules; carbon and hydrogen bodies which have so far resisted direct synthesis, and in the case of paraffin, almost para affinis.

BATH PASTE.—A heaping teaspoonful of the following paste will perfume 2 to 15 gallons of bath water: Sodium bicarbonate, 150 parts; tartaric acid, 125 parts; starch, powdered, 210 parts; oil of sweet almond, 90 parts; attar of rose or ylang-ylang, q. s. Mix the soda, acid and starch, and make into a paste, with the almond oil, working in the perfume. As to the latter, 20 drops of attar of rose and 8 to 10 drops of clove oil to each pound of paste will be sufficient. It is claimed that the paste also softens the bath water. (Nat. Dr.).

* Read at the 23d annual meeting of the Missouri Pharmaceutical Association.

BUSINESS PHARMACY.

The Experience of Druggists with Profit-Bringing Methods. Hints and Suggestions. Original Papers from Practical Business Druggists. The Various Phases of Drug-Store Management and Economy.

HOW TO MAKE THE DRUG STORE ATTRACTIVE.

By PILL.

So much has lately been written about how to make the drug store pay, that perhaps something about how to make the drug store attractive, and how to show goods to advantage will not be out of place.

In the first place, to be attractive the store must be clean inside and out, especially the windows, which ought to be washed outside at least twice a week, and inside once. We find aqua ammonia added to a pail of water helps wonderfully in getting the dirt off.

Although in a drug store you do not have as much to "trim up" with, as they do in dry goods or other stores, yet the store can be made attractive. Crepe paper can be purchased of your newsdealer for ten cents a roll, or from your jobber for less, but if you buy of the newsdealer you have a large assortment to select from, and do not have to carry a large stock on hand. It is cheaper in the end, unless you intend to sell it as a side line. It comes in a great many different plain colors, also in fancy colorings. The top of our soda-fountain is about five or six feet from the ceiling, and we made it very attractive with crepe paper. We had a roll of American flag crepe paper which we made into a circle with the stars outside, and then used purple and green to finish up with. We had it cut at the printer's into strips about four or five inches wide, and by twisting them a beautiful spiral effect was produced.

An attractive window was also made with white crepe cut in strips about four inches wide and twisted to produce a spiral effect. We ran the spirals about half way up the sides of the window, and about three-quarters of the way up the ends were brought together and stuck to the window with glue. We then made a bottom of white tissue paper, and also banked the sides and back with white. In the bottom of the window were placed some nice toilet soaps in boxes, with a price tag on each box. Several placards put in hoops wound with white crepe and suspended from the ceiling with string and a few festoons of white, finished the window. We had a sign printed with gold paint on white tissue paper reading: "Dainty Soaps at Dainty Prices," which I placed in the back. The window looked fine at night, and sold considerable soap for us.

Nearly all drug stores carry a line of thermometers, and the following is a nice way of displaying them. I took a one-half inch board, about 16x30 inches, and covered it with black calico. From the hardware store we purchased some right angle bronzed screw-hooks for a cent apiece, and put about a dozen on my board. Space was left in the middle of the board for a narrow strip of cardboard on which was printed the word "Thermometers." The thermometers showed up well on the hooks, and they could be easily detached. The board can be hung anywhere.

We also carry a line of chamois. They run in size from 36 inches down. The largest we pinned on a yardstick, and then pinned the smaller ones on in order of size down to the smallest. A screw-eye was put in the centre of the stick with which to hang it up. The stick can be hung anywhere, every chamois on the stick shows to good advantage, and one piece can be examined without disturbing the others. Of

course, we have duplicates in stock. A small sign reading "Chamois, all sizes, prices from 3 cents to," was pinned to the wall above the display.

A good sign for your case of hair brushes, pocket books, etc., is: "The quality will be remembered and appreciated long after the price is forgotten;" or you can leave out the words "and appreciated."

We make a good liquid corn remedy, on which we have a large sale. Several new customers were gained by the following display on the top of a show case in the front of the store. We took a sheet of white cardboard about 12x20 inches, and printed across the top: "Corn Removers", and on one end of the card tied a wooden carton and beside it a bottle of the corn cure, and on the other end we tied a small hatchet, which cost 3 cents, and then gilded it. Underneath the hatchet was printed "A Sure Cure but the Toe Goes With It." Under the remedy: "Also a Sure Cure, but Painless," and at the center of the card, near the bottom, "Both Guaranteed."

We never display patent medicines on our show cases (except occasionally our own preparations), because we believe that if our customers want anything of the kind they will call for it. We prefer to devote the tops of our cases to tooth pastes, tooth powders (our own powder), silver novelties, cards of tweezers, soaps, reading glasses, electric batteries, etc.

We carry cameras and kodaks, and keep a dark room in which amateurs may develop their pictures, and in this way we have a large assortment of views and groups of local interest which we keep in albums on the show case. A great many people while waiting for their purchases to be wrapped, look over and become interested in photography. We tell them who took the photographs, show some of the first pictures amateurs have taken, and then some they have taken after they have had the cameras for awhile. One cannot help but notice the improvement. We tell them how simple it is and give them a catalogue, and offer to teach them to take pictures free of charge if they buy their camera from us.

Instead of buying a lot of paper and films at once, we buy in small quantities often. We are hardly ever "just out" of things, and always have our goods fresh. This also applies to drugs.

Our combs we have in trays which fit in the bottom of our cases. They can easily be removed, and show up well on yellow or orange tissue paper. We also use tissue paper for the bottoms of our windows. We change the paper at least once a week, and always have it looking fresh and clean, besides having a variety of colors to select from.

If you want to make your drug store pay, first have it clean and attractive. People do not like to trade in a dirty store. When you get customers into your store you should be courteous and obliging. Make them think you will willingly do anything you can to accommodate them. Offer to tie their packages, if they have several, into one bundle. Say "thank you", when you receive money from a customer, and always go to the door with a lady customer: open and close the door for her, and say "good afternoon" or "good evening."

If your store is located in a good-sized town, and a lady from the country comes in with a lot of bundles, ask her if she wouldn't like to leave her packages at your store until she goes home, and offer to take them out to her when she drives up in a carriage. And if a lady in town wants a purchase delivered, offer to send her other packages along with it.

The Era pays \$5.00 for each accepted contribution to this department. Proprietors and clerks are especially urged to relate their experiences and offer suggestions on all phases of the practical business side of pharmacy. Make your papers short, about 1,000 words (one Era page) in length.

HOW TO SELL YOUR OWN PREPARATIONS.

By S. H. HALL, Marietta, Ga.

There are many druggists who are not successful in selling their own preparations; and there are some who really injure their trade by the manner in which they try to induce customers to buy their preparations. I do not refer to those who are not competent to select good formulae, but to those who have an average preparation—these are unsuccessful because they have not the tact and skill to reason with a customer. To be successful it is essential that the goods be put up in tasty and attractive packages, that they possess the properties advertised and have real merit to benefit the ailment for which they are sold.

Judicious advertising in newspapers and booklets will make some demand, but not sufficient to make the sales satisfactory. You must be able to sell your own preparation to the customers who do not specify and also, to a majority of those who call for secret nostrums. In offering your own preparation, you must be able to convince the customer that you have his interest at heart and will satisfy him as to the merits of the preparation, otherwise it is the part of policy to give him the one called for.

Every druggist should know the effects produced by the different drugs on the human system; for without this knowledge he cannot discuss intelligently with the customer and show him how the medicine is to produce the desired effect.

The unsuccessful druggist, as a rule, follows somewhat after this manner: The customer calls for a well-known patent, the druggist answers that he has it, and instead of handing the medicine for inspection hands one of his own manufacture. (This is a serious mistake. Never hand a customer any article except the one for which he called.) He says, "Here is one much better than the one asked for," etc. He is as extravagant as the wording of the patent medicine "ad" in his recommendation. He offers no argument for his assertions, he shows himself too anxious, then goes from bad to worse by running down the article for which the customer called. This kind of talk makes the customer demand the article he went for, or his suspicion is so aroused that he determines to abandon the use of all preparations and also to change his patronage to another drug store. It is by such failures that the "patent drummer" derives his great argument, viz., "that it is a loss of time and money to try to induce the trade to buy any substitute for a well-known patent." I will admit the truth of this statement if the druggist uses the above method in selling any article.

Now we advertise our preparations in the newspapers, booklets, etc., but this does not produce the results we want. There is still a demand for the other patents. However, we sell to a majority of these callers our preparations, retain their friendship and confidence, and find the sale of our preparations increasing. To-day we are selling twice as much of our make of sarsaparilla and cough syrup as of all the others combined. This is true of nearly all of the preparations of our own manufacture. I will add at this point that these goods are probably no better than those of other druggists who have failed. Our method is simply this: A customer asks for a widely advertised patent. "Yes sir, we have it and sell many of them." Here we always place it before our customer; never hide it; let him see it and examine it. At the same time we place one of ours alongside of it—larger and cheaper. We say, "We sell more of this than we do of the patent. We hear favorable reports about the patent, but better reports about the remedy of our own manufacture. The price of the patent is \$1, while ours, just as large, is only 75 cents. Ours is composed of the following ingredients, which produce the following effects. I am satisfied that our preparation will suit your case." Continue by saying that "we know the ingredients in our preparation are fresh, and it is the best on the market and exactly as represented." An argument after this method appeals to the common sense of the customer. Convince him also that the reason why you can afford to sell for 75 cents is that you are at less expense in the

manufacture and advertising of the preparation.

Never appear too anxious to sell your own; act as if you did not care which he bought; finally tell him to make his own choice, and eight out of ten times he will choose your preparation. Tell him that you hope he will be benefited, and if the medicine is not as represented to call again and you will return the money. Your customer leaves, perfectly satisfied that he has obtained just exactly what he desired, that he used his own judgment in the selection, and he also appreciates the information you gave him. This method only requires a minute or two, and you are well repaid for your pains. If your preparation possesses the merit of a substantial article you have gained a good customer, and the demand for your preparation will increase. Try this method and see your results.

Whenever the druggists of this country are successful in selling their own preparations then will dawn that independent day for which all have so long looked. This will also solve the cut-rate problem and the manufacturers' combination to raise prices. A well selected line of non-secrets in the hands of a common-sense druggist is an instrument with which he can readily gain commercial independence and accomplish much good by enlightening the public as to the folly of taking a medicine for a disease without knowing what the medicine is, or whether it was commended by experienced and competent pharmacists.

RECIPROCITY BETWEEN THE PHYSICIAN AND PHARMACIST.

By A. B. BURROWS, Takoma Park, D. C.

From the earliest history of medicine the physician has been recognized as dispensing his own medicines, and from the ancient records bearing on the apothecary we find he was in the habit of recommending his mysterious concoctions for the cure of the numerous ailments of the human race. With the advancement of knowledge and scientific discoveries of value to both professions there appears to be a marked tendency on the part of the physician to confine himself to prescribing, leaving the art of dispensing to his better qualified ally, the apothecary, at the same time expecting naturally that the apothecary will cease prescribing in deference to the physician.

Had these new conditions progressed without the disturbing elements which have appeared in the last quarter of a century in the shape of ready-made products of enterprising manufacturers, there would be no need to discuss the question of "How to prevent counter prescribing?" or "How to prevent the physician dispensing?" But as these conditions are here we must devote our thoughts toward preventing a retrograde tendency. If we can present to the physician the inconsistency and ridiculousness of handing out to his office patients a small package of tablets or pills, thereby suggesting to the patient that the doctor is running an opposition drug store to the one a block away, or that the supply from the drug store is unreliable, although coming from the same source (perhaps purchased from the accommodating druggist at physicians' discounts), and if we could impress effectively on the mind of the apothecary the uselessness of counter prescribing when the doctor is within easy reach, and that he could command more respect and dignity, to say nothing of obtaining a better price did he recommend the applicant for medical relief to the physician, the solution of the problems would be an easy matter.

But at the present outlook it looks as if each was waiting for the other party to give in, and there appears to be no indication of mutual agreements on that score. Not even by legislation in a few states has the desired result been accomplished, because of the difficulty in accurately defining "What is counter prescribing?" However, it is readily understood what "office dispensing" is, and if physicians will abandon that, as many prosperous and reputable ones to my personal knowledge have found they were obliged

to do, on account of increasing practice, it will not be long before pharmacists, as a rule, will study to eliminate the counter prescribing.

The impression created on the mind of the office patient who receives from the doctor's hand a small envelope or box containing tablets or pills is far from favorable. On account of the limited stock of the physician's cabinet the first suggestion is that the doctor is experimenting with some new remedy. Patients do not like to be experimented on if they are aware of it, and they usually, before taking the remedy, proceed to the family druggist to find out what it is. In this way the patient apothecary is forcibly reminded that his domain is being encroached upon, and he straightaway proceeds to a little prescribing himself.

In nine cases out of ten where the druggist realizes that a case is too grave or complicated to come under the scope of his recommendations he will refer the patient to a physician. But in case of minor ailments, where the patient is not willing to pay a doctor's fee there appears to be no reason, ethical or otherwise, why a pharmacist should not prescribe and dispense materials for the relief of the afflicted. But, notwithstanding this, the druggist could well afford to refer all undecided applicants to the care of a practitioner, should physicians unanimously abandon the practice of office dispensing.

It has been remarked in the columns of the daily press that the pharmacist is exceptionally well qualified to prescribe for the ordinary symptoms, having the benefit of observation of a variety of prescriptions and having, as it were, the cream of professional knowledge.

ADVERTISING A DRUG STORE.

By P. A. LIGNELL, West Superior, Wis.

The prescription for above caption is: "First get your drug store—then make a d— noise about it." But as indiscriminate fireworks are both costly and sometimes injurious to the performer, we cannot improve upon the advice of Charles Austin Bates, the advertising expert who says: "Find some point in which you excel and harp on that."

That point may be low prices, prescription work, neighborhood business, fine store, soda fountain, etc., etc., but the idea is to find out what you can or are willing to do better than the next man, and hold that point persistently before the dear public. Then formulate your plan of campaign. Find out how much you can afford to spend for advertising, where to spend it, and how to do it. Never scatter your appropriation. One bullet will do more execution, if it hits, than a bushel of small shot. One line in one daily paper daily will consequently do more than half a page twice a year, and the cost is the same. A. T. Stewart's advice was to "spend one dollar for advertising for every dollar paid for rent." This may be true, but for the druggist it may be a too costly experiment. But whatever the sum may be and whatever medium you may choose, be it newspaper, circular, booklets or signs, there's one idea you must ever have uppermost, and that's "Persistence."

Man will say—"I would like to advertise, but I can't write ads." Of course you can if you are running a drug store; because if you are a poor salesman you cannot sell goods, and if you can't sell goods you can't keep the drug store very long. The first necessity is to give your Webster away, or put it where you won't be tempted to use it, then imagine that somebody has just come in and told you that the particular point of excellence on which you have been priding yourself is no good,—then "give it to him"—on paper, and presto, your ad. is written! It's simple, but of course if you are so conceited that you cannot imagine anybody finding fault with anything you do—why! you cannot write ads.

The best mediums in large towns are booklets mailed to families within as large a radius of the store as possible for results. In smaller towns the daily paper, with new copy every day, regular space or locals telling in a gossipy way happenings at "the

store," etc. In country towns and villages get all the notices you can, social, business or medical. Pay for them if you must, and use signs on every road coming to the village, as far and as many as you can afford, also monthly letters to as many as you can reach.

These are only outlines of an advertising campaign, but pick out the one that suits your location, follow it up persistently, and compare your balance sheet with last year's, and find out if advertising pays.

SHOP TALK.

Occasionally a mistake is made in putting up a prescription, even in the best regulated drug stores, but few such have such a comical aspect as an experience of a big up-town drug store in Philadelphia lately. A well known member of the City Council came into this store recently and handed in a prescription, evidently a copy, and said that he would send for it later, and in due course of time it was compounded and delivered to the messenger. The directions read "Use as directed by Dr. Blank," quite a common direction, so nothing more was thought of the matter until Mr. Councilman came in a week or so later fairly boiling over with rage, to demand all sorts of vengeance for the mistake he declared was made in the prescription. "I've used the blamed thing for over a week," he said, "and instead of making my hair grow it simply causes it to cake and stick to my scalp like sealing wax, and I have to wash your old tonic off after I use it if I don't want my hat to stick to my head day and night." As soon as the clerk looked at the bottle and the prescription a broad smile came out in spite of his efforts to look sober, and he gasped out, "My gracious, man, that's a cough medicine you have been using on your hair, not a hair tonic," and he retreated behind the counter to escape the wrath he looked for. For a minute the man didn't know whether to laugh or be madder still, but finally the comicality of the situation dawned over him and he burst out with a hearty laugh and called the clerk to "come out and have one on me." Over a stein of cool beer Mr. Councilman confessed that the prescription he had brought in had been given him by a friend who said it was a splendid hair tonic and that he had no idea that a mistake had been made in giving him the wrong prescription. It seems that the friend had two prescriptions from Dr. Blank, and that he had handed out the wrong one to his unwitting victim, but the lesson has cured Mr. Councilman of getting copies of other people's prescriptions filled. And it is not well to mention "hair tonic" in his presence just yet.

* * *

A company, not a thousand miles away from Boston, and which manufactures a popular nerve food or tonic, has hit upon a clever way of making widespread the virtues of their drink. A man representing the company mingles in a crowd of people around a shop window, or in the lobby of a theater, and quietly he drops a coin which rolls away and to which he, with assumed indifference, pays no heed at all. However, several in the crowd are sure that they have carelessly dropped a half-dollar piece, for such it looks to be. There is a dive to secure the bit on the part of almost everyone who has seen or heard it drop. Of course, all cannot have it and the lucky one to grab it finds it is not money, after all, but an "ad." for the drink. The coin entitles the possessor to a drink at almost any soda fountain. Naturally, those who unsuccessfully try to obtain the coin see what it has stamped on it, and this helps spread the fame of the specialty.

* * *

A druggist on one of Philadelphia's fashionable uptown streets is doing a rushing business in the sugar pellets used by homeopaths for absorbing tinctures, etc., one of his neighboring physicians having found that these were a most excellent remedy for the many ills of fashionable women. He has an understanding with the druggist that when he sends in a prescription calling for "Pilules Somnolens" that he is to dispense

the sugar pellets, placing a "caution" label on the bottle and telling the customer that they are a powerful hypnotic that must be taken with exceeding care. The physician then goes to his patient and tells her that he is giving her whatever she may happen to fancy in the way of hypnotic, many of these women having well informed notions on the value of such remedies, and tells her that she will be asleep half an hour after taking them. It works every time too, the druggist says, and he is getting quite a local reputation for making such powerful pellets.

* * *

Here's a queer remedy, vouchsafed for by a Baltimore man, who says that he will guarantee a fortune for the enterprising druggist who will put it on the market as a specific cure for nervous diseases. The remedy is simple enough, and is made thus: Get a horn from a young deer, pulverize it, taking pains that no foreign matter gets in it, and then boil two teaspoonfuls of the powder in a pint of water, restoring the water as it boils down, for half an hour, cool and bottle. The dose for a child is a teaspoonful of the infusion three or four times a day, for an adult twice the dose. The author claims to have tried it in his own family with remarkable results, so the formula is given for what it may be worth although it somehow smacks of oldtime "herb teas" and the messes of the Middle Ages.

* * *

It has been discovered by one of the St. Paul druggists, if by nobody else, that much valuable time is lost by the proprietor having his office at the extreme rear of his store, especially when it is a long one, as in the St. Paul case. Many customers have a habit of calling for him, no matter how cheap and simple an article they want to buy, and notwithstanding the fact that the clerk could wait upon them just as well. So the druggist puts in practically all of the time in the front part of his establishment when he is in—and he generally is—and finds that the change saves him perhaps two miles of extra walking daily.

* * *

Where else than in Boston could one expect to meet with the word "fizzitan," as applied to the dispenser of soda water? Probably nowhere else would one find this term used in that connection. Yet in the "Hub" the word is coming into use. The poor, overworked clerks, who have their hands full in attending to the wants of thirsty customers these hot summer days, really ought to draw far more pay as "fizzitans," so it would seem, than they might expect to receive merely as clerks, even though they do exactly the same work. To live up to the dignity of the new term is no small task.

ACTION OF HYPOPHOSPHOROUS ACID ON ACETONE.—When crystalline hypophosphorous acid is subjected to prolonged boiling with acetone for several days, and then cooled, a crystalline deposit is thrown down, which, when collected, washed with acetone, and recrystallized from alcohol, forms monoclinic crystals which melt at 186-181° C., and have, according to Marie, the formula $C_2H_5O_3P$ or $2PO_2H_2 + 2C_2H_5O$. It is a monobasic acid which yields crystalline salts. From the mother liquor, after separating this body, a neutral soluble lead salt and a precipitate are obtained by treatment with lead carbonate. The acid liberated from the soluble lead salt by H_2S is $C_2H_5O_3P$ or $PO_2H_2 + C_2H_5O$. It is amorphous. The insoluble lead salt, similarly treated, gives a crystalline acid melting at 169-170° C., and having the formula $C_2H_5O_3P$ or $PO_2H_2 + C_2H_5O$. (Comptes rend., Pharm. Journ.)

TYPEWRITER COPYING INK.—

Transparent soap.....	1 ounce
Glycerin.....	4 fluid ounces
Water.....	32 fluid ounces
Alcohol.....	24 fluid ounces

Anilin dye, a sufficient quantity.

Dissolve the soap in the water and glycerin, with the aid of heat; dissolve the coloring matter in the alcohol, and mix the two solutions. If the ink is too soft, add more soap. (Br. & Col. Dr.)

THE DIFFICULTIES OF MEDICINE.*

BY JAMES F. GOODHART, M.D., LL.D.

It is clear, without my laboring the point, that a body so composite as ours is so very delicate a machine that there must be many and many a case presented to us where we do not—many even where we cannot—know what is the matter, and taking even the most favorable view of the progress of scientific discovery, it is probable that this will be so till time shall be no longer. We cannot know, because the intricacy of the machine hinders one in getting at the real facts; we cannot know, because even when we have got at the facts we cannot be sure that the remedies used will get at the disease.

When we come out of the aloofness of the contemplation of growth, nutrition, degeneration and death, to take part in the active grappling with these by stimulating this function and dulling that, in the attempt, in short, to arrest or stop disease, our difficulties become appalling; but this is quite unrecog- nized by most of those with whom we have to deal. There has been much interesting and perhaps interest- ed talk of late about water-tube boilers, their intri- cacy of working and their excessive wear and tear, and the difficulty of their repair without stopping the ship. Now, supposing that such a machine as our modern warship could be worked automatically with hatches down, and that the only positive knowledge to be obtained of the condition of its entrails was by the observation and analysis of the smoke and the bilge water, by post-mortem examination at the break- ing-up of old vessels and the recording where each had gone to pieces, would the progress of knowledge, think you, be very rapid in the evolution of the sci- ence and art of shipbuilding? Would the feeling of power to deal with the defects of the machinery as they arose be very robust in any engineer who had had much experience? Would not "I can" have to wait upon "I am not sure," and the result be some- tant from direct purpose? And, excepting the self-righting of the living organism, which, from my present point of view, does but make confusion worse by rendering still more uncertain the real relation between means and ends, our naval engineer is in the same position we are when we attempt to control or modify function, for it is impossible to get at the organ: that is implicated, and function and excretion are, so to speak, waste products, or, as I like to call them, ash. Take the liver or the bones as concrete examples. Of the bones and the exchange that go on between them and the other component parts of the body I think we may say we know nothing, and yet no doubt they extract material from the general store that the general store is better without, and they return to the common stock material which is better adapted by the abstraction for the purposes of other parts. Then the liver, the largest organ in the body; its imports and exports must be enormous, and from the familiar way in which it is spoken of there cannot be a man in the whole world who does not think he knows all about it. But what are the facts? We know something about the physiology of the liver, but this knowledge has been mostly obtained by experimentation on the lower animals, by observations that occasional cases of disease afford us, and by certain inferences that we draw—very much at second hand—from the changes produced by disease in the organ. But all these things, valuable as they are, and without which where we should be I don't know, yet are very far from giving us that real and intimate knowledge of the living organ that we require to enable us to treat its diseases.

For example, there is not a soul in this room to- night who, if I asked him how and why gall-stones are formed, could give me any useful information on the subject. Yet thekerneled public flock to us for treatment, and expect to be cured. And when, alas, as often happens, drugs fail, they apply to surgery, which in that case is but a refuge for the destitute, for that is not the treatment of disease.

*Portion of the Address in Medicine read before the an- nual meeting (1901) of the British Medical Association.

Then there is the question of hepatic stimulation of the liver by cholagogues—we still give our blue pill and podophyllin, and so on, and speak with early innocence of "touching" the liver, and so still perpetuate the idea that certain remedies go for the liver and increase its various secretions. I don't say this is all wrong, or that the remedies are not valuable in the conditions for which they are given, but all the positive experimental evidence that we possess I think goes to show that these remedies are chiefly intestinal in their action. And I instance them particularly because they not only show up the difficulties that an intricate machine causes us in obtaining information, but also another point too often forgotten—which, nevertheless, is constantly interfering with our inferences on the treatment of disease—that we send a remedy forth on one mission which we suppose it to have performed, whereas in reality its virtue has been expended in quite a different direction. Take the matter of pain—a pain with a definite cause, if only we can find it; but it is deep down in the recesses of our impenetrabilia, and has absolutely no distinguishing feature—so that no human being can do more than say that it may be this or it may be that. A position this that would seem to claim for the doctor all the patient's sympathy—it usually, however, meets with a great deal of derision.

Take the next vital element and its bearing upon the handling of disease. Here again we are often fooled when we would be positive because of the personal equation, as it is called, the individuality of the patient. When Mrs. Smith asked her doctor why it was that a particular pain possessed her, he is said to have replied with ready wit and no less truth, "Madam, it is because you are Mrs. Smith." And the lady no doubt thought her doctor a very amusing man, but she had not a glimmer of the great truth that had been administered in such an excellent coating. But, indeed, that "because you are Mrs. Smith" constitutes one of, if not the most, insuperable of the difficulties to framing any system of precise medicine, and over and over again fattens crass ignorance at the expense of real knowledge.

In the practice of medicine you cannot jump the fact that the inflections of your voice are not exactly like those of anyone else; and as long as the world lasts this variability of the living force, this individuality, will prevent the attainment of the popular desire—a cut-and-dried remedy—not only for every disease—that is no use to Dick when the remedy touches only Tom's variety; no, we want a remedy for every disease, and for every variety of it, as met with in the young and in the old, in the otherwise healthy and the unhealthy, under the specious garb of mildness or the pronounced type of inalignity; that is another of the cruxes of medicine that the world wots little of. And then as part of the animal energy of man, of the spirit of life, perhaps the chief human expression of it, comes that wonderful, indescribable something that we call hope. One hears talk of forlorn hopes, but hope is never forlorn; its spring is always light and buoyant, and it is as indomitable as life itself. Of all the unnatural conditions of which medicine takes count, perhaps none is so much so as life without hope. When hope flies out of the window death is lurking at the door, but in the good providence of God man cannot quench it, and I beseech you that you never try. And it is these attributes of hope, so indissolubly linked as it is to life, that constitute it indeed a thing to be reckoned with in our dealings with disease; for if not forlorn it has one characteristic—I will not call it a failing, for, after all, it brings more help than trouble in its train—it is generally blind in the matter of life to anything but the certainty of returning health. It is every ready to ask three questions, and no more. What is the matter with me? What will cure me? And how long will it take? And to these it expects immediate and positive answers.

DRUGS.

Now, why do we give drugs? To cure disease, you answer at once, and think the question unneces-

sary. But wait a minute; we give drugs for several other reasons, some of which are far less free from criticism. For example, drugs are often given, not because the disease demands one, but because the patient is not happy till he gets it; too often he is not happy even then. They are often given to hide our ignorance, I fear, or to mark time while we watch and wait; they are given sometimes as a gambler on the Stock Exchange speculates in "futures," an enhanced reputation being the windfall that it is hoped to secure; and then we often give drugs as an experiment, in the hope that they may do good. I will deal with this last more especially, for it is a reason for giving drugs about which the public are peculiarly sensitive and ill-informed. It is often said as a matter of prejudice against the hospitals of our country—than which none could possibly be conducted more humanely and considerably—that the patients are made the subject of experiment. So they are; but this happens not only in the hospital. If it be true—and it is true—that you and I are unique in our way, and that it is this individualism of man that constitutes the great barrier of the evolution of any system of medication, it follows that each new patient who demands treatment is more or less a case of experiment, and it is by experiment of this qualified kind—upon the king as he sits upon his throne, as for the poorest being within his realm—not only that the value of drugs is established and new powers gained over disease, but by which an increase of knowledge of disease itself is gained. The cure of disease is always the fundamental object; but not far behind it should come the alert eye to watch the deviations from the hypothetic normal which the individual resistance or the drug in its action may show in the course of the case.

All treatment by drugs is more or less of an experiment, and it is, indeed, in this fact that the enormous number of new drugs daily poured upon us finds its justification. Many and many an ailment that afflicts mankind badly needs a remedy, but for which, as yet, no remedy is opportune; and who knows but in each new drug some human ill may find alleviation? A chemist's shop is indeed a source of wonder and dismay to me, and I could indeed wish we were less the prey of the manufacturing chemist, but I would not for a moment even seem to discountenance new remedies. What I would discountenance is the giving drugs by rule of thumb. Diseases run in fashions; I have mentioned one or two that seem to me in fashion now, and there are fashionable drugs which, while the sun shines upon them, become the darlings of society. Their popularity is enormous—far in excess of their merits; and by and by they sink into the cold shade of neglect. Who does not even now remember the boom of the antipyretics? A few of them have remained to us for other purposes; but as antipyretics, who gives them now? They are not by any means valueless when given appropriately, but they were rushed for more than they were worth, and they are now buried by later booms, such as animal extracts and antitoxins, and many of these will be buried, too. And then as to routine in the treatment of disease. I suppose there is not a single case of gout in the whole world that has not had sodium salicylate and other easily enumerated drugs, and had them freely; and why? Because they are supposed to eliminate the cause of the disease. I find that the British public knows far more about uric acid and how to deal with it than I do with all my pains; and what men think they know in this respect, I fear that we, in the first place, and vulgar advertisement in the second place, have taught them. Yet I cannot understand how any reflective mind, making a careful study of gout in its clinical aspect, can settle down and bury itself in the doctrine that gout is a mere question of intake and output, and, if not, think of the harm that is done by false doctrine of this kind upon the thousands who are engaged in the hopeless struggle of dispossessing themselves of their fetish.

The open-air treatment of consumption, of which we are hearing much at the present day, is also hiding fair to come under the baneful influence of rou-

tine; "the new treatment," though it is hardly a compliment to our environment to call it so. What, think you, does the consumptive and his friend see in this? He sees a residence for a few months in a home, and a cure at the end of it. Is that what he has any chance of obtaining? Certainly not, and in proportion to the exaggerated hope will come the bitterness of the disappointment to the sick, and the discredit to us. The benefit to be obtained in these sanatoria is that there will be learned a habit of life—what we mean by plenty of good food and plenty of fresh air; and having learned this lesson the tuberculous man will need to practice it all the rest of his life. There is no cure in this treatment as the sick man understands cure; for although it is true that there is no disease that is more often arrested than phthisis, it is equally true that there is no disease that has a more inveterate tendency to relapse, and I very much fear that when you come to strike the balance between arrest and relapse, that the latter has the best of it. Therefore, if the open-air treatment is to take its real place and be of any abiding value, the principles of the sanatorium must be introduced into the home.

And that reminds me of another fashionable idea that is now in vogue, and I will call it medical antiseptis. Antiseptics in lung diseases have had a long day, tempered only by a momentary fall into heresy when it was proposed by those who ought to have known better that we should be converted into gasometers for the storage of sulphuretted hydrogen, and this was to cure consumption! I only mention this to show how much we need to keep our imaginations in check in thinking over the cure of disease. However, antiseptics in the lung from all the many inhalations up to iodoform, and finally creosote internally, have had a good inning and have not been without their minor successes; but it was very mete and right that the comparative inefficacy of such nauseous medicaments should drive us back into the arms of the great original antiseptic—fresh air. And perhaps for that reason we have now turned a somewhat cold shoulder to the lung, and are directing our efforts to rendering the intestinal canal antiseptic, and I hear daily of creosote and salol and all sorts of other well-meaning drugs being sent on this errand of reform. Far be it from me to decry the value of useful remedies, but I cannot help asking myself the question whether the staunch believers in intestinal antiseptics possess sufficiently cultured and liberal-minded noses to be good advisers to our intestinal apparatus. It is quite evident that stercorin, however much so to us, is not a persona ingrata to our colic mucous membrane; it is indeed bone of its bone; and it is possible that we might be none the healthier men and women even if our doctors got their wishes in this respect.

One other drug only will I wish to mention to illustrate my point, and that shall be the use of the bromides in epilepsy. Now that these are useful drugs in this complaint no one will question to-day. But long ago it has gone forth from those who are in authority in such matters that after a person has suffered from epileptic fits the drug must be given regularly in considerable doses, and for long periods of time—a year or two, or more—to prevent their recurrence. And this advice is very generally acted upon. There is no doubt that it has become the routine treatment of epilepsy; and as such I think it often does a great deal of harm, and I am by no means certain that it does any equivalent good.

MILITARY SHAVING SOAP.—

Palm oil soap.....	5 pounds
Oil of cinnamon.....	10 drams
Oil of caraway.....	2 drams
Oil of lavender.....	2 drams
Oil of thyme.....	14 drams
Oil of peppermint.....	45 drops
Oil of bergamont.....	2½ drams

Melt the soap, color if desired, and incorporate the oils.

RECOMMENDATIONS FOR THE REVISION COMMITTEE OF THE PHARMACOPOEIA.

At the recent meeting of the Alabama Pharmaceutical Association the Committee on Pharmacopoeial Revision presented a report in which it recommended that the following articles be dropped from the next edition of the Pharmacopoeia: Absinthium, alium, alumi hydraz, argenti cyanidum, argenti iodium, aspidosperma, cassia fistula, chelidonium, chimaphila, chirata, cypripedium, ficus, geranium, hamatoxylin, illicium, juglans, kamala, lappa, melissa, menispermum, macis, mastiche, oleum aethericum, phytolacca fructus, prunus, rhus glabra, rosa centifolia, pyrethrum, pulvis antimonalis, petrolatum molle, petrolatum spissum; all preparations into which the above articles enter, as, for instance, extractum menispermii fluidum, etc., adeps lane hydrosus.

The following additions are recommended: Glucose, sol. phosphate soda and citric acid, bismuth subgallate with formula for preparation, creosote carbonate, formaldehyde in solution of suitable strength, guaiacol, guaiacol carbonate, sulphonal, trional, phenacetine, phenocel hydrochloride, piperazine, antipyrin, saccharin, petrolatum as in 1880, passiflora incarnata, sterculia acuminata, piscidia erythrina, sabal serulata, oil of mullein.

The following preparations of the National Formula should be made official: Aqua hamamelidis, elixir apii graveolentis compositum, elixir digestivum compositum. (The committee believes this is as good as any similar preparation made). Elixir ferri quinine et strychnine, elixir taraxaci compositum, extractum apii graveolentis fluidum, extractum rhamni purshianae fluidum aromaticum, glyceritum pepsini, liquor sodii boratis compositus, syrupus eriodictyi aromaticus, syrupus pini strobi compositus.

In the way of general suggestions to the Revision Committee and proposed modifications of present formulae, the following notes from Prof. E. R. Miller are incorporated in the report:

1. Tinctura arnicæ florum; moisten the drug before packing.
2. Tinctura bryoniae. It is impossible to follow directions for the use of "recently" dried root, because the drug does not grow in this country.
3. Tinctura iodi. In the assay directed, some allowance should be made for iodine which has entered into combination. Would it not be well to have a tincture of iodine made with wood alcohol for all cases when tincture of iodine is to be used externally?
4. Tincture opii deodorati. If the directions to "shake repeatedly with ether" be followed, a very troublesome emulsion will be formed. Caspari's suggestion to use deodorized opium is an improvement.
5. Tinctura strophanthi. First remove fixed oil by treatment with ether (by maceration or by continuous percolation.)
6. Syrupus ferri iodidi. Since coloration can be prevented by placing some bright iron wire in the syrup, or by placing the container in direct sunlight, these facts should be stated in the U. S. P. I have seen samples of this syrup which had assumed a "wine red" color, changed back to pale green by being placed in direct sunlight for two or three days. If it remain direct sunlight, or even in diffused light for a long time, it gradually becomes colorless.
7. Syrupus calcis lactophosphatis. As suggested by Caspari, the phosphoric acid should be diluted with twice its volume of water before it is added to the calcium lactate.
8. Syrupus calcis. It seems to me this preparation should be standardized.
9. Aquæ medicatæ. Give directions for preparing these by distillation, either by passing steam through the crude drug, or by placing the oil in a flask with water, and distilling. I believe either method will yield a medicated water superior to that made by triturating with precipitated calcium phosphate.

10. Abstracta. I would recommend the reintroduction of the Abstracts of the U. S. P. 1880, with perhaps others. Considering the number of efficient powdered extracts on the market, "injury by heat necessary to evaporate" is no argument, since evaporation is done in a vacuum. Moreover, the abstracts have the advantage of being of definite strength compared with the respective drug, and this is particularly desirable in all cases in which extracts are not standardized with reference to the amount of active medicinal principle present.

11. Extractum sanguinarum fluidum. In my experience a fluid extract made with 25 per cent. lactic acid gives a permanent preparation, at least as permanent as when made with 60 per cent. acetic acid. Such a fluid extract made two years ago is almost entirely without precipitation.

12. Oleoresina. Acetone should be substituted for ether in the manufacture of oleoresins. It extracts all the active principle, is less expensive and less dangerous.

13. Liquor ferri chloridi. The method for preparing this is very troublesome, especially for beginners. Students invariably have trouble with it. The trouble lies in using just enough nitric acid to oxidize the ferrous chloride. About a year ago I had one of my students prepare this solution by two other methods. One by oxidizing the ferrous chloride with hydrogen dioxide water, and the other by passing chlorine gas into the solution until oxidation was complete. The solution can soon be finished by the use of hydrogen dioxide, but I have not verified the student's work as to quantities used. If the attention of the revision committee was called to this formula they might be able to improve it.

14. Chloral. The present U. S. P. uses the term "chloral" as being synonymous with chloral hydrate. It is sufficient to call the attention of the committee to this error.

15. Oleum olivæ. To the tests for determining the absence of cottonseed oil, there should be added Halphen's test. I find this a sure means of detecting even small amounts of cottonseed oil. My plan of carrying out the test is as follows: Place in a flask with upright condenser equal volumes of (1) amyl alcohol, (2) the oil to be tested, (3) a 1 per cent. solution of sulphur in carbon disulphide. About 2 Cc. of each liquid will be sufficient. The flask is then heated in a boiling water bath for 15 or 20 minutes, or perhaps a trifle longer, when if cottonseed oil be present, the liquid becomes bright red, the depth of color depending upon the amount of cottonseed oil present. I have applied this test to several fixed oils, but none of them gave the red coloration except cottonseed oil. Halphen says no other oil gives the red color. I hope this valuable test will be given in the next U. S. P., and that it will be sufficient simply to call the attention of the committee to it.

16. Phytolacæ radix. In the U. S. P., 1890, this is described as inodorous. This may be true before the drug is dried, but when dried, or soon after drying, it develops a disagreeable odor, and the longer it stands the more pronounced the odor becomes. Furthermore, under this heading no mention is made of an official preparation; the fluid extract should be mentioned if the drug is retained.

17. Phytolacæ fructus. Under this drug the Pharmacopœia mentions only fluid extract of phytolacæ. There is no official preparation of poke berries.

18. Mistura ferri composita. In my copy of the U. S. P., 1890, 6 gm. of ferrous sulphate and 8 gm. of potassium carbonate are directed to be used. This is much more potassium carbonate than is necessary to react with that quantity of ferrous sulphate.

The question then is: Did the Committee on Revision intend that this preparation should contain so much unchanged potassium carbonate? This large excess may have been intended to guard against having ferrous sulphate in the finished preparation, which might occur if the ferrous sulphate used were badly effloresced.

The following suggestions of L. S. Brigham are

also submitted:

1. Tinctura opii deodorati. My experience in substituting petroleum ether for sulphuric ether is entirely satisfactory. I have no trouble in removing the characteristic benzine odor complained of by some.

2. Syrupus ferri iodidi. I recommend the addition of 10 per cent. of glucose to the syrup before filtering the solution into it. This is more satisfactory in my hands than any other deviation from the official formula, making a product that is nearly inalterable.

3. Abstracts. I endorse the suggestion of Prof. Miller as to this class of preparations, but I would not call them abstracts. The name is clearly a dead one, and will never recover popularity. The name Powdered Extract, while objectionable, is too popular for rejection.

4. Syrupus hypophosphitum. Sugar should be increased to 750 gm. instead of 500.

5. Tinctura opii. The calcium phosphate should be rejected, and in place the same quantity of clean dry sand substituted. With this substitution the finest powdered opium can be percolated admirably and be thoroughly exhausted. My experience in this practice covers some years, and while original, is trustworthy.

6. Lard. Should be entirely rejected as the base of official ointments in the following and petrolatum substituted: ung. zinc oxid; sulphuris; potass iodidi; plumbi iodidi; plumbi carb.; hydrarg. ammon.; gallæ; chrysarobin; acidi tannici; belladonnæ.

7. Glycerium acidi tannici; 15 gms. spts. rect. added to the tannic acid and then shaken with q. s. glycerine to make 100 gms. makes a far more desirable preparation than the present one. What is the objection to it?

8. Syrup quinine tasteless. Some recognition should be made of this commonly used article—it was originally 2 grs. of alkaloid quinine to the ounce of syrup—now it is usually 2 grs. alkaloid cinchonine to the ounce.

The following notes from J. W. Miller are also included:

1. Aqua hamamelidis should be adopted with tests to determine the presence of wood alcohol in it.

2. Aquæ medicatæ. The suggestion to make medicated waters by distillation is technically good, but would never be followed by the druggists at large. I have found carbonate of magnesium, and cotton both better for breaking up the oil globules than precip. calc. phosphate.

3. Tinct. opii. Brigham's suggestion of sand in making tinct. opii we find to give excellent results.

4. Iodine ointment might specify as it does now "to be freshly made when wanted for use," and add—"or preserved in small amber jars, made air-tight with paraffin." We find this practical for making up a month's supply.

GUAIACINOL is a name applied to neutral bromo-guaiaacolate of quinine $C_{20}H_{21}N_3O_5 \cdot 2HBr \cdot C_6H_5O_2$. It forms (Linn. Chem. Pharm.) fine crystalline yellow scales, easily soluble in water. It is claimed to be non-toxic, and when applied in aqueous or alcoholic solution, is readily absorbed by the skin.

PREPARED MILK.—An English patent was granted some months ago on a process for producing a condensed milk claimed to be similar in composition to human milk. The specifications are as follows: 1000 liters of good milk are, after addition of 5 grams of sodium bicarbonate, placed in a vacuum pan, heated to 35°-40°C., and evaporated to about 500 liters. Two hundred liters are drawn off and receive the addition of 45 kilos of cooked, filtered butter, and 120 kilos of sugar. After stirring, the mixture is run back into the vacuum pan and further concentrated to about 400 kilos. During this evaporation the constituents become thoroughly emulsified. The concentrated product is then passed through sieves into receiving cans, where 30 grams of sodium bicarbonate, dissolved in one liter of water are added. The prepared milk is then sealed in cans and sterilized. For use it is diluted with 13 parts of water.

WINDOW DISPLAYS.

Almost any kind of advertising effort will show results. Window advertising is the least expensive, and the results are almost immediate. Two per cent. of gross sales would be a conservative estimate for newspaper and circular advertising; which means \$500 yearly on a \$25,000 business. The window advertising will cost practically nothing, as at least cost can be realized out of any goods which might become shop worn, and no goods at all should be damaged if windows are properly secured against flies and the trimming changed every week.

Newspaper, circular and window advertising should be worked in conjunction. The combined result is best. We are unconsciously directed by impressions. The saying that "We are creatures of habit" is simply in line with the psychological fact that impressions once formed in our minds are constantly recurring when anything kindred is under consideration. What we wish to do is to place psychological sign boards of our business in the minds of the public. The newspaper may make a faint impression, and the window display clinch it, or vice versa. They help each other.

If you will write a newspaper advertisement each week and trim your windows each week, and never fail, doing the one will make the other easier. The advertisement suggests the window trim and the window trim the advertisement. This may be hard work for the first six months, but it will gradually become easier, and soon your material for advertising, both newspaper and window, will exceed your space. The passing public will come to recognize the regular change and look for them.

As far as possible make "good windows." Freak windows may be all right occasionally, as during carnival or fair time, but they take a great deal of time, destroy goods and bring no immediate results.

Use neat display cards. They help rivet the impressions you are striving to make. Do not put prices on trade-mark goods, or standard brands, which are carried elsewhere in your city. Your competitors will study your windows, and if your prices are high they will use them against you. If the prices are low, they may go still lower, and the tendency will be to reduce the profits on good staple lines that you all carry. Prices are, of course, always attractive, and may be put on lines of which you control the sale or on any line where qualities vary and the make is not known. Besides prices, display cards might describe new goods or make pointed suggestions. In a builders' hardware window a card might read, "Let us figure on your building bill."

As to the windows themselves, the window seat should be quite deep, and not more than fifteen or eighteen inches high inside; the glass not being over two feet from the sidewalk. The entire window should be enclosed with wire cloth screens, made in sections, and held in place by buttons, one section being a door on loose pin hinges. This will keep insects out in summer, and prevent pilfering of small articles. Sections can be removed at any time to admit articles too large to be taken through the door. If the frames are made light and oil finished, they will obstruct the light very little, are easily cleaned, and will serve as a background for the trimming; though background trimming shuts off the light, and the effect of the window from the customer who has entered the store.

For the bottom of the window a frame, made in sections, for easy handling, raised about six inches at the back and slanting to the front, covered with black cloth, is very serviceable in displaying tools, builders' hardware and small articles.

One line of goods at a time in a window is generally better unless the windows are very large. Large quantities of one article always attract attention. Few people would notice one only of a common, everyday article like a ten-gallon carrying can or milk cooler, but a window full of either of them in a graduated pile extending to the ceiling would cause any number of people to stop. My neighbor, the grocer, tells me that when he puts on the walk one or two water-melons, very few ask for them, but when he stacks

up half a car-load, every other man buys one. Thus a great many attractive window displays can be made by using quantities of common articles.

A study and faithful practice of window trimming will lead to better store service in every way. You become more critical of each individual line as you take it up for display. You ask yourself if you are carrying the right quality in proper quantity, at the right price? In establishing your sign boards in the public mind you will see the more clearly how necessary also is intelligent, courteous and prompt service. This study will shake you out of the rut in which you may be working; you will read the trade journals more eagerly for ideas, and come to realize that the prosperous merchant has no time for kicking against the inevitable; that the retailer cannot look to legislation for success, and if he is making a failure, the cause of it is in his own methods. (W. M. Woodward in Iron Age).

THE METRIC SYSTEM.

The metric system is making some headway among American manufacturers engaged in the export trade. This is especially true of machinery builders. It will continue to make headway according to the increase of our exports. The argument is produced that England, Russia and the United States should join in adopting the system simultaneously.

The advocates of the adoption of the metric system can scarcely be counting the cost when they urge Congress to pass a law compelling the abolition of the present system of weights and measures. Much should be done for a universal system; the United States being willing to surrender its weights and measures for any European invention, providing we would be benefited in the end. But to make a sweeping change by one edict would mean almost ruin to many. It would mean the abolition of all the text-books in the United States; all the rules and machinery for the same. The destruction of billions of dollars of machinery owing to the fact that all the parts would have to be changed, for when the metric system is introduced it would no more pay to keep two sets of machinery for making parts to old machines built for the inch and foot than it would to keep two sets of rolls to make shapes, one for export, the other for domestic use. The latter is one of the arguments used in favor of the metric system.

There are firms that have adopted the metric system for their export business. They do not seem to be suffering from the effects of having two sizes of templates and dies for their plants. They are filling orders for export and are teaching their workmen the use of the metric system in so doing. This will extend throughout every exporting plant, and eventually it will be introduced in the text-books, and the students of the future will be as familiar with the metric system as with the English measurements. This change should be gradual. It should not be forced upon the people with one fell swoop. Our domestic trade is still the greatest in point of balance, and it should not be confused for the sake of any additional export trade we might secure. The advocates of this drastic measure, which it is estimated would cause a direct loss of twenty billion dollars to the United States, can rest assured that for the present exporters are taking care of their foreign trade by adopting foreign weights and measures as they are compelled to do so.—(American Manufacturer).

POULTICE SUBSTITUTE.—Kaolin, 1,000 parts; glycerin, 1,000 parts; boracic acid, 100 parts; peppermint oil, 1 part; wintergreen oil, 1 part; eucalyptus oil, 2 parts. Heat the kaolin to 212° F. for an hour to render sterile; then add glycerin and heat for forty minutes. Stir in other ingredients, and keep in airtight jars. (Det. Med. Jour.)

CITRAPENE.—Name given by Theulier to a camphor-like substance derived from the rind of the lemon, and also called citron (or lemon) camphor.

MORE AMICABLE RELATIONS BETWEEN PHYSICIAN AND PHARMACIST.*

By A. M. STEINFELD, M.D.

When our president suggested that I prepare a paper on the subject, How Can More Amicable Relations Be Established Between the Physician and the Pharmacist, I confess that I was rather nonplussed, for I saw another threshing of the old straw and another winnowing of the old chaff in evidence. There are the everlasting charges and counter-charges, the same complaints by the physician that the pharmacist substitutes and refills prescriptions; that he prescribes and dispenses over his counter, and in other ways usurps the functions of the physician, who doubtless has good cause for complaint. The pharmacist, on the other hand, has his tale of woe. He is often taken to task for substituting by physicians, whose main object in insisting upon the product specified is to push the specialty of some manufacturing concern. The pharmacist claims that he is driven to counter-dispensing and patent medicine selling by the habit many physicians have of carrying miniature drug stores with them on their rounds and dispensing at the bedside. He says further that prescription writing is becoming a lost art and those that "do come" are so often bad and ill-considered that he acquires something akin to contempt for the physician who writes them. Let us consider a few of these subjects, and I think the deeper we get in the harder we will find the question.

Counter-Prescribing.—The reason for this we must seek, say, 250 years past. There were no druggists then. He of the fancy shelf bottle, he of the percolator, he of the prescription case was then unknown. The doctor was the druggist, and the druggist was the doctor, while the good word pharmacist was still safe on the sunny shores of Greece, and the term of apothecary was beginning to make itself known in Elizabethan English. Then when one ailed he went to the doctor, and in that doctor's office were all the compounds, chemicals and foreign drugs that were known. Household simples, it is true, abounded everywhere, but the physician alone knew how to mix them, and in him, too, lay the deep secret of making weird compounds from toads, flies and lizards. These were secrets that he would impart to nobody. He was the medical and the pharmaceutical all in all. Is it to be wondered that a trace of this still lingers among us and that to the masses the doctor and druggist are one and the same; and that in their code of ethics they are doing the eminently proper thing in consulting the druggist, who is a "doctor" to them, for the minor ailments of life? Indeed, it is within the easy recollection of some of the men now living, that in communities by no means small, the doctor's office, ornamented on the outside by a stuffed and varnished lizard, was the only place where medical advice could be had or drugs procured. So when we rail at so-called counter-prescribing, we are finding fault with something that is ingrained in our nature by hundreds of years of association of ideas. Dr. Carpenter, in his physiology, will tell you how those things hang on. Lowell says:

"Once get a scent of musk into a drawer,

And it clings hold like precedents in law;

Your grandma put it there—when, goodness knows,

To jest this worldly her Sunday clothes;

But better days stick fast in heart and husk,

And all you keep in it gets a scent of musk."

And that's the way with counter-dispensing. Will it take that long to end it?

Substitution.—Way back in our forefathers' days it required three, four or five months to come from England to America in a sailing vessel. The captain, ordinarily a hearty old soul, had a chest of medicine in his cabin and with the chest a list saying that No. 1 was good for fits, No. 2 for a broken arm, No. 3 for diarrhoea, and possibly No. 10 for those sailors who were taking too much grog. Some times, unfortu-

nately, in a long voyage and after much use, No. 10 would run out. Woe the poor sailor who came for treatment, for he was the victim of the first substituter. And yet history does not record an alarming mortality among the old sailors, and lots of them died real comfortably and no druggist was accused. Substitution of to-day, in all seriousness, exists, I am inclined to think, more in the minds of the manufacturers with proprietary remedies to push than it does in actual fact. "We are advertised by our loving friends," is the trademark of one firm, and might really be adopted as a trademark by a number of them, for their loving friends, the half-educated physician and recipient of numerous sample bottles, is the person who in nine times out of ten specifies some proprietary; who make the most fuss about a substitution; and who, the chances are, wouldn't know the preparation written for when he saw it. Physicians are too prone to accuse the pharmacist of meretricious substitution. For that gentleman has been through college just as well; he knows the therapeutic value of drugs; and he has probably quite as keen a sense of right and wrong as the gentleman who wrote the prescription. Is the substituter always wrong then? Or does the physician never substitute when, hastily called to a case, he finds himself with an unfilled vial of some necessary and uses the next best thing he happens to have? Is the physician always right and the druggist always wrong?

Patent Medicines.—"If all the patent medicine advertisements were true, heaven would have to do something to encourage emigration." The trouble is in too many of these discussions, we are apt to leave human nature out of humanity and argue as if we had automata to deal with. As long as men are men, and women are women, and the millenium has not come, patent medicines have to be reckoned with and have to be bought and sold. It is said that Americans are fond of taking medicine, but when you have put it up in a package, add a few testimonials and charge four shillings for it, you have produced something which is as dear to the Englishman's heart as "Rule Britannia." He wants it, and is going to have it, and some one is going to sell it to him, and there you are. All the medical societies can't stop the demand, nor will they reciprocate the druggist for his self-denial if he does not sell them. Enough of his business has gone to department stores, and he isn't to be blamed for holding on to as much of this as he can. Is there any reason why he shouldn't?

Refilling Prescriptions.—That is wrong, radically wrong. The pharmacist should not do it, and the physician should either write or print across his prescription blank a notice to the druggist that no prescription of his should be refilled unless specifically so ordered. Yet from the patient's point of view there is another side of the question. He has paid the physician for a consultation; he has had a two or four-ounce bottle mixture which is doing him good and assisting him toward recovery. Shall he pay another fee for another prescription, which he feels he does not need? Would you do it under similar circumstances? The truth is, the further we get into these questions the wider becomes the vista for discussion. The solution, however, is the one of the "belly and the members." The physician is not a thing apart from the druggist, nor the druggist a person apart from the physician. The two must work together for a common end or neither will accomplish his purpose. As in the fable, the birds said to the farmers who were about to exterminate them:

"Since heaven accepted our joint adoration,

Since earth was both an abode and a tomb,

Why could we not sojourn, Oh, man, as one nation?

Were waste lands so precious; had mountains no room?

Or were you so wingless, so wanting in vision,

Ye saw not as we did the things of the sky;

But dooming the birds to your earthly ambition,

Forgot in vain glory yourselves were to die?"

Involved in these questions, it is true, is the ethical side, so generally discussed, yet really the dominating

*Read before the Columbus Academy of Medicine (Columbus Medical Journal.)

one is the bread and butter side, which is almost always ignored. If the pharmacist doesn't sell patent medicines which are so extensively advertised, and for which the manufacturer creates a demand, where is he to get even, and how? And, besides, who guarantees us that the patent isn't a good thing occasionally for the one that buys it? The general public isn't a fool and doesn't continue to put up its money for the pleasure of doing it. So if the druggist does sell patents, he does it because the public wants it. Here is another thing to consider, when the medical law was put into operation in Ohio, ten years' practice of medicine without a diploma was deemed sufficient to put the unskilled practitioner in good standing in the state. Yet we question the right of the druggist to advise or dose his friends, withal he may have had more experience in a legitimate way than some of the old-style physicians got in a lifetime. In closing, will say that the only solution for the conditions as they exist is a mutual understanding in both professions.

SOME LITTLE THINGS.*

By PROF. W. L. SCOVILLE.

Pharmacists who have hieroglyphic prescriptions, careless or slovenly clerks, and cut rates to deal with, do not need to have their attention called to the importance of little things. It is enough for them to see the minor points and then to utilize them. It is the purpose of this paper to designate a few of the minor points in a couple of popular preparations, which make a considerable difference in the results.

The first preparation will be designated as—

Liquor Thymol Compositus (antiseptic solution).

He is a bold man who attempts to add to the confusion of formulas already in existence for this preparation. My only excuse for adding to these is the fact that success, or rather satisfaction, with this preparation will depend more upon the quality and variety of the ingredients employed than with variations in the preparations or methods. As is well known, the ingredients commonly directed are eucalyptol or oil of eucalyptus, oil of gaultheria, thymol, menthol, benzoic and boric acids, alcohol and water. Other ingredients may be directed, but these are most frequent.

The eucalyptus odor and flavor predominate in this preparation, but it usually receives the least consideration.

The recent work on the Volatile Oils by Gilde-meister and Hoffmann describes 46 varieties of eucalyptus, all differing in odor and flavor. The oil most commonly employed is distilled from eucalyptus globulus, because it is rich in eucalyptol. The oil obtained from eucalyptus odorata is, however, nearly as rich in eucalyptol, but it has a sweeter odor and a softer flavor.

A second point is the quality of the benzoic acid employed. There are two varieties of this acid in the market. The most common is a synthetic acid made from toluol, and costing about 60 cents per pound. Another variety is natural benzoic acid, sublimed from benzoin. This is much softer in odor and flavor and is more soluble in water. It costs about 20 cents per ounce. It makes a notable difference in the preparation.

The formula which I would offer for the antiseptic solution is as follows:

Thymol	1.00 gm. or 1 dram
Oil of eucalyptus odorata	2.00 cc. or 2 drams
Oil of gaultheria	0.75 cc. or 40 minims
Oil of peppermint	0.20 cc. or 10 minims
Natural benzoic acid	8.00 gm. or 1 ounce
Fluid extract of baptisia	8.00 cc. or 1 ounce
Boric acid	24.00 gm. or 3 ounces
Alcohol	375.00 cc. or 3 pints
Water	675.00 cc. or 5 pints
Talcum	20.00 gm. or 2½ ounces

Dissolve the thymol, oils and benzoic acid in the alcohol, add the fluid extract and the talcum. Dissolve the boric acid in the water, preferably with heat.

*Paper read before the recent annual meeting of the Massachusetts Pharmaceutical Association.

and add to the alcoholic solution. (Heat favors the ripening of the preparation).

Allow to stand seven days, or better, a month, shaking occasionally, then cool to about 10° C. (50° F.), and filter. By cooling just before filtering the preparation is obtained in a condition to remain clear under usual changes in temperature. The preparation should be allowed to stand three months to ripen to get the best results, but may be used at once if desired. It will improve on standing.

The next preparation which I would submit will be called—

Glycerin Tonic Compound.

There are formulas galore in print, but all of them are disappointing because they are harsh in flavor and lack a certain limpid sweetness and ripe quality which is desirable. A little solution of saccharin, with a proper adjustment of the glycerin, will supply the former, and a little acetic ether will furnish the latter quality. A little acetic ether will be found to impart a ripeness and fruity flavor to many aromatic preparations of this character.

The formula which I would offer is as follows:

Taraxacum root, ground	30 grams
Gentian root, ground	20 grams
Sugar	150 grams
Spirit of orange, U. S. P.	10 cc
Tinct. Cardamom comp.	60 cc
Solution of saccharin N. F.	20 cc
Phosphoric acid (85%)	5 cc
Acetic ether	2.5 cc
Glycerin	400 cc
Sherry wine q. s. to make	1,000 cc

Moisten the mixed drugs with the spirit of orange and about 10 Cc. of wine, pack in a percolator, and cover the drugs with wine. When the fluid begins to drop, close the lower orifice of the percolator and allow to macerate 24 hours. Then percolate slowly (not exceeding one drop in four or five seconds) until 400 Cc. of percolate are obtained. In this dissolve the sugar, then add the other ingredients in order, and finally enough wine to make 1,000 Cc.

GASOLINE AS A VERMIFUGE.—D. V. Salmon Chief of the Bureau of Animal Industry, Washington, in a recent circular issued by the U. S. Department of Agriculture, states that gasoline has recently gained considerable reputation as a vermifuge. He has used it in a number of cases and has found the claims made for it to be more or less justified. Three objections, however, arise to its use, and he does not, therefore, consider it an ideal treatment. These objections are: (1) Not less than three doses, and usually four to six, are required to expel the worms. Its use involves a great expenditure of labor, and it is therefore impracticable on the large ranches. (2) While several doses are not necessarily injurious to the stock still, if the doses are large, repeated drenches cause a more or less severe congestion of the bowels. Not only that, but repeated handling of range sheep, with the necessary preliminary treatment of withholding food, is injurious to the animals. (3) If used on animals suffering from pleurisy, it is likely to be fatal. Nearly all vermifuges are, however, more or less poisonous in one way or another, and gasoline, if properly used, is not particularly dangerous. The necessity of repeating the dose from four to nine times in order to effect a complete cure will, however, militate against its general adoption. If gasoline is used, ammonia should always be kept on hand. If an animal is suddenly overcome by the effects of gasoline, a small amount (a teaspoonful or so) of aromatic spirits of ammonia may be given in water as a drench, to be repeated if necessary, and will usually result in the recovery of the patient.

The usual doses of gasoline for stomach worms are: Lambs, ¼ ounce; sheep, ½ ounce; calves, ½ ounce; yearling steers, 1 ounce. He has used these doses repeatedly without any serious effects. Each dose is mixed separately in linsed oil, sweet milk, flaxseed tea, or an egg, and given as a drench. If given directly in water, it is more severe on the patient.

QUESTION BOX.

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of the Era. Copies of these may be obtained at ten cents each.

Cheap Extract of Vanilla.

(A. H. E.) Many formulas for extract of vanilla have been published in the Era, several being given in the issue of February 28, of the present year, page 234. In reply to your question we would say that the only way you can make a cheap flavoring extract of vanilla is to reduce the strength of a strong preparation, employ inferior material, or strengthen a weak extract with tonka, or use a solution of vanillin. We give you several formulas, but we do not believe in preparations which are to be sold for something other than they are to be labeled.

Vanilla Tonka Extract.

Vanilla	1 ounce
Tonka	2 ounces
Alcohol, deodorized	32 fl. ounces
Syrup	8 fl. ounces

Cut and bruise the vanilla, afterward adding and bruising the tonka; macerate for fourteen days in 16 fl. ounces of the alcohol, with occasional agitation; pour off the clear liquid and set aside; pour the remaining alcohol on the magma, and heat by means of a water bath to about 77° C., in a closely covered vessel. Keep it at that temperature for two or three hours, then strain through flannel with slight pressure; mix the two portions of liquid and filter through felt. Lastly add the syrup. To render this tincture perfectly clear it may be treated with pulverized magnesium carbonate, using from $\frac{1}{2}$ to 1 dram to each pint.

Artificial Vanilla Extract.

Vanillin	3 drams
Cumarin	1 dram
Water—enough to make	2 gallons
Glycerine	4 fl. ounces
Alcohol	32 fl. ounces
Caramel—about	2 drams

Condensed Milk.

(Druggist) We can give only an outline of the general process used in the manufacture of condensed milk. It is substantially as follows: On reaching the factory the milk is warmed for the first time in a water bath, and a second time in copper vessels, where the temperature reaches 80°C. It is then sweetened by adding sugar in the proportion of thirteen to one hundred in weight, the sugar being forced into vacuum pans by means of a pump. These vacuum pans are for condensing the milk, and are similar to those for condensing the beet root, having a double bottom and spiral coils, in which the steam circulates. The water contained in the milk is removed in the form of a vapor by means of a jet, which is connected with the top of the vacuum pan, and which is operated by means of a pneumatic pump. When the milk has been sufficiently condensed, it is removed from the vacuum pans and cooled in vessels placed in reservoirs of running cold water. The milk is then packed in tin boxes, cylindrical in shape and hermetically sealed, the box and contents weighing one pound, and is ready for shipment. In the preparation of condensed milk, it may be observed that the milk, as taken from the cow, has on the one hand simply been deprived of the water it contained, while on the other hand the only addition consists of sugar, which is designed to preserve the milk better. Milk thus "condensed" is claimed to contain all the elements

of the fresh milk, which has practically undergone no modification, the boiling of the milk under slight pressure having never passed 80°C.

Hair Oil.

(S. N. C.) As a rule there is very little sale for hair oils, these having been replaced by more elegant preparations, and particularly by hair tonics. Hair tonics, most of them, contain in addition to the cleansing and stimulant ingredients, more or less of oily material to restore that taken from the hair during the process of cleansing. However, for a "hair oil" we know of nothing better than pure coconut oil, to the use of which is attributed the fact that the inhabitants of certain tropical countries possess such luxuriant growths of hair and that baldness is never seen among them. Almost any non-drying fatty oil may be made the base of a good preparation, those usually employed being olive, castor, lard or henna. Olive oil is used in the finest articles, but is fully equalled by benne, lard oil being cheaper and not always agreeable. Castor oil has the advantage of being soluble in alcohol. For perfumes it is customary to directly infuse with flowers or aromatics or by adding essential oils which are freely dissolved. Sesame oil is a good basis for a hair oil, inasmuch as it is odorless and may be perfumed with very delicate perfumes, but carries the disadvantage of being insoluble in alcohol. Try this formula: 1 pint benne oil in which is dissolved 2 drams oil of bergamot, 15 minims oil of cassia, 5 minims oil of bitter almonds. If castor oil is used, use it in the proportion of 12 ozs. each of alcohol and any favorite handkerchief perfume. Color may be given to hair oil by using annatto for yellow by infusing in the oil before perfuming; red is imparted by alkanet root. In a castor oil and alcohol preparation anilin red is of service.

Solvent Wanted.

(A. M. F.) "How can I compound the following formula so as to make a clear solution, perfectly miscible with water, and preferably slightly acid when finished? What solvent shall I use and of what per cent. alcohol?"

Phenacetine	64 grains
Salol	32 grains
Caffeine citrate	32 grains
Acetanilid	80 grains
Tartaric acid	16 grains
Sodium bicarbonate	96 grains
Glycerine	4 drams
Spirit of lemon	3 drams
Solvent: enough to make 8 ounces.	

Most of the substances here named are comparatively insoluble in water, but quite readily soluble in alcohol (sodium bicarbonate and tartaric acid form sodium tartrate, which is insoluble in alcohol). Hence, though a clear solution be made with alcohol or diluted alcohol, only a limited amount of water can be added before the various substances are thrown down in their order of solubility. The reaction is not acid, however, as the tartaric acid is completely neutralized by the sodium bicarbonate, only about 18 grains of the latter salt being needed for this purpose. By reducing the quantity of the sodium bicarbonate or omitting it altogether, and using only enough tartaric acid to make the reaction slightly acid, you can make a fair solution of the remaining substance in simple elixir containing about twenty-five or thirty per cent. of alcohol. Upon the addition of much water, however, the phenacetine and acetanilid are thrown out of solution.

Cleansing Cream.

(C. H. R., Jr.)

Oleate of ammonia	2 ounces
Ammonia water	2 ounces
Ether	1 ounce
Benzine	5 ounces
Chloroform	1 ounce

Mix the ammonia water and oleate; shake well and add the ether; shake, and add 5 ounces of benzine; agitate thoroughly. Then add 1 ounce of chloroform shake well. Allow to stand a few minutes and shake

at intervals, when a mixture having the consistency of cream and showing but little tendency to separate will result.

Oleate of ammonia for the above may be prepared as follows:

Oleic acid	1 ounce
Spirit	1 ounce
Ammonia water	7 ounces
Distilled water to	16 ounces

Pour the acid into a bottle; mix the spirit and ammonia and pour into the bottle. Cork tightly, and allow to stand a week or more until saponification is complete.

We have published at various times formulas for cleansing fluids, pastes, etc., similar in composition to the above. Consult the indexes.

Menthol Pencils.

(L. J. K.) The Era Formulary gives this one:

(1) Cacao butter is melted on a water bath with three to four per cent. of pure wax, and the menthol is added to the somewhat cooled mass in the proportion prescribed by the physician—this amounting usually to three or four per cent. By suction it is collected in glass tubes of the required bore—from the thickness of a knitting needle to that of a lead pencil—which have previously been moistened with glycerine, and the tubes are then placed in cold water. After a short time the menthol pencils are removed from the tubes by means of wires or glass rods of suitable size.

(2) Menthol	1 part
Chloral hydrate	1 part
Cacao butter	2 parts
Spermaceti	4 parts

Fuse the latter two together, add the first two, then the mixture can be moulded.

Removing Tattoo Marks.

(G. V.) In further reply to your query, this journal, August 1, 1901, page 131, W. B. Palamountain, San Francisco, Cal., writes: "I tried the plan credited to Dr. Variot two years ago, and, observing aseptic precautions, had excellent results with no suppuration, only a very faint scar, which is now indistinguishable, remaining." I also tried a common ink eraser consisting of tartaric acid and solution of chlorine from chlorinated lime, pricked it in with a set of needles and then applied a strong solution of silver nitrate. The ink was completely removed, but an elevated reddish scar resulted which has not disappeared. This process was more painful than the tannin method, because the chlorine excited a greater inflammation."

Ink Powder in Capsules.

(W. H. B.) Nigrosine or atramine may be employed for the ready preparation of black ink. The pigment in fine powder is simply enclosed in a gelatin capsule and instructions given to dissolve it in a suitable quantity of water to produce the shade desired.

The Era Formulary gives the following formula for an "ink extract," which may be put up in capsules:

Tannin	1 ounce
Dried sulphate of iron	35 grains
Gum arabic	75 grains
Sugar	40 grains
Aniline, water-blue, I. B.	40 grains

Information Wanted.

(A. F. & S.) "Where can we obtain a price list of Ajon, the perfumer, of Paris? Has the firm an agency in this country?" Who can supply the information?

THE POWER IN PRICE TICKETS.

Window dressing is a subject of perennial interest to the retailer, even if it has been talked upon, written upon, and preached upon until it has been pumped dry of everything new it may have at one time possessed.

But there is one phase of the subject which does not receive its proper attention, and while the number of window dressing articles running through the columns of the trade press is legion, one rarely finds any mention of this one point—price tickets.

This is a subject on which a deal may be said, but

it may all be summed up in a comparatively few words, but as there are price tickets and price tickets, it may be well to look at the subject in all its lights.

Of course, it is a recognized fact that price tickets are a necessity, and while a shoe may be ever so invitingly displayed, if it does not tell the people on the other side of the glass just how much it costs, more than half of its power as a business bringer is lost.

Still, price tickets should be used with considerable judgment, for an otherwise extremely attractive display may be easily ruined if the proper kind of card is not used. They must not be too obtrusive, but at the same time must be sufficiently in evidence to insure their being seen plainly. It is a good plan to have the tickets harmonize in color with the general scheme of decoration.

Honesty in price tickets is one of the most important things to keep in mind. There may have been a time, perhaps, when a "marked down" ticket was swallowed by a gullible public and the legend "was \$2.08, now \$1.76" was taken with childish faith.

But all this is changed now. People are growing more cynical on this subject every day, for they have been taken in at odd times by this same scheme, and it behooves the retailer to keep in step with the times.

Of course, if you have a lot of goods you want to get rid of, have a reduction sale, but make a special feature of it. Here's where your newspaper advertising comes into play, for it is sure to bring people to your store if the inducements you hold out are strong enough.

This can be supplemented with a tastily drawn placard in the window where the marked-down goods are displayed, calling attention to the bargain. In that case a "marked-down" ticket might be used to good advantage, although it would be better to group the different kind of goods under a certain price, flat, for all in the group, irrespective of their former prices.

This subject naturally broadens into the question of getting rid of "storekeepers," of which every retailer collects more or less during the course of a year.

Some retailers are opposed to reduction sales, claiming that it hurts their regular trade. Maybe it does, and every dealer ought to have such an intimate knowledge of his trade that he can tell what will hurt it and what will do it good, and he naturally has to be governed by conditions.

To go back to the subject of window dressing, there is one point which it is well to bear in mind, and which a window dresser in a big department store in Philadelphia overlooked. Be on the look-out for accidental effects, for the most elaborately dressed window will lose much of its drawing power if there's something in it striking the observer as incongruous. (Shoe and Leather Facts.)

TRAPA NATANS (Water Nut). The fruit of the water-nut is extensively used as a food by the poorer classes in Servia, and also as swine fodder. The plant usually grows wherever there is standing water, from April to November. The nut has a hard shell of triangular appearance, provided with four sharp thorns. The white kernel is covered with a thin brown skin and including the skin has the following composition (Chem. Zeit.): water 37.19 and 39.71; nitrogenous substances 10.34 and 8.04; fat 0.71 and 0.80; carbohydrates 48.99 and 48.04; woody fibre 1.36 and 1.27; ash 1.41 and 1.24, and P_2O_5 and undetermined 0.56 per cent. The starch granules are, for the most part, elliptical and round, but there are also many irregular granules, some which resemble the nut itself in form. The nut is eaten either in the green or ripe condition.

DETECTION OF SALICYLIC ACID IN WINE.—Ferreira da Silva has pointed out that under some circumstances, ether, like petroleum spirit, will extract from wine a substance which gives the salicylic acid reaction, although not containing that acid. The substance in question is, however, insoluble in a mixture of equal volumes of ether and petroleum spirit. In using the method of Pellet-De Grobert, therefore, the ether should be replaced by such a mixture. (Jour. Soc. Chem. Ind.)

NEWS DEPARTMENT.

NEW YORK AND VICINITY.

WOMAN WORKS CHANGE SWINDLE.

Several druggists on the West side in the vicinity of Hudson and King streets have been flim-flammed the past week by a woman, who is working the old change game. Making a small purchase, she tenders a large bill in payment. She picks up the change, but quickly finds that she has the amount of the purchase in change and does not care to be troubled with carrying a big roll of bills of small denomination. She asks for the bill she first gave offering to give back the change and the amount of the purchase. The courteous druggist usually complies with this simple request only to find that his cash does not come out right for the day's business. While she holds the change in her hand, the woman manages to tuck part of it away, and the druggist seldom counts the money when it is returned to him in exchange for the bill. One tradesman lost \$9, a second lost \$4 and a third is out \$5. The woman is short and undersized and always wears a veil.

Another one of her schemes which has worked successfully is a more simple process. The woman asks for change for a ten, gets two fives and claims that she discovered when she started to leave the store that she had received a five and a one. A more simple case of substitution.

DRUG CLERKS' CIRCLE.

The Board of Directors of the Drug Clerks' Circle held its midsummer meeting August 14 in order to get matters into shape for the regular meetings which begin the second Wednesday in November and will be held every following week at No. 235 East Broadway. The Circle is in a flourishing condition. The dues have been reduced one-half. The report of the director of the Employment bureau, Maurice Zeilten, showed that of 137 positions reported open, the Circle bureau had filled 119, including seniors, juniors and reliefs. The present membership numbers 168.

Before the regular meetings begin in November, the directors will hold another special meeting to revise the constitution in such a manner as to make the Drug Clerks' Circle an organization that will have a voice in the election of the eastern member of the State Board of Pharmacy under the proposed new law, which gives the right of franchise to members of incorporated bodies of druggists. Especial provisions will be made under the revised constitution for the separate organization of juniors.

TRADE AND ASSOCIATIONS IN ATLANTA, GA.

R. S. Palmer, one of the leading druggists of Atlanta, Ga., was in the city last Friday engaged in buying for the fall and winter. Speaking of trade conditions and the general business tone of his section of the country, Mr. Palmer said:

"Business conditions are far better than they were last year at this time, in fact the trade pulse shows a healthier condition than we have seen for several years. Our local association is flourishing. We will send W. S. Elkins, Jr., President of the Georgia Pharmaceutical Association, to represent us at the N. A. R. D. Convention in Buffalo. Representatives from the G. Ph. A. will be George Case of Milledgeville, and Mr. Arrington of Rome.

"We are just beginning to realize the benefits of association of retailers, which were unknown in our section up to the past two years. We are at the present time involved in a suit with the Jacobs Pharmacy Company

cutters, the purpose of which is to test the constitutionality of a law which provides against combinations in any business for the purpose of setting, maintaining or controlling prices. We think that we can show the unconstitutionality of the law."

A MUCH PAINTED STORY.

Some of the daily papers printed a highly colored story last Thursday to the effect that druggist Chas. H. Pleasance, Worcester and West Houston streets, had denied assistance and shelter to a dying young man, Joseph Newark, who had cut the artery in his left wrist while working in a restaurant. A tourniquet had already been put in the wound when Newark was taken to the store. About the only thing to be done was to send for an ambulance or a surgeon. The druggist made the mistake of asking for \$2 in advance before he would send for a doctor. The ambulance was finally summoned and Newark was taken to St. Vincent's Hospital, not in a dying or serious condition, according to the attending physician, but only slightly weakened by the loss of blood. The druggist was severely criticized for his action in demanding a fee before he would send for a doctor. His excuse is that he has been beaten a number of times when he has summoned doctors for emergency cases. He claims that all had been done that he himself could do and that the only thing to be done under the circumstances was to summon an ambulance as he did.

ART COMMITTEE FOR DRUG CLUB.

The Board of Directors of the Drug Trade Club held a short meeting on August 21. President J. L. Hopkins presided. The meeting was called primarily for the purpose of taking measures for the care of the large number of valuable paintings on the walls of the club rooms. Heretofore, the greater part of the work of this kind has been done by President Hopkins. The board took action in Wednesday's meeting empowering him to appoint an art committee from the members of the board. This committee has not as yet been announced. As the duties which will devolve upon it are many and important Mr. Hopkins is very desirous of selecting men who are known to be enthusiasts in the direction of art. From a very modest beginning, the collection has grown to a splendid gallery, being valued at over \$60,000.

A NEW SARATOGA GEYSER.

A new geyser, surpassing in volume and strength of flow any of those at Saratoga Springs has been discovered on the property of the Saratoga Carlsbad Spring Company. The natural flow of the new spring is claimed to be 18,000 gallons daily, the water containing over 2,000 pounds of salts. The boring is 420 feet in depth and the water rises to a height of 40 feet above the surface, being impelled by a 32-pound natural gas pressure. Plans are on foot for the building of a sanitarium and luxurious bath house near the new geyser.

CANADIAN PROPRIETORS' CONVENTION.

The delegates of the Proprietary Association of America, appointed by President E. C. DeWitt, to attend the convention of the Proprietary Artists Trade Association of Canada, which was held in Montreal on Thursday and Friday left for the north August 21. The representatives are H. B. Harding of the Humphreys' Homeopathic Medicine Co., T. L. Leeming, Jr., of the Henri Nestle's Co., and Brent Good of the Carter Medicine Co.

N. Y. S. P. A. COMMITTEES.

Thos Stoddart, president of the New York State Pharmaceutical Association, has appointed the following committees:

COMMITTEE ON LEGISLATION.—Thomas Stoddart, Buffalo, Chairman; W. H. Rogers, Middletown; William Muir, Brooklyn; Felix Hirsman, New York; Gustavus Michealis, Albany; William Muench, Syracuse; S. V. B. Swann, New York.

COMMITTEE ON TRANSPORTATION.—George Reimann, Buffalo, Chairman; Clay W. Holmes, Elmira; M. R. Mandelbaum, New York; Albert Firmin, New York; R. J. Strassenburgh, Rochester; Rufus E. Smith, Syracuse; Heron R. Lawrence, Poughkeepsie; Charles F. Brown, Corland; H. P. Monroe, Dunkirk.

COMMITTEE ON PHARMACY AND QUERIES.—Frederick P. Tuthill, New York, Chairman; Willis G. Gregory, Buffalo; Albert H. Brundage, Brooklyn.

COMMITTEE ON NEW REMEDIES.—Thomas J. Keenan, New York, Chairman; R. G. Eccles, Brooklyn; George C. Dickman, New York.

COMMITTEE ON ADULTERATIONS.—William C. Anderson, Brooklyn, Chairman; Harry B. Ferguson, New York; R. K. Smith, Buffalo.

COMMITTEE ON COMMERCIAL INTERESTS.—Clark Z. Otis, Binghamton, Chairman; George Hahn, Rochester; Julius Hammer, New York.

DELEGATES to National Wholesale Druggists' Association: George J. Seafury, New York, Chairman; S. H. Carragan, Brooklyn; Charles W. Parsons, New York; W. J. Walker, Albany; Charles B. Hubbard, Syracuse.

DELEGATES to National Association of Retail Druggists: Thomas Stoddart, Buffalo, Chairman; William Muir, Brooklyn; Judeon B. Todd, Ithaca; Thomas W. Dalton, Syracuse; Felix Hirsman, New York.

GINSENG CROP BLIGHTED.

Word has been received from Texas County, Missouri, by a local jobber to the effect that the disastrous drouth, which blighted the grain crops of the Middle West, played havoc with the ginseng crop in that section of the country, where almost half of the ginseng in the United States is produced. Not only have the plants withered under the scorching sun and hot winds but seed has been almost wholly destroyed. The loss on one farm, the Millard estate, is estimated at \$15,000 or \$20,000. This is by far the largest farm of the kind in the country. Ginseng seed, which are now worth five cents apiece according to the report from Missouri cannot be found in the Western market in quantities sufficient to insure a crop next year even with favorable weather conditions.

NOTES.

—A number of proprietors and manufacturers recently received a strike order, "calling them out to the centennial outing of the Premiers of the Amalgamated Confederation of Blood Purifiers and Liver Invigorators, Friday, August 16". Among those who received the order were "Grand Marshal" F. L. Perrine, of Hall & Ruckel; "Commander-in-Chief" E. G. Wells, of Pepto-Mangan; "General" Clarence G. Stone, Manager Mellins' Food; "Charge d' Affairs" H. B. Harding, of Humphreys' Homeopathic Medicine Company; "Director" Joseph Leeming, of Nestles' Food; "Boss" Herbert Turrell, of Parke, Davis & Co., and "Admiral" A. Cressy Morrison. The unique invitation was gotten up by G. H. Risley president of the National Remedy Company, who entertained the strikers in royal style at his country home "The Wigwam" at Manasquan, N. J., with a luncheon and musical program.

—A committee of forty chemists, including some of the most famous names in the scientific world, has set a movement on foot to present M. Berthelot, the great French chemist, with a handsome medal in token of their admiration for his untiring and brilliant labors, extending over a period of half a century. Subscriptions of from one to five dollars are asked of all those interested in the movement. The American members of the committee are C. F. Chandler of Columbia University, this city and Ira Remsen of Johns Hopkins University, Baltimore. M. Berthelot was made one of the forty "immortals" of the French Academy of Sciences last May.

—Lehn & Fink have secured the services of E. H. Powell, who formerly traveled for the Requa Manufacturing Company. W. W. Creswell has returned to Texas after a stay of ten days at the home office. Wellington Bond, the firm's eastern Pennsylvania representative was in the city last Thursday. R. R. Lampa has returned from his vacation and F. Ehrman, Jr., has gone to the Catskills for an outing.

—The Committee of Arrangements for the jubilee anniversary of the New York Deutscher Apotheker-Verein has begun preparations for the big celebration to be held October 1st to the 3rd. The program of speakers and toasts at the banquet on the 1st and that for the "Kommers" on the 3rd will shortly be ready for publication.

—A new corporation is the United States Army and Navy Tablet Company of this city. The capital is \$300,000 and the directors are: Abraham Meyers, Chas. Meyers and William E. Hardt of New York City. The company is designated as a manufacturer of patent medicines and chemicals.

—Advance registration at the New York College of Pharmacy indicates that the incoming classes will be much larger than those of last year. The laboratory and apparatus are being put into condition and furnished for the opening of the college year next month.

—At a meeting of the executive committee of the Jersey City Druggists' Association, held last week it was decided to send a delegate to the Buffalo Convention. The first regular meeting of the association was set for the second Tuesday in September.

—W. J. Lanterman, who has been with Dr. W. H. Kneivitt of Rutherford, N. J., has resigned his place to accept a position as traveling salesman with John Wyeth & Bro. of Philadelphia. He will cover Central Ohio, his headquarters being at Springfield.

—P. C. Candius of Mobile, Ala., has been in the city laying in a stock of goods for a large retail store which he will open in Mobile this fall. Mr. Candius retired from business only a short time ago. He is a member of the Alabama Board of Pharmacy.

—A new corporation is the Bergen County Pharmacal Company at Rutherford, N. J. The company will begin business about Oct. 1 under the management of F. A. Schradley who was formerly with C. O. Bigelow of New York.

—Among well-known Southern druggists who were seen in the drug section this week were J. W. Hollan of Troy, Ala.; J. N. Knight and W. T. Knight of Knight's Pharmacy, Savannah, Ga., and Dr. E. B. Norton of Birmingham, Ala.

—Dr. John B. Wood and Frank Scott, both prominent in the drug business in Kansas City are visiting in New York. They were the guests of W. B. Kaufman of Parke, Davis & Co. at the Drug Club last Thursday.

—R. W. Robinson & Son, wholesale druggists, 224 Fulton street, have been working with a short force the past week, losing no less than seven men as a result of sickness, injuries and vacations.

—The Manhattan Pharmaceutical Association has issued a neat pamphlet, containing the articles of incorporation, the constitution, officers, committees and a list of members, who are in good standing.

—Dr. J. W. Wainwright, with Victor Koechl & Co., No. 122 Hudson street, has returned from a vacation of two weeks, spent at Block Island, Newport, Narragansett Pier and other resorts.

—John S. Wells, druggist and dealer in fancy goods at Danville, Ky., is spending his vacation in New York getting a line on the markets with a view to buying for the fall and winter.

—Joseph Well of Well & Ryder, dealers in drug sundries, Kansas City, Mo., was in the city several days last week. He is making a business trip through the East and South.

—Among out-of-town druggists who have been in the drug section the past week were C. Kervan of White Plains, N. Y. and F. A. Leeman of Perth Amboy, N. J.

—M. J. Breitenbach, of the Pepto-Mangan Company, No. 53 Warren street, has returned from a three week's outing and fishing trip at Thousand Islands and in Canada. He says that the sport was splendid and bronzed face and arms show how much he enjoyed his vacation.

—W. M. Colwell, of the Osborn-Colwell Company, No. 46 Cliff street, left on Monday for a trip West in the interests of the firm. Prof. I. V. S. Stanislaus, with the same company, spent three days at the Pan-American last week.

—M. R. Thurlow, local salesman of Fox, Fultz & Co., who with his wife has been spending a three weeks' vacation at Cutler, Me., has returned to resume work.

—George M. Dorrance, No. 221 Fulton street, left on Monday for a business trip to Boston, calling on the trade in the New England territory.

—Frank P. Healey, a Hartford, Conn., druggist, has filed a petition in bankruptcy. His liabilities are \$2,173.96 while his assets schedule at \$372.71.

—Gustav Pfingsten, No. 12 Pearl street, has been chosen toastmaster for the banquet of the Deutscher Apotheker-Verein in the jubilee celebration.

—B. Mishking, pharmacist, of No. 56 Jefferson street, left for Saratoga with his wife and two children to enjoy a vacation until September.

—William Allen, with the Morrisson-Plummer Company, of Chicago, is spending his vacation in the East. He was in the city August 24.

—Joseph Mathias, manager for James B. Horner, No. 3 Platt street has left on a fishing trip into Canada. He will be gone two weeks.

—Eleven new members have been elected to membership in the Drug Trade Club. This leaves but about seven on the waiting list.

—Major James B. Horner, who has been traveling in Canada, the Northwest territory and on the Pacific Coast returned August 20.

—Col. E. W. Fitch of Parke, Davis & Co. is away on his annual two weeks' vacation, which he is spending at Digby, Nova Scotia.

—Mr. Brandruff of Brandruff & Hedges, a retail druggist at Piqua, Ohio, has been in the city for several days laying in a fall stock.

—H. A. Cassabeer, a pharmacist at Seventy-second street and Columbus avenue, is renovating, painting and refitting his store.

—A new homeopathic pharmacy will be opened at an early date at No. 634 Columbus avenue by Messrs. Boerliche and Tafel.

—Isaac V. S. Hillier, secretary and treasurer of the R. Hillier Son Co., has returned much benefited by his two weeks' outing.

—P. A. Roby, of the Evergreen Chemical Company, 130 Fulton street, has returned from a business trip through Pennsylvania.

—E. Sher, who formerly kept a store at Attorney and Delancey streets has removed to Ninety-ninth street and Park avenue.

—H. P. Grimm, a prominent pharmacist of Aurora, Ill., has been in the city the past week laying in a fall and winter stock.

—Alex J. Silverman, Brook avenue and 147th street is away on three weeks' outing at Morristown, N. J.

—I. P. Stanton, a New Orleans pharmacist, is in the city with a view to buying fall and holiday stock.

—Max Weil, with W. L. Strauss & Co., left on the 21st for an eastern trip to Boston and Portland, Me.

—S. H. Carragan of Parke, Davis & Co., spent several days in Rochester last week for the company.

—Benjamin Halpin, president of the Drug Clerks' Circle is spending his vacation in the Catskills.

—H. N. Clarke, a leading pharmacist of Cornwall, N. Y., was a guest at the Drug Club on Saturday.

—John Molloy, with McKesson & Robbins, is enjoying a vacation at Sayville, L. I.

—O. M. Reid, with McKesson & Robbins, is back from his vacation of two weeks.

PROGRAM FOR N. W. D. A. CONVENTION.

The Committee on Arrangements and Entertainment for the convention of the National Wholesale Druggists' Association at Old Point Comfort has made a report embodying the program for the meeting and providing for the care and entertainment of the large number of delegates and friends, who are expected to be present. Headquarters have been established at the Hotel Chamberlain, which will be given up to the accommodation of the N. W. D. A. and its friends. The committee suggests that it is desirable to engage quarters in advance. This can be done by addressing Chamberlain Hotel, Old Point Comfort, Va.

The ladies' division of this committee has been especially active. A large attendance of ladies is assured for this meeting and the committee has made an effort to provide for them one continual round of pleasure. Every member in attendance is urged to bring one or more ladies in order to make use of the entertainments that have been prepared for the occasion. Among the most interesting of these will be the trip on the James River, passing over the historic waters of Hampton Roads and viewing many points of great interest in the history of the country. The site of Jamestown, the first permanent English settlement in North America, and the place of establishment of the first "Apothecary" will be visited. These points of historic interest will be pointed out and commented on through a megaphone.

The official program for the meeting is as follows:

Tuesday, October 15.—First session, 10:30 a. m.; Afternoon, second session, 2:30 p. m.; Dress Parade, Fortress Monroe, 5 p. m.; Evening, President's Reception, 9 p. m., and hop, Chamberlain Hotel.

Wednesday, October 16.—Third session, 10 a. m.; Afternoon, Trolley Ride, 3 p. m., visiting Soldiers' Home, Normal School at Hampton and St. John's Church; Evening, entertainment at hotel by Po-K Miller, cake-walk, etc.

Thursday, October 17.—Fourth session, 10 a. m.; Afternoon, fifth session, 3 p. m.; Evening, Banquet at hotel, 7 p. m., to which ladies are invited to be present.

Friday, October 18.—9 a. m. sharp, trip up James River on steamer "Pocahontas" to Jamestown.

A Profitable Line of Cigars.

It will pay all druggists who carry c-gars and who wish to increase their business in this line to take advantage of Chas. Jacobs & Co.'s special offer on another page of this week's Era. Already a great many druggists in all parts of the country are handling these goods, and many have written strong letters to Chas. Jacobs & Co. endorsing their Havana specials and other brands of cigars as possessing quick-selling and customer-satisfying qualities. Some of these letters have been published in recent issues of the Era. Druggists who carry Jacobs' brands of cigars find that they are business-bringers and that they afford a sure means of increasing the profits of this department of any drug business. The manufacturers will ship any amount to suit the convenience of the retailer and pay express on first shipment. Further, they ship all goods on approval, to be returned to them at their expense if not found positively the best ever sold at so low a price. Any responsible dealer who will write for them will receive free samples of these goods. Address Chas. Jacobs & Co., 353 E. Seventy-eighth street, New York.

Carter's Smartweed Co.

The Brown Medicine Co., of Erie, Pa., the proprietors of Carter's Ext. Smart Weed and Carter's K. & B. Tea, have changed their name to Carter's Smart Weed Co. The object of the change is to more thoroughly identify its corporate name with its principal article of manufacture. A generous appropriation has been set aside to advertise and extend the sale of Carter's Ext. Smart Weed and Carter's K. & B. Tea. The company proposes to boom these two medicines.

—The "German Homeopathic Pharmacopoeia" is the title of a recent publication by the Apotheker-Verein of Germany. Its object is to bring about a uniform practice of homeopathic pharmacy. It is compiled in the style of the German Pharmacopoeia.

IN AND ABOUT BOSTON.

ADVERTISING THAT HAS PAID A PHARMACY

Boston, Aug. 24.—Some weeks ago the Columbia Company, in Munroe street, Lynn, (formerly the Walker-Rintels Company's pharmacy in that city) placed a fine new bicycle in its principal show window and set the wheels a-going. They were to run so many hours a day for a certain number of days, in all several weeks, and purchasers of even the smallest things at the pharmacy were given the privilege of guessing the number of miles which the revolving of the wheels should register. The person fortunate enough to come the nearest to the correct number was to receive a fine reward. The wheel has just been brought to a stop, and the registration proved that 6,711 and 3-10 miles were recorded. The fortunate winner of the reward is a man named Fred G. Glines, who made a guess of 6,711 miles. He had more than 200 guesses and had registered one of 6,710 and another of 6,712 miles. Mr. Glines worked on a system of his own, so he says, and the correctness of this was proved by his success. He also turned in the largest number of purchase checks of any customer. He was given an order for tickets to the Pan-American Exposition at Buffalo and return, and \$25 in gold. He likewise receives a new bicycle. The clerks in the store had no small work in going over and assorting the 60,000 guesses which were registered. It all has proved an excellent drawing card for trade at the pharmacy.

TRADE SEASONABLE AND WITHOUT FEATURE.

Boston, Aug. 24.—While no one is found to be grumbling in the least because of lack of active trade this week, several have said in effect that they could do more and not get tired. It has been a time of only fair, seasonable business, but there is sure to be a change soon, when the early part of September will bring back to Boston and surrounding places large numbers of families, at about the time that schools open for their fall terms. Till then, as one leading man sized up the situation, there will be only moderate business. No special life marks the week, as applied to the general list of drugs and chemicals, and these are without any notable feature, unless the lower rate on cocaine be looked at in that light. For this season of the summer time the sales of chemicals are felt to be rather satisfactory. A fair amount of trading goes on in dyestuffs and tanning materials with lack of real activity and without changes of prices of any moment. Alcohols are in a bit better demand than they were a short time ago, especially grain.

PHARMACY CHANGES OWNERSHIP.

Boston, Aug. 24.—After a long and honorable existence of more than two score years, the Garland Pharmacy at Gardner passes into new ownership. The store, which is situated at the corner of Pleasant and Parker streets in that town, has been bought from Dr. Guy W. Garland by Dr. George B. Underwood and Roy D. Judd. The store will continue to be known as the Garland Pharmacy. Exactly the same force of clerks will remain in service under the new owners. The business will be managed by Mr. Judd, who has been the manager for Dr. Garland for some time. The Garland Pharmacy is one of the oldest of its kind in this section of Massachusetts, being established April 1, 1860, by Dr. R. P. Andrews. Dr. Garland, the retiring owner, purchased the property in 1872. He will devote the remainder of his life to his property interests in Gardner.

NOTES.

—Just as Frank L. Wiswell, a clerk at the Choate drug store under the Revere House, Bowdoin Square, was about to close that place at midnight, on Monday of this week, a man entered and complained that he was suffering from cramps in the stomach. He fully described his ailment to the clerk and asked for something to relieve his pain. Mr. Wiswell sized up the man's conditions and decided that a dose of ipecac ought to benefit him. This was given the stranger, who thereupon went out upon the sidewalk, where he had an ill turn afterward falling

unconscious in the street. He was taken to the station house nearby, where he died almost immediately. The physician who was summoned stated that death was due to heart failure.

—The stock and fixtures of Willcomb's Pharmacy, on Harvard street, near the Village Square, Brookline, have been sold by auction. The Brookline National Bank, which long has occupied the adjoining place in the same block finds need for the premises occupied by the pharmacy, and therefore has leased the store to enlarge the bank's quarters. Samuel Siskind, now having a drug store at 1277 Tremont street, this city, formerly conducted the Brookline Pharmacy, after which it was closed for a time, when Mr. Siskind moved into town, and later was opened by Mr. Willcomb.

—Among the cases soon to come up in the Superior Court at Fitchburg is that of Loren B. Walker of Clinton, who as superintendent of streets, was fined \$15 in the district court in that town (and appealed) for removing from its position over the door of H. B. Merchant Co.'s drug store in Clinton a large mortar which it had been the custom to light at night with many small electric lights. It was claimed by the defendant, Superintendent Walker, that the mortar came under the head of "signs obstructing or overhanging public sidewalks."

—Extensive repairs and renovations are under way at William D. Wheeler's pharmacy at the corner of Massachusetts avenue and Beacon street, in the Back Bay section of this city. The front of the store is undergoing a change in appearance, with fine large show windows put in and with an elaborate, ornate doorway. When entirely completed, the improvements will make the pharmacy one of the finest in Boston.

—Some changes are being made in the Boston Emergency Hospital, whereby the main operating room is removed to a larger place and the former operating room is now converted into two medical rooms for the use of physicians and surgeons. The pharmacy department is much bettered by these changes and will now be convenient in every way.

—Hugh R. Gray, one of the druggists in the South Boston district where he has a pharmacy in West Fourth street and an interest in still another store in West Broadway, while at Nantasket Beach recently, rescued from drowning a woman weighing fully two hundred pounds. He modestly disclaimed any special credit for what he had done.

—Z. W. Sturtevant, who has been connected with C. I. Hood & Co. for many years, has left that company and with Frederick Conant and C. W. Tromblay has started a new corporation in Lowell, Mass., under the name of "The Zopher Company," which will engage in a wholesale, retail and manufacturing business.

—Thomas M. Pengilly, who for a long time had a drug store at 2821 Washington street, in the Roxbury district, has removed from there to a new location a little further along in the same thoroughfare, at the corner of Marcella street, which is a much more advantageous location for the drug business.

—Frank Broad, one of the popular druggists of Lynn, unfortunately continues to remain ill at his home in that city. It is many weeks, now, since Mr. Broad's illness first began. He is receiving much sympathy from members of the trade, traveling men and others who know him.

—Joseph Joyce, who has been a clerk in Donovan's pharmacy in Lawrence, has given up his position at that place to join the United States Cavalry and already he has left for Texas, on the frontier of which he has been assigned to duty.

—W. C. Merriam has taken a position at Pero's drug store at Indian Orchard, where he succeeds Charles W. Penney, who resigned and who now is enjoying a vacation at his home in Mill River.

—While riding her bicycle recently, Bessie Adams, the little daughter of C. M. Adams, a druggist at West Medway, fell off and broke her collar bone.

—Ralph Newton is a new clerk at the pharmacy of E. M. Ellis, at Stockbridge. He comes from Gardner.

PHILADELPHIA.

SATISFACTORY TRADE CONDITIONS.

Philadelphia, Aug. 24.—The "midsummer dullness" is still with us and business continues quiet and steady. There has been a slight epidemic of colds somewhat resembling influenza in symptoms, for which a good sale of quinine and similar popular remedies has been made during the week. Soda water continues to maintain its reputation as the best single stand-by of the summer, while "sundries" keep in good demand. Prescriptions averaged higher this week than for a month past, mostly for bowel and summer complaints. Residents of certain sections of the city are just now being tormented with a plague of fleas, the small, black "sand fleas," which have swarmed over blocks at a time and have made life miserable for the unfortunate dwellers therein, breeding in carpets and rugs and defying all ordinary means of extermination. Consequently, the sales of insect powders and insecticides have been larger throughout the city than for many years and druggists are reaping good profit.

Having nothing else in particular to do, a canvass of the city was made recently by the Era representative here, in order to get some pointers as to the general state of business, representative druggists of each section being asked for an opinion on the subject. Much to his surprise, the investigator found that there was a very general verdict that trade was better this summer than for several seasons past, this in spite of the increasing exodus of summer tourists from the city. While things have been rather quiet, the average daily sales have yielded a fair profit, trade holding steady and constant in volume and sufficient to keep most retailers fairly busy, and this trade has been mostly in such lines as pay well. This is not saying, though, that everybody has been busy this summer, for there are a number of stores in localities where there is a general exodus of dwellers to summer resorts from June to September, and here business has been pretty dull, indeed, almost every store feels the loss of steady customers, but even such stores have done a better business than usual. Taking it all in all, Philadelphia druggists have reason to be grateful for the better conditions now prevailing and for the bright outlook for the future. Another discovery made in this canvass was that there is more harmony, good feeling and willingness to work together displayed by the retail druggists of this city than has ever been the case—for which good condition the P. A. R. D. deserves wholly the credit.

A CHANCE FOR CHEMISTS.

Philadelphia, Aug. 24.—The recent disastrous oil fire at Point Breeze has set the minds of many to speculating as to the possibility of discovering some preventive of such conflagrations in the future, and it is said on excellent authority that the Standard Oil Company will pay well for any device that will be effective and not too expensive. The problem, as put by a prominent chemist here, is to find some substance, liquid or solid, that is lighter than benzene, naphtha or coal oil, and which is non-combustible in itself and will not decompose so as to support combustion. Such a substance could be kept in a layer a foot or so in depth floating on the oil or benzene, thereby keeping it from contact with the oxygen of the air, and if the oil should become inflamed by any possible chance the fire would be at once smothered. It would be almost impossible for a tank of oil to be set on fire if such a preventive was in use. In such a vast conflagration of oil as this fire all ordinary means for controlling it are worthless, the only thing possible is to let the oil burn itself out and meanwhile keep as much surrounding property as possible from catching fire from the heat. Bearing in mind the well-known efficacy of carbonated water in extinguishing fire, it would seem that here is a chance for the druggist to get up some device for supplying a sufficient quantity of highly charged water to smother an oil fire in its incipency; if any one can solve the problem the trials of the retail drug store need trouble him no more—there's a fortune in it.

DEATH OF A WELL-KNOWN DOWN TOWN DRUGGIST.

Philadelphia, Aug. 24.—E. J. Finnerty, Jr., a well known down town druggist, located at Eighteenth and McKean streets, died on Wednesday last of typhoid pneumonia, after a short illness of only a week. The death was a shock to a wide circle of friends, for Mr. Finnerty was quite prominent in local political, religious and beneficial society circles. He was a member of several organizations and a leading member of the local Democratic party; he was also an active member of the Philadelphia Association of Retail Druggists, being a member of the Executive Committee until recently, when he was compelled to resign on account of ill health. Mr. Finnerty had been in business in the neighborhood of Eighteenth and McKean streets for about seven years, previous to this time he was manager of Nebeker's Pharmacy, at Twelfth and Ellsworth streets. He was born in England thirty-nine years ago, and came to this country when quite young. He leaves a family of a wife and six children. The funeral took place this morning, interment being in Holy Cross Cemetery, representatives of the P. A. R. D. and other organizations being in attendance.

NOTES.

—Quite a tempest in a teapot is going on in Ambler over the question of electric lighting of the town. Dr. Richard Mattison, whose plant is located there, is owner of the electric light works and has refused to furnish lighting to the town at the price the borough members of council think should be enough, so there is a deadlock over the question while the residents go about in the dark at night time. Small politics is playing a big part in the squabble, there being a faction opposing Dr. Mattison, in spite of the fact that the works of Keasbey & Mattison have made Ambler what it is and gives employment to a large part of its population, and that it is due to the doctor that the pretty little town has become such a flourishing suburb.

—J. C. Perry, chairman of the Executive Committee, P. A. R. D., has just returned from a short trip to Ocean City with a stock of choice "fish stories" for his friends. A jolly party of Philadelphia druggists were out up the Inlet Tuesday, and it is said that they had almost as good luck getting fish as they have in persuading retailers to "come into the fold" and help out the N. A. R. D. The luckiest in the party were Messrs. Perry, F. W. E. and L. S. A. Stedem, H. J. Morse, Chas. Leedom, W. W. Chalfant, D. J. Thomas (of Scranton), and Mr. Small, an Indiana druggist.

—Dr. A. S. Erney, for some time located at Sixteenth and Ritner streets, has sold his branch store at Twenty-first and Reed streets to H. M. Ueberroth, of Bethlehem, who took possession this week. The store is one of the neatest and prettiest of down-town stores, and is in a good location.

—Thomas Russell, a chemist in the employ of Powers & Weightman, was overcome by sulphuretted hydrogen in one of their laboratories at Ninth and Brown streets last Wednesday. He was found unconscious by a workman, and was taken to the hospital at once, where he was soon revived.

—A jolly party of local druggists was taken down to Delaware for a sail recently by J. Roffetts, one of G. D. Feldt's city salesmen, the trip taking in the river as far down as Chester. Among the party were Messrs. C. W. Shull, W. L. Cliffe, H. J. Siegfried, Chas. Rehuss and several physicians from the northeastern section of the city.

—Among local druggists who have signified their intention of attending the convention of the American Pharmaceutical Association at St. Louis are Prof. C. B. Lowe, Messrs. W. L. Cliffe and Stedem and probably Dr. C. A. Weldermann also. Prof. Lowe will be chairman of the delegation representing the P. A. R. D.

—D. E. Bransome, city representative of Johnson & Johnson, the manufacturers of surgical dressings, is off for his vacation, and there has been an exodus of fish to the depths of the sea to escape his rod and line. Mr. Bransome holds the record for sea bass up to date.

—A. C. Smith, of the Miller Drug Company, has taken a cottage for his family for the summer at Sea Isle City and manages to spare considerable time away from business at this pleasant resort.

—Alfred D. Evans, a well known Connellsville druggist, committed suicide last Tuesday with cocaine. Business worries are supposed to have been the cause of the unhappy man's act.

—Howard B. French, of Smith, Kline & French Company, and family, have left for a visit to Canada after a short stay at Buffalo, to take in the Pan-American Exposition.

—J. L. Smart is soon to open a drug store at Twentieth and Wharton streets, which will be fitted up in modern style with handsome fixtures and a fine soda fountain.

—Wm. P. Bender, who has been located at Eighteenth and Morris streets for some time, is spending a vacation week at Ocean City, N. J.

—Mr. Massaur, head clerk at Keenan's Fifteenth and Ritzer streets store, has just returned from a vacation trip to the seashore.

—Mr. Ross, city salesman for Geo. D. Feldt, is spending his vacation at Cochranville, a village in the mountain section.

BALTIMORE.

TRADE LESS ACTIVE.

Baltimore, Aug. 26.—The past week has not been characterized by exceptional activity. In fact, the volume of transactions showed an appreciable reduction, especially with respect to the local dealings of the jobbers. The manufacturers were kept fairly busy in the laboratories, but the selling departments were by no means rushed. The movement up to date, however, is far ahead of last year and the total for 1901 will from present indications be found to constitute a new record. The feature of the market for botanicals is the remarkable drop in the price of prickly ash berries, which has gone down from \$2 to 40 cents per pound. Other staple articles are either stationary or advancing. This latter observation applies to oil of sassafras and nearly all the other essential oils. Whether prickly ash will reach previous figures depends entirely upon the condition and volume of this year's crop. The gathering time is now about over and dealers will soon know where they stand. If the offerings happen to be smaller than has been anticipated a rise will shortly take place. In fact, the present figures are not likely to be maintained long, being abnormally low. The movement of heavy chemicals continues to be about normal, and there is an absence of special developments in the retail trade.

A Druggist's Travels.

Baltimore, Aug. 24.—Among the visiting druggists in Baltimore this week was A. C. Taylor, of Elliptic City, who has just returned from an extensive trip to Nova Scotia. Mr. Taylor was induced to travel by the precarious state of his health. He had been ill for some time and grave fears were entertained for his recovery, when he decided to try the benefits of a more bracing climate and new scenes. The results justified every expectation. Mr. Taylor, during his stay in Northern latitudes, not only shook off the debilitating effects of the malady which had afflicted him, but regained his old-time vigor. When he presented himself in Baltimore after his return his robust appearance occasioned general surprise, and he was commonly pronounced a most convincing demonstration of the healthfulness of Nova Scotia's weather.

MARYLAND COLLEGE OF PHARMACY.

Baltimore, Aug. 24.—The several halls and lecture rooms of the Maryland College of Pharmacy on Aisquith street are undergoing a thorough renovation preparatory to the commencement of the fall and winter work. Painters and decorators are busy to give the interior of the building an attractive appearance, and the laboratory equipment will also be amplified. The fall examinations for admission to the senior class will be held on September 26 and 27, while September 25 will be devoted to the examination of candidates for matriculation. October 1

is fixed as the date for the beginning of lectures, the senior preparatory class getting to work on the following day, while the studies in the junior pharmacy laboratory will not be under way until two days later. From present indications the classes will be the largest in the history of the institution.

NOTES.

—Among the out-of-town druggists here last week were Charles Franzoni, of Z. D. Gilmore, Washington; Dr. Thomas H. Williams, of Cambridge, Md.; Charles H. S. Henry, of Cambridge, Md.; J. N. Simonson, of Crisfield, Md.; Capt. Thomas G. Forwood, Belair, Md.; A. H. Melhorn, Hanover, Pa.; W. E. Snelling, Norfolk, Va.; Mr. Anders, of the L. H. Dillman Drug Company, New Windsor, Md.

—George L. Muth, senior member of the wholesale drug firm of Muth Bros. & Co., East Fayette street, has been traveling in the West with several relatives since the early part of this month. He has now arrived at the Pan-American Exposition and reports that he is having a good time. His return is looked for this week.

—A small fire occurred on the morning of the 21st inst. on the first floor of 316 Dover street, one of the manufacturing buildings of Sharp & Dohme. The fire was discovered by William A. Herman, the watchman, who turned in an alarm, the flames being extinguished before they had assumed destructive proportions.

—After an interval of two months the Wedgewood Club will resume its monthly social sessions with a dinner at Electric Park this evening. The members will attend the variety performance at the park and afterward enjoy a feast. J. S. Parr will act as president and Owen C. Smith as secretary pro tem.

—Mr. Schwarzenbach, until recently clerk in the drug store of M. B. Blum, Madison avenue and Wilson street, has gone with druggist Stewart, at the corner of Hanover and Camden streets.

—John P. Sullivan, a retail druggist at the northeast corner of Carey and Mulberry streets, is off on a vacation trip to Atlantic City, the first he has taken for a number of years.

—Nicholas Hess, for some time past in the employ of druggist N. T. Lang, Fulton and Frederick avenues, has accepted a position in the store of J. F. C. Klepper.

—Among the members of the Old Town Merchants who went on a trip to Buffalo was Gus Woltreck, a popular retail druggist of that part of the city.

—J. R. Cullen, who sold his drug store at Catonsville some time ago to W. E. Piquett, has bought it back and will continue the business.

—The American Artificial Leg Company of Baltimore has been incorporated at Dover, Del., with a capital stock of \$100,000.

—William J. B. Duncan, a druggist of Alexandria, Va., was married on the 15th inst. to Miss Georgia Idensen of Washington.

—A. M. Tumbleson, a retail pharmacist at the corner of Biddle and Eden streets, has been quite ill, but is now on the mend.

—Joseph Graham has resigned his clerkship in the pharmacy of A. E. Bowman, Preston street and Greenmount avenue.

—Druggist William A. Otto, of Eager and Ann streets, has gone to Ocean City for two weeks.

An ingenious little device is the Klip Klip, the new pocket manicure instrument advertised by the Klip Klip Co., Dep't A., Rochester, N. Y. This unique little toilet article trims, files and cleans the nails, and keeps them in perfect condition. It is made of silver steel, nickel plated, and retails at 25c. It is sold to the dealer at a price which gives him a liberal profit, and has but to be shown to the customer to make an easy sale.

CHICAGO.

EXECUTIVE BOARD MEETS.

Chicago, Aug. 24.—A meeting of the Executive Board of the Chicago Retail Druggists' Association and of the officers of the several auxiliary associations of the city was held last week at the Sherman House. Reports from the several districts were heard. The conduct of breweries in selling their malt products to customers direct who had been secured through the efforts of the druggists, was adverted to and the fairness of the Pabst Brewing Company, of Milwaukee, in this respect received favorable comment. The sale of brick ice cream by manufacturers was also discussed and the president of the association agreed to take the matter up with one of the large companies and determine if a satisfactory arrangement to all concerned may not be reached.

Since the last meeting of the C. R. D. A. the following sums of money have been received: Twenty-second district, dues, \$12.00; second district, donation, \$79.00; fifteenth district, dues, \$6.00; same, donation, \$19.00; eighteenth district, donation, \$12.00; seventh district, additional donation, \$4.00; twentieth district, additional donation, \$9.00; twenty-first district, donation, \$45.00; eighteenth district, donation, \$142.00; fifteenth district, donation, \$22.00; first district, donation, \$100.00.

Business Fair.

Chicago, Aug. 24.—The conditions have remained normal during the past week. There have been one or two local changes in the retail trade and several orders in the nature of stock orders were taken by the jobbers.

Trade is normally active on all staple goods and sundries. Pharmaceuticalers are moving quite freely and the manufacturers are looking forward to an increased business in the fall.

NOTES.

—In a recent interview published this week in a local paper, John I. Straw, vice-president of the C. R. D. A. and local organizer, stated that the organization of druggists all over the city is now complete and anyone who refuses to be good will be put on the cut off list. Apropos of the above the following sign in the window of a downtown drug store may be interesting: "We Don't Belong to the Trust. We Run Our Business to Suit the Masses, Not the Drug Trust!"

—Frederick J. Schroeter, well known to Chicago druggists as the city solicitor for the J. W. Sefton Manufacturing Company, makers of paper boxes and cartons, has been elected Eminent Commander of the Chevalier Bayard Commandery, Knights Templar, and leaves soon with his commandery for the Louisville convolve.

—It may not be generally known, but such is the fact, that a leading cigar importing house in Chicago has leased the cigar privileges in twenty of the most prominent drug stores of the city, paying from \$2,000 to \$6,000 a year for the privilege and furnishing the necessary clerical help to run the cigar counter.

—H. Bowman of Oakland, Cal., a former early druggist of Chicago, has recently sent an account to the historian of the Chicago Veteran Druggists' Association of the drug stores of the early forties, including a description of their interior and exterior and several brief character sketches of early druggists.

—Walter H. Gale, president of the Illinois Pharmaceutical Association and of the First Auxiliary District Druggists' Association of Chicago, is spending the later part of the summer with his parents in Pasadena, Cal., where they have a large fruit farm. Mr. Gale will return August 31.

—Albert E. Ebert, the Chicago member of the Transportation Committee, A. Ph. A., is distributing circulars regarding the coming meeting next month through the various wholesale houses of the city. A full attendance of Illinois druggists at St. Louis is earnestly desired.

—John Blocki, of the Chicago Veteran Druggists' Association, has a project in charge to convey that association in a body to the meeting of the American Pharmaceutical Association, to be held in St. Louis next month.

—T. C. Ballard, manager of the sundries department

of Morrisson, Plummer & Co., just returned from a visit to La Crosse, Wis., where he attended the meeting of the Wisconsin Pharmaceutical Association last week.

—A. A. Cuiver, formerly a member of the Illinois Board of Pharmacy and a prominent druggist of Mokena and Danville, Ill., is now located at Orionville, Minn., where he moved some time ago with his family.

—George A. Graves, president of the Chicago Retail Druggists' Association, has gone to Wisconsin to indulge for a few days in the art piscatorial and is expected to tell some whoopers when he returns.

—The many friends of Wilhelm Bodemann of the Board of Pharmacy will be pleased to learn that he is rapidly recovering from a severe attack of pleuro-pneumonia. He is expected at his store next week.

—Prof. C. Lewis Diehl, Louisville, Ky., has been in Chicago several days. He was called here on account of the serious illness of his sister. He returned to Louisville this evening.

—The next meeting of the Illinois Board of Pharmacy will take place in Chicago about the middle of next month.

—Newton P. Williams, of Evanston, Ill., a well known druggist of that suburb, has sold out.

PITTSBURG AND VICINITY.

DRUG TRAVELERS' CLUB.

Pittsburg, Aug. 19.—An effort, which bids fair to be successful, is being made to establish a Drug Travelers' Club in Pittsburg. The want of such an institution has long been felt, and is especially great now that so many pharmaceutical traveling men are making their headquarters here. The matter is in charge of local men representing houses situated here, and it is proposed to secure a membership of one hundred. The club will be conducted on modern principles, and embrace all the features of an up-to-date organization.

NOTES.

—Druggist F. L. Fry, of Manor, Pa., who manages a crack amateur base ball club of that place, was in Pittsburg last Saturday, enroute to Homestead, where his team was playing.

—The firm of Flotow & Gross, druggists of Meyersdale, Pa., has been dissolved. Mr. Gross continues the business, having purchased his partner's interest.

—Druggist C. C. Gans, of Freeport, Pa., will give up the drug business this fall and begin the study of medicine at the University of Pennsylvania.

—D. Morrison Dempster, of W. J. Gilmore & Co.'s city force, has returned after a two weeks' vacation trip along the coast.

—W. J. Gilmore, accompanied by his family is spending a brief vacation in looking over the Pan-American Exposition.

Jobbers Throughout the U. S. Carry a Full Line.

Druggists will be pleased to learn that Dr. Frances H. Drew, proprietor of Mrs. Dr. Drew & Co.'s famous remedies, whose Head Office and Laboratory has been located at Lowell for twenty-three years, Boston office, 175 Tremont street, has placed her full line of remedies, which have been used in her private practice for many years, on the market to be handled by druggists, owing to the increased demand for them. The Eastern Drug Co., Carter, Carter & Meigs, Gilman Bros., Weeks & Potter Co., Maine jobbers and all wholesalers and jobbers throughout the United States, carry a full line of her famous remedies. Dr. Drew's remedies are highly endorsed by some of America's most eminent men and women and skillful physicians; they are said to be the most complete line on the market, and are having the largest sales. Mrs. Dr. Drew & Co. are to do extensive advertising the coming season, and will furnish druggists with cartons, banners, literature and attractive window advertising matter free of charge upon application. Druggists wishing to know further about the remedies should write direct to Mrs. Dr. Drew & Co. for full information. Special discount given to druggists ordering in one-half and gross lots of one item or assorted.

THE NORTHWEST.

DRACHMS AND DRAMS.

St. Paul, Minn., Aug. 23.—Not even the Klondike, Galconda, or Texas, Standard or any other old oil, it would almost seem, is a greater wealth-giver than the drug business in the prohibition state of North Dakota. The Minneapolis Journal the other day printed a resume of the operations of the "dry" statute in the Flickertail state, and here is an extract:

"The drug store has usually been a prosperous mercantile enterprise in North Dakota since the disappearance of the saloon. The idea of prohibition is to prohibit the sale of liquor as a beverage. As a medicine it goes. The drug store can supply liquor to persons making an affidavit that they require it as a medicine, the affidavit to contain the name of the particular ailment for which it is required. These affidavits are filed with the county authorities.

"It is but fair to say that many of the drug store proprietors deprecate the prominence which liquor has attained in that traffic. The North Dakota Druggists' Association at its meeting last year passed resolutions favoring the repeal of the law. But the fact that the drug store is made the only lawful liquor dispensary has made drug store proprietors of many who would not be in the business were it not for that traffic. Towns that under the saloon system would have one or possibly two good drug stores have twice that number and all are usually prosperous. The only danger is the possible refusal of the county judge to grant them a liquor permit on the objection of a certain number of taxpayers in that community.

"The affidavit books for many towns tell a woeful story. The death rate may be low, but the amount of 'sickness' is staggering. The number of ill for which common rye whiskey is considered a cure, is interesting. 'stomach trouble,' 'kidney trouble,' and similar terms appear often. Now and then some town will have a run of 'severe cold' that requires a comparatively large amount of treatment. The Enforcement League has gone into the drug store records in some instances and made some progress toward restricting the consumption for 'medicinal purposes.'"

The Era man is able to add a few points that the Minneapolis paper failed to mention. For example, small towns, of not over 600 or 800 population, may be found in North Dakota, each having two drug stores that are nothing less than palatial; as fine as any that the Twin Cities or any large Western city can boast. At one end of the prescription counter, back out of sight, bottles, demijohns and glasses are within easy reach, and friends of the Good Samaritan druggist slip in there, help themselves to a swig of the ardent, leave the money for it on the counter and walk out with all sorts of exhilarating motive power inside their little vests. Men who have been in the saloon business, and others who are prominent in other branches of trade, get a registered graduate of a college of pharmacy interested and start a drug store. Only the pharmacist's name figures on the sign, but generally coupled with " & Co.," the latter being the real capital-suppliers of the business. Then they go ahead and coin money, in spite of all the "enforcement leagues" in Christendom. In the little town of Langdon, to give one illustration, two mighty barrels of "tanglefoot" were dispensed by the drug stores in a week—so alarmingly prevalent was "stomach trouble" and "sich." What is worse (or should we say better?), the prohibition law is almost universally regarded a permanent fixture in North Dakota. It sticks and will continue to "stick like grim death to a nigger."

DOUBLE PAINT IN A DRUG STORE.

St. Paul, Minn., Aug. 23.—A druggist on Franklin avenue, Minneapolis, had an experience this week that, while amusing, was a bit grisly. According to a local paper's story, he was sitting at his desk, in the rear of his store, figuring on how to make a profit of 639 1/2 per cent. on his pink wrapping paper and yellow string, when two young ladies entered and asked permission to use the telephone. The druggist knew them and smiled

his assent. The girls are sisters and wanted to call up their father who holds down a desk in a freight office. The elder sister stepped to the 'phone, gave a number and then asked: "Is Mr. Smith there?" (Smith isn't the name, but it will serve.) "What?" she cried a moment later. "What's that?" Then she reeled and fell to the floor in a dead faint. The dispenser of postage stamps and face powder picked her up, tenderly carried her to a couch in the rear, and set about applying restoratives. The younger girl aided him, but finally, remembering that someone was at the other end of the wire, she too went to the 'phone. Again came that request for Mr. Smith; again a startled scream, and another girl lay fainting upon the floor. She too was picked up and placed beside her sister. The druggist was curious. He picked up the receiver and called into the 'phone: "What's the matter here?" he yelled. Where's Smith?"

"Easy, now," came a voice from the other end. "I don't know whether we've got your friend or not. There's a man here who was killed down in the yards this morning, but he is so disfigured that identification will be difficult. We don't know who he is. Why don't you come down and see for yourself."

A light dawned upon the druggist. "Who's talking?" he demanded. "Why, this is the county morgue," came the reply.

"Well, by the holy pestle!" said the mixer of drugs.

NOTES.

—Successions. Mulligan & Co., Crystal Lake, Ia., by W. H. Mulligan; I. J. Ball, Brock, Neb., by C. H. Wilson; Charles W. Bitner, Le Claire, Ia., by Dr. W. W. Bailey; Lindstrom Drug Company, Lindstrom, Minn., by I. H. Tyrell; Hobbs & Co., Edgewood, Ia., by F. D. Kriebs; Frank L. Connelly, Hedrick, Ia., by F. L. Stolte; Sorenson & Elder, Marshalltown, Ia., by — Elder; A. W. Downs, Seymour, Ia., by C. R. Adair.

—W. W. Rumble, of Noyes Bros. & Cutler, St. Paul, a cricket enthusiast and authoritative writer on that game, is taking part in the tournament at Chicago. Yesterday he helped the Minnesota eleven defeat the St. Louis team.

—New: Tower City Drug Company, branch at Oriska, N. D.; McGruer & McGruer, Wales, N. D.; Brunelle & Allen, Cloquet, Minn.; H. H. Brown, Washtucna, Wash.; F. W. Hanson, Magnolia, Minn.; George Crandland, Caldwell, Idaho.

—Sold: Estate of R. K. Slater, Michigan City, N. D.; A. F. Isham, Caldwell, Idaho; L. A. Kjos & Co., Wales, N. D.; F. T. Carlton, Palmyra, Neb.

—Aug. E. Jensen, of Baldwin, Wis., is going to work in Roberts' drug store, Great Falls, Mont.

—Henry Heinzell has gone to Aitkin, Minn., to relieve J. A. Dannewick for a while.

—Mrs. J. Y. Breckenridge, of Pine City, Minn., was in St. Paul Thursday on business.

—A storm at Luskton, Neb., this week damaged the store of P. K. Moore.

—F. A. Savage is removing his drug store from Haris, Minn., to Currie.

—Emil J. Kiesling has gone to Little Falls, Minn., to work.

—Quiett Bros., Tacoma, Wash., have discontinued.

—L. A. Smith, Kellogg, Idaho, has been burned out.

—G. W. Dixon, Colfax, Ia., is bankrupt.

The Lucas Window Display Competition.

By the time this reaches many Era readers the show window competition for the \$200 cash prizes offered by John Lucas & Co., the big paint manufacturers at Gibbsboro, N. J., will have closed, and the photographs submitted turned over to the judges for their decision. Announcement of the award will be made in the Era of October 3.

Four-Fold Liniment.

All jobbers supply it. Most of them carry it in stock.

ST. LOUIS.

Business Inactive and Druggists Away on Vacations.

St. Louis, Aug. 24.—This has been about the quietest week of the season among the local druggists. Trade has been very poor and the druggists as a rule have been very inactive. A great many of them are out of the city on vacations and a large proportion of the others have recently returned from some kind of a trip. These latter are resting up, telling their friends all kinds of stories, and waiting until the first of the month to turn a new leaf and again begin work in earnest. While the proprietors are away the clerks usually take it rather easy and manage to stir up considerable amusement which is not on the regular daily programme.

NOTES.

—Louis Schurk, 3400 Olive street, is putting in a great deal of time getting information about places of interest preparatory to entertaining the visitors to the A. Ph. A. meeting here next week. The commander of Jefferson Barracks has extended a hearty invitation to the committee on arrangements of the A. Ph. A. to bring the members to inspect this time-honored post. A one hour's stop will probably be made there during the boat excursion.

—On account of the bad weather last Saturday night "Druggists' Day" at the Delmar Garden was not very well attended. Arrangements were accordingly made and last Wednesday night at the garden was dedicated to the druggists. There was a large attendance and the local association cleared about one hundred dollars.

—The Retail Druggists Saturday Night Club of this city will hold its regular monthly meeting to-night. Some very important and interesting developments are expected.

—The boat excursion given by the St. Louis Drug Clerk's Excursion was very well attended in spite of the bad weather which prevailed.

—It has been decided to hold the Saturday night entertainment during the A. Ph. A. meeting at the Union Club, Jefferson and Lafayette avenues.

—The local jobbers have not yet made any reply to the letters of request they received a week ago from the St. Louis Retail Druggists' Association.

—J. S. Williams of Eolia, Mo., who burned out recently, has purchased a new outfit and expects to be ready for business in a few days.

—T. M. Young, Channing and Franklin avenues, is spending a couple of weeks on his farm in Jefferson County.

—George C. Paulus, Indiana avenue and Pestalozz street, is down in the Ozarks on a squirrel hunt.

—George Billerth, Jefferson avenue and Arsenal street, is on a ten day fishing trip down on Black River.

—J. C. Thomser, Menard street and Russell avenue, is spending a couple of weeks out in Colorado.

—E. Trittermann, Ninth and Allen avenue, left last night for the Pan-American Exposition.

—H. A. Kunz, Twenty-first street and Franklin avenue, is fishing on the Gasconada River.

—Prof. J. M. Good and family have gone to Chicago to spend a week on the lake shore.

—There is an unusual large number of drug stores for sale in this city just at present.

—Robert Crooks is opening a new drug store at St. Louis and Arlington avenues.

—J. P. Schoenhals, Eighteenth and Sidney streets, is visiting relatives in Kentucky.

—A. A. Bernius and wife have returned from their trip to Canada.

The advertisement of the J. H. Day Co., Cincinnati, Ohio, appears on page 16 of this issue. Besides the Hunter's Lightning Sifter and Mixer (a machine which has been so long popular with the trade), they manufacture almost everything needed in the laboratory. Their catalogue "Els" describes and illustrates their regular style, and in addition they manufacture special machinery.

THE SOUTH.

THEY BLAME THE GOVERNOR.

Memphis, Aug. 23.—The druggists of West Tennessee have got it in for the Governor because of an appointment recently made by that official on the board of pharmacy. The appointment of J. S. Robinson to succeed himself is what has aroused the ire of the drug men. Mr. Robinson is a successful business man and a good druggist. He is also an aggressive cutter, and, as such, an enemy to organization upon which rests the future of the retail drug trade. Many druggists regret, therefore, that the Chief Executive should appoint a man, who, to say the least, is not friendly to pharmacy as a profession when there are so many others who are eminently fitted for the place. And this in the face of the strongest opposition, too. As one Tennessee pharmacist puts it "The Governor deserves the censure and rebuke, individually and collectively, both public and private, of every druggist in the state. He will not be forgotten by the druggists and their friends when he again asks for further honors."

Trade Rather Slow.

Memphis, Aug. 23.—The drought that has just broken has played havoc with business in the country. The corn crop is a total failure, and on cotton entirely depends this country's prosperity for the next eight or nine months. Business with the wholesalers is very quiet, more so than it has been for years. The retail trade in the city is splendid, and several of the uptown druggists claim that not within several years has business been so good in the summer.

NOTES.

—Dan F. Vaught, a young druggist in the employ of E. M. Wheat & Co., of Columbus, Ga., was recently badly beaten by a young man named Lakey of that city. Lakey called at the store in which the young man was employed and demanded the retraction of a statement which he claimed Vaught had made. Upon the latter's refusal to take back what he had said, he was set upon and badly beaten by Lakey, who was a better man physically.

—Crook & Brown, of Yazoo City, Miss., will move into the building vacated by the Commercial State Bank. The interior is being remodeled and when completed will be one of the most convenient stores in the Delta.

—J. F. Hunter & Co., of Jackson, Miss., are changing the interior of their store, which will present a very handsome appearance when completed.

—David Wolderstein, who was with James McCormick, Yazoo City, Miss., has gone to New York, where he will take a course in pharmacy.

—J. R. Tague, manager of the Van Fleet-Mansfield Drug Company, has returned from an extended trip North and East.

—S. T. Anderson has resigned his position with Sharp & Dohme and will embark in the drug business in West Tennessee.

—Dr. S. H. McLain, Jackson, Miss., will open a drug store in the new Century Opera House block about October 1.

—Jack Hofmeister, head clerk for Fortune, Ward & Co., who is in St. Louis on his vacation, is expected home this week.

—John Quinn, of the C. C. Reynolds Drug Company, Vicksburg, Miss., is making an extended trip North and East.

—H. P. Cox, of Crystal Springs, Miss., now does business in the new brick erected on the site of his recent fire.

A Criticism

It strikes me that much of the stuff that goes to make up the patent medicine advertising of the day is unnecessary, vilely written and in every way poor taste.—Newbury (Mass.) News.

NEW ORLEANS.

Druggists in the Recent Storm.

New Orleans, Aug. 23.—Local druggists were particularly lucky in the recent severe storm and flood that swept over the city. Not one of the many small retailers in the district damaged by flood, reported a serious damage. Some few stores suffered a considerable inconvenience by a flooding of the streets, but stores and stocks came through the ordeal nobly. At Mandeville, La., Dr. R. B. Paine's store had a close call. Mandeville is a summer resort across Lake Pontchartrain from the city. The water in the lake rose until it was rippling at the door sill of Dr. Paine's store, but fortunately no damage of consequence resulted.

NOTES.

—The drug store of Charles G. Peter, at Poydras and Baronne streets, was recently broken into. The thieves, however, satisfied themselves with \$2 from the cash register and half a dozen razors.

—At a recent meeting of the Orleans Pharmaceutical Association it was decided definitely that a delegate, and perhaps two, will be sent to the N. A. R. D. Convention to be held at Buffalo. The delegates will be chosen at an early meeting of the association.

—The D'Aquin drug store at Esplanade avenue and Tremé street has been purchased by Mr. Chretien. The business will be conducted under the management of Albert Ferry.

—M. Stolzenhaier, has removed his drug business from St. Charles avenue and Amelia street, to Louisiana avenue and Dryades street.

—The St. Cyr Fourcade drug store at Canal and Rampart streets has just undergone repairs and has been made decidedly attractive.

—Dullness pervades the local drug trade and there is little hope for any betterment until after September 1, the opening of the Southern business season.

WISCONSIN BOARD OF PHARMACY.

The Wisconsin State Board of Pharmacy met at La Crosse Aug. 15. The first day's session was given over exclusively to general business, and four cases of violation of the pharmacy laws which were reported were ordered to be prosecuted. Friday and Saturday were devoted to the board examinations of 34 applicants. Nine licentiate certificates were granted: E. E. Bersing, Strum; R. J. Taylor, Sparta; A. G. Krembs, Stevens Point; R. W. Freeman, River Falls; Z. O. Föllinger, Waterloo; W. R. Downer, Appleton; W. F. Voigt, Stevens Point; F. C. Miller, Oconto; Edward Neumann, Milwaukee. Seven assistant certificates were granted: A. H. Wetlauffer, Friendship; J. H. Bliss, Janesville; C. J. Fuhrman, Fond du Lac; G. J. Hepler, Pardeeville; H. M. Priest, Reedsburg; G. H. Kopp, Milwaukee; A. T. Mayer, Kaukauna. Messrs. H. A. Frost, Wausau; O. Von Schnellern, Ripon; A. H. Erickson, Soldiers' Grove; G. E. Weatherley, Schullsburg were given certificates by registration. The next meeting of the board will be held at West Superior October 16 and 17. The meetings following will be at Milwaukee December 11 and 12 of this year, and February 12 and 13, 1902; and at Madison April 23 and 24, 1902. President Heimstreet gave out his annual report which says that out of 307 applicants taking the examinations during the past year in which the board met six times 23 licentiate, and 67 assistant certificates were granted, and that there are 1,428 first grade pharmacists, and 385 second grade, in Wisconsin of which 94 will have their certificates revoked if by September 1st their registration fee be not paid. Twelve pharmacists died during the previous year. Of five cases in the courts the board has been successful in all. The report further says that there were 67 cases of poisoning, from which 52 persons died: By carbolic acid 40, and 6 recovered; by opium 8, and 4 recovered; by rough on rats, Paris green, chloroform, wood alcohol, strychnine, 2 cases each; by mercury, acetic, belladonna, bed-bug poison, sulphuric acid, 1 case of each; but no one instance is due in any way to an error of a pharmacist.

CALIFORNIA.

STATE BOARD OF PHARMACY STANDS PAT.

San Francisco, Aug. 20.—The San Francisco daily papers have been devoting considerable space to sensational articles concerning the State Board of Pharmacy. They make the assertion that the board is demanding back fees from registered pharmacists in the state and also that mandamus proceedings are to be started against the members of the board to compel them to register certain applicants without examination. These statements are practically without foundation. As a matter of fact the new act under which the board conducts its business is in the opinion of the Attorney General, simply a continuation of the old law. The board decided that it would be more just to the pharmacists of the state who for some reason were in arrears in their dues to offer them an alternative. They could either pay their back dues and be registered or submit to an examination. This they considered the fairest to all concerned. President Seaby does not wish to go to the courts to settle the matter but says the board is fully able to cope with the situation.

SAN FRANCISCO DRUG CLERKS' OUTING.

San Francisco, Aug. 20.—The first of the two picnics planned for by the Retail Drug Clerks' Association of San Francisco, was held Sunday, August 11. Fully five hundred people took advantage of the excursion and spent the day in the Santa Cruz Mountains. The crowd was the best that the railroad has drawn to a picnic this year and every one has been congratulating the association on the success of their initial effort in the line of entertainment. Wholesalers, retailers and clerks with their wives and lady friends mingled together to make the day one to be remembered by all who attended.

The second picnic of the drug clerks was even larger than the first with the good times in proportion. Henry Gerdes, city salesman for C. E. Worden & Co., had charge of the dancing and made a reputation for himself as a floor manager. The two picnics netted the association a tidy sum which will be used for advertising necessary to bring the objects of the organization before the public.

THE STRIKE IN SAN FRANCISCO AFFECTS DRUGGISTS.

San Francisco, Aug. 20.—The labor troubles in San Francisco are beginning to be felt by the retail druggists throughout San Francisco. The fight is between the Employees Association, composed of the prominent wholesalers and jobbers; and the different labor unions of the city. Neither side will give assurance of an early settlement and the retailers have taken the matter in hand and will endeavor to bring about an adjustment of the difficulty. The druggists of the city are taking an active part in the work and have a committee of five appointed to wait on the wholesalers and endeavor to obtain their co-operation in bringing about a settlement of the strike. The strike has not as yet interfered to any great extent with the drug business in the city, but if prolonged it will certainly have a very depressing effect on the winter business.

Ten O'Clock Closing.

San Francisco, Aug. 20.—The retail drug clerks' cards calling upon the public to purchase before 10 o'clock are having the desired effect. Many of the outside stores are closing at 10 P. M. instead of 10:30 and 11 P. M. as formerly. If the down town stores can all be brought into line the success of the movement will be assured.

NOTES.

—During the summer vacation the directors of the California College of Pharmacy have been busy making improvements. A new pharmaceutical laboratory has been added, also an additional one for advanced chemical work. These additions were made necessary on account

of the third year course the college inaugurates this year. The matriculation at the present writing shows that when the college opens, August 23, the classes will all be large.

San Jose is having trouble with the early closing movement. The clerks succeeded in having an 8 o'clock closing movement put in operation, but it has proven unsatisfactory and the Richards Pharmacy has announced its intention to remain open after the hour agreed upon. This will probably be followed by the opening of the other stores.

The old Shaw Pharmacy on the corner of Sutter and Powell streets, San Francisco, has been vacated and the present manager, K. B. Bowerman, has moved the stock across the street to 500 Sutter street. The Shaw Pharmacy is one of the oldest in the city, having been opened in 1848.

Warren Brazelton who has been with the Twin Peaks Pharmacy, San Francisco, for the past year will take a position with S. W. Cartwright, Berkeley, Cal.

Oscar Edinger, until recently with R. E. White, San Francisco, has accepted a position with Boyson's Pharmacy Twenty-first and Valencia streets.

Leo A. Schroeder formerly with Trouts' Pharmacy, Los Angeles, is now with Freeman's Drug Store on Tenth and Grand avenue.

Jack Neil formerly with Trouts' Pharmacy, Los Angeles, is now clerking for Boyson on Valencia street, San Francisco.

E. L. Madden who recently passed the Illinois State Board of Pharmacy is clerking for O. L. Halsell, Santa Ana, Cal.

Miss Madge Rust has accepted a position with Searby's Pharmacy on Suller street, San Francisco.

James Elliot of Martinez is now clerking for the Twin Peaks Pharmacy, San Francisco.

The Oklahoma Board of Pharmacy met in regular session at Oklahoma City July 9, 1901. Present C. A. Dow and E. E. Howendibler. The secretary, F. B. Lillie, was absent from home on account of ill health which accounts for the delay in making this report. A class of fifty-one was present and took the examination. The following received the necessary grades and were granted certificates of registration: Gardner H. Applewhite, Tecumseh; John Brandenberg, Shawnee; Theo. M. Blank, Elk City, Kan.; W. S. Biggs, Tecumseh; Thos. K. Baker, Oklahoma City; F. L. Carson, Tecumseh; S. D. Chambers, Blackburn; W. S. Courtney, Quincy; Noah B. Davis, Weatherford; Fred Dinker, Hennessey; Curtis B. Day, Edmond; Edw. E. Fowler, Oklahoma City; Albert R. Gilpin, Eud; Henry W. Hubbell, Curtis; Joel H. Hubbell, Edmond; S. B. Howard, Yukon; R. C. Huntington, Nardin; Palmer C. Jay, Pawnee; R. E. Johnson, Kildare; Lula D. Karr, Alva; Edd N. Lewis, Newkirk; C. O. Lynch, Chandler; Geo. C. Mayer, Chandler; Ella C. Mooney, McLoud; W. T. Martin, Pawnee; Frank N. Mann, Edmond; Geo. W. McMillin, Pond Creek; Arthur R. Ostrander, Geary; Thos. Roach, Oklahoma City; Geo. R. Sutton, Arlington; Frank C. Straw, Alva; Irvin H. Stafford, Marshall; Isadore Stone, Cashion; Poe Underwood, Weatherford; Wm. C. Whitenberg, Morrison; J. Clay Webber, Oklahoma City; Ray Wood, Perkins. The graduates receiving registration on their diplomas are as follows: Lilly Emma Chandler, Woodward; O. T.; Henry A. Chandler, Woodward; Miss Evans Montgomery, Franklin; Don A. Northup, Dover; Chas. C. Suman, Cushing; Albert R. Smith, Yukon. Two were granted assistant certificates as follows: Henry G. Hale, Guthrie; and Claude Slater, Kingfisher. J. M. Remington and F. M. Weaver of Oklahoma City, kindly assisted the board in the examination. M. Weaver taking the secretary's subject, materia medica. The next meeting will be Oct. 8th, at El Reno. On Aug. 14th the Governor appointed J. A. Hill, of Enid, on the Board of Pharmacy to succeed C. A. Dow, Pond Creek, his term having expired. The board will reorganize at the El Reno meeting. Parties desiring information in regard to registration can obtain same together with blank application for examination on application to the secretary, F. B. Lillie.

The Pittsburg College of Pharmacy Shares in the General Prosperity.

The Pittsburg College of Pharmacy has created a new chair of applied pharmacy, which has been tendered to Professor J. H. Beal, of Scio, Ohio, in whose hands it is felt, it will prove of great importance to the coming generation of pharmacists. Professor Beal is an able and progressive teacher and the college and pharmacists of Pittsburg are to be congratulated on his acceptance of the appointment. The creation of the new chair and the great increase in the attendance at the college, makes it necessary to provide additional room, and extensive improvements are being added. Plans for an annex to the College building are being drawn. The proposed new structure is to be sixty-five by forty-five feet, of brick and stone, four stories high, and fire-proof throughout. It is the intention to refit the old building for laboratory purposes exclusively, the new building supplying new lecture rooms, an amphitheatre, library, museum and faculty rooms. This will permit of the increase in the size of the present pharmaceutical and chemical laboratories and the installation of the new laboratory of applied pharmacy. The laboratory of pharmacognosy will be in charge of Professor W. J. McAdams, who is at present in Europe, to be absent until the opening of the college. It is expected that he will bring with him many valuable and practical ideas regarding his branch.

New Prices on Peru-rum.

One proprietary medicine firm, at least, has officially recognized the fact that the retail druggist is a power which can be used to make or unmake his business. Some proprietors have talked as though the good will of the retailer was of little value, "we create the demand, and they must sell our goods," said they. But, it was found that this was true in theory only, for as long as the corner druggist holds the confidence of his customers, just so long will he be able to influence their purchases. He is not in business for his health, and he will endeavor to confine his sales to goods on which he can make the most profit. The Peruna people, in reducing their prices, have in mind the making of Peruna the most profitable, as it is the most salable dollar preparation on the market. They announce in this issue, on another page, that they have always labored hand in hand with the retailers, and shall continue in the same course. Now that the Stamp Tax is no more, they have felt it to be their duty to reduce their prices by amount equal to the advance three years ago; and in making this reduction, they will continue their aggressive advertising policy so that the retailers' sales, as well as his profits, may be increased.

Attenuation of the Milk Curd in Infant Feeding.

The recent article by Dr. F. W. White, published in the Journal of the Boston Society of Medical Sciences, along the lines suggested by that eminent pediatricist, Dr. Rotch, shows that cereal decoctions in which the starch has not been dextrinized are most efficacious in breaking up the tough leathery curd of cow's milk and producing a fine soft coagulum similar to that produced in human milk. Eskey's Albumenized Food contains no amylolytic ferment and when used in the modification of cow's milk it produces a very fine, soft and flocculent curd. Owing to this and its many other advantages, it agrees with a larger portion of infants and adults than any other food.

Druggists can serve their own interests and please their customers by recommending Eskey's where the opportunity presents itself for them to do so.

The Caswell-Preston Drug Co., wholesale druggists and manufacturing chemists, Beaumont, Texas, are making a bid for the patronage of the retail trade in the Southwest. Beaumont is in the oil producing section of Texas and has already felt the big boom in business of all kinds. The laboratory management of the company is in charge of R. L. Grigsby, a manufacturing chemist well known to the trade in Texas.

KOLA NUTS.

By E. L. N. ST. CYR, Ph.C., M.P.S.

The marvellous virtues attributed to fresh kola nuts (*Sterculia acuminata*)—used since centuries by the natives of Central Africa as a cardiac and general tonic, and restraining tissue waste and hunger, as well as a diuretic, and controlling diarrhoea, as a gastric tonic in small doses, therefore useful in dyspepsia, and, on account of its tannin, an astringent in diarrhoea—have in reality produced but limited action in Europe, and this is due to the fact that they lose their properties on desiccation, for on drying the ferment "oxydase" is destroyed, and the natural soluble combinations of caffeine and theobromine are transformed into insoluble products. Koloxydase is truly an oxydase ferment, and which, on drying the nuts, produces their brown color, at the same time converting three-quarters of the alkaloids into insoluble products; it resides in the center of the dried nuts, and produces the turbidity of all galenical preparations of kola, which may be proved by using the roasted nuts instead, when the preparations will be found to be perfectly clear, thus showing that the ferment was primarily killed. It can be sterilized by a dry or humid heat from 70°. Contact with pyrogallic acid is sufficient to cause it to burn with the liberation of carbonic acid, thus determining a sort of artificial respiration; with sugar alone the virtues of oxydase remain latent and integral for years. True kolonine is found in all the fresh nuts, and is in reality a normal combination of all the natural soluble alkaloids; for extraction in its natural state it is only necessary to heat the fresh nuts above 75°C., when it will be converted into a stable substance. It is not, as has been stated, a glucoside, for when the fresh fruit is divided into its two cotyledons, and one of these cotyledons is sterilized, there is produced, progressively, it is true, a little of a glucoside in the last, but at the expense of the tannin transformed into an insoluble product by the oxydase. The starch not having been attacked, there is not any amylase.

As regards "kola red," this term is really meant to designate three substances; for instance, the red principle that imparts the natural red color to the nuts, and sometimes called "knebel red" and "heckel red," although, from my observations the last two substances are identical, as they are in reality produced by the oxidation of the tannin by the ferment oxydase, which resides in the fresh nuts; it therefore follows that it is an absurdity, the practice of fixing the value of kola nuts by their richness in kola red, as nothing is more simple than either to prevent the formation of this red principle or to stop its formation at the desired point, or to let it go to on the last extremity. The red principle must, therefore, be considered as a dead and undefined pathological product, and should be called "red insoluble kolainin," in contradistinction with true kolanine, which, on the contrary, is a normal, natural and living product (at any rate, when in contact with oxydase), and should be called "red soluble kolainin."

It therefore follows that to benefit from all the pharmacological consequences of kola nuts, as deduce the masticators of the fresh seeds, it is evident that all pharmaceutical and hygienic preparations of this drug must contain the fresh juice, thus representing in its integrity not only all the true kolanine—that is, the soluble caffeic combinations of the fresh juice—but also the primitive ferment "koloxydase" and the phosphates of lime, iron and manganese that kola nuts contain. Up to now this result has not been fully obtainable, but this can be done by making use of sugar alone. Thus can be prepared the following, having its full physiological activity: A "soft extract," made with equal parts of the fresh fruits and sugar, and which keeps well in air and in a heated atmosphere; chemically no difference could be found in a preparation made on the eve with one three months old. A "syrupy wine" can be made, containing one-fifth of its weight of fresh kola, and on account of the wine resists all fermentations, but it is not clear, and became turbid on repeated opening of the bottle every day; an "elixir" having wine as its

base, and containing one-tenth of its weight of fresh kola, and possesses the same properties as the syrup, with its advantages and unfortunate defect, as regards transparency. (Br. & Col. Dr.)

POINTS ABOUT THERMOMETERS.

1. In cold weather thermometers require a longer time to register than in warm, because the mercury is at a lower temperature when placed under the tongue.

2. The mercury in a clinical thermometer cannot be shaken lower than the temperature of the room.

3. A clinical thermometer should not be subjected to a greater heat than 110° F., which is the full registering capacity. A greater heat is sure to damage the instrument.

4. A thermometer is made self-registering by contracting the bore to such an extent that the smallest particle of mercury will not pass without being forced, the expansive force of heat drives it upward, and a downward swinging motion serves to force it back. The above conditions make it impossible to obtain absolute accuracy in a self-registering instrument, as the mercury rises in little jumps, which necessarily vary according to the conditions present in each instance. However, this variation is usually one-tenth of a degree or less and never exceeds one-fifth of a degree in a reliable instrument.

5. The average normal temperature is 98.6° Fahrenheit, or 37° Centigrade, though many persons in perfect health have subnormal temperatures. The temperature varies about one-half of a degree in twenty-four hours, being highest just after the heaviest meal of the day. The temperature of any particular individual does not afford a satisfactory test as to the accuracy of an instrument, since uniformity cannot be depended upon in different persons.

6. Standing with the back to the light facilitates the reading of a thermometer.

7. Thermometer bulbs are made of very thin glass to secure the least possible shrinkage, and to obtain the quickest registration—hence are easily broken. It is a great injustice to the manufacturer to be called upon to replace instruments broken in the hands of the dealer or physician.

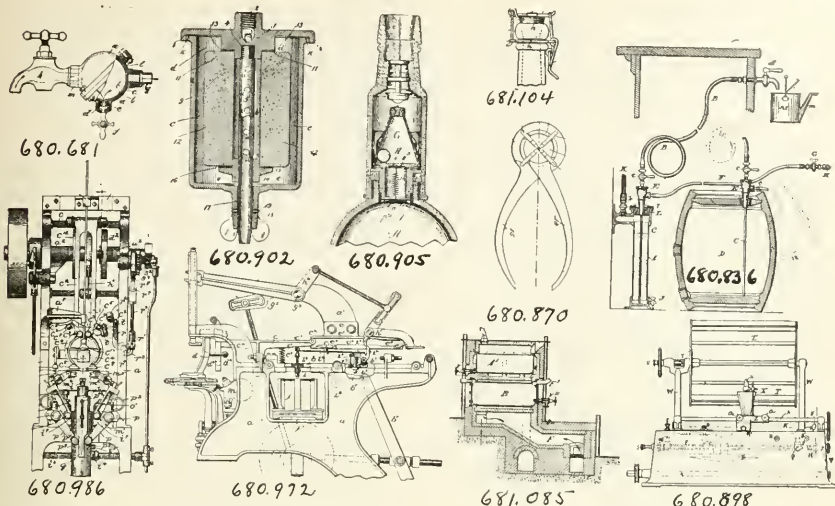
8. Small bulb thermometers are much more difficult to shake down, owing to the smaller bore and lighter mercury column, but are not so apt to lose their registration.

9. Reliability is of the utmost importance, as life is often at stake; a thermometer is not cheap at any price if it is inaccurate; economy is bad policy where quality (the vital point in a thermometer) has to be sacrificed.—(Rev. Prac.)

FLORIDA SPONGES.

The Florida exhibit of sponges at the Pan-American Exposition interests all who visit the Horticultural Building. T. M. Wier, of Tampa, the Commissioner from Florida, says: "The Florida sponges are of many varieties, differing in commercial value from \$2.00 to a great many dollars per pound. It is one of the largest industries in the state, more than 100 vessels being engaged solely in this trade. The business is carried on almost entirely by negroes. It is not an uncommon sight to see a vessel's captain and all of the crew composed of colored men. The sponges are gathered by means of a long pole with a hook attached to the lower end with which the sponge fisherman is very expert. He lies prone upon his stomach in the stern of a boat looking through an ordinary water bucket with a glass bottom, which does away with the glare from the water and allows him to survey the bottom leisurely while the boatman rows or sculls the boat. A schooner lies at anchor near by, from which a half dozen or more of these small boats fish, which returns to port when it is loaded or at night, as the case may be. The men all share and share alike of the cargo, the captain receiving a larger portion and the owner of the vessel one-quarter of the profit. Anclote Harbor in Hillsboro county and Key West are the principal sponge stations off the coast of Florida."

PATENTS, TRADE MARKS, ETC.



PATENTS.

Issued August 20th, 1901.

- 680,681.—August F. Avezard, Jr., and Jules E. Clerc, Paris, France. Filter for purifying water.
- 680,836.—Richard Berkholz, Milwaukee, Wis., assignor to Liquid Carbonic Acid Mfg. Co., Chicago, Ill. Apparatus for cleansing faucets and their connections.
- 680,870.—Frederick Leu, Collegepoint, N. Y., assignor to Max C. Rosenfeld, Boston, Mass. Device for attaching rubber washers to bottle stoppers.
- 680,898.—Omesime Thomas, Verdun, France, assignor to the Pasteur Vaccine Co., Paris, France. Machine for impregnating thread with virus.
- 680,902.—Robert T. Weaver, New York, N. Y., assignor to the General Engineering Company, of New Jersey. Filter.
- 680,905.—Francis A. Woods, Chicago, Ill., assignor, by direct and mesne assignment, to Wods Non-Refillable Bottle Co., same place. Non-refillable bottle.
- 680,903.—Harriet F. Cutter, East Lyme, Conn., executrix of Frederick W. Robinson, deceased. Process for extracting wool fat.
- 680,972.—Charles S. Gooding, Brookline, Mass., and Fred Hausmann, Boston, Mass., assignors, by direct and mesne assignment, to Siegel Labeling Machine Company, Boston, Mass. Bottle-labeling machine.
- 680,977.—John Hopkinson, Bradford, Eng. Process of treating wool grease.
- 680,986.—Rudolph F. Stahl, Boston, Mass., assignor to the Bottlers Machinery Company, same place. Labeling machine.
- 681,010.—Frank Y. Wilhoft, New York, N. Y. Vaginal syringe.
- 681,055.—Carl Uebel, Aachen, Germany, assignor to Chemische Fabrik Rhenania, same place. Method of making nitric acid.
- 681,096.—Henry S. Blackmore, Mount Vernon, N. Y. Process of making carbids.
- 681,101.—Patrick F. Cassidy, Boston, Mass., assignor to Boston Bottle Wiring and Labeling Company, same place. Paste-applying device.
- 681,104.—Hans P. Clasen, Flensburg, Germany. Bottle closing device with cork stopper.
- 681,153.—Addison G. Waterhouse and John S. Forbes, Philadelphia, Pa., assignors to said Forbes. Apparatus for heating and sterilizing fluids.

DESIGNS.

- 34,955.—Frederick B. Thatcher, Providence, R. I. Bottle stopper.
- 34,956.—Charles H. Hess, Zanesville, Ohio, assignor to the Kearns-Gorsuch Bottle Company, same place. Bottle.
- 34,957.—Charles H. Hess, Zanesville, Ohio, assignor to the Kearns-Gorsuch Bottle Company, same place. Bottle.

TRADE-MARKS.

Registered August 20th, 1901.

- 36,913.—Certain Named Toilet Preparations. Octorine Chemical Company, Chicago, Ill. The word "Octorine."
- 36,914.—Facial Preparation. Elizabeth Livengood and Ida V. Kallough, a firm, Uniontown, Pa. The word "Vldici."
- 36,915.—Hair Dyes. Louis Alexandre, a Firm, London, Eng. The word "Shadeine."
- 36,916.—Hair Restorer. Edward L. Hoffman, Buffalo, N. Y. The representation of an elephant.
- 36,917.—Hair Tonic. Mary E. Mullen, Columbus, Ohio. Half-length pictured representation of the registrant with hair hanging loosely.
- 36,918.—Medicine for the Cure of Rheumatism. The T-Rheumatic Cure Company. The representation of a cone with a capital letter T on the base thereof.
- 36,919.—Pills. The Dr. Wilson Company, Baltimore, Md. The words "Blue Pills For Blue People."
- 36,920.—Resolvent. Potter Drug & Chemical Corporation, Boston, Mass. The word "Cuticura."

GENUINE

Imperial PURE FINE PARA RUBBER BANDS

ARE ALWAYS PACKED IN GREEN BOXES BEARING THE TRADE-MARK AND OUR CORPORATE NAME IN WHITE LETTERS, AND EACH AND EVERY BOX CONTAINS OUR GUARANTEE SLIP.

THE GOODYEAR TIRE & RUBBER CO.

AKRON, OHIO.

MARKET REPORT.

NEW YORK MARKET.

New York, Aug. 27.—There is no material change so far as the volume of business is concerned, but there are indications that the conditions of the midsummer season are on the wane, and preparations are in progress for the approaching fall and winter campaign.

OPIMUM.—Round lots remain dull and neglected, but there is no further change in the general condition of the market, and jobbers continue to quote \$3.25@3.50 for 9 per cent, and \$3.45@3.60 for 11 per cent. Powdered is moving fairly in small lots at \$4.50@4.75 for 13 per cent, and \$5.00@5.25 for 16 per cent, according to quantity, inside figures being for single pounds.

MORPHINE.—Competition among manufacturers continues more or less keen, but former prices are still current, and jobbers quote on the old basis of \$2.20@2.40 for eighths, as to brand, less the usual rebate of 10c. per oz. for lots of 10-ozs. or over.

QUININE.—There has been no further change in manufacturers' prices, and the consuming demand continues lively, with jobbers quoting 31@32c. for 100-oz. tins, 21@22½c. for 50-oz. tins, 32@33c. for 25-oz. tins, and 38@39c. for ounce vials.

MENTHOL.—Available spot stocks continue to diminish under a fair consuming inquiry, and jobbers have further advanced their prices to \$5.10@5.30 per lb., and 37@40c. per oz.

UNION SALAD OIL.—Manufacturers' prices are again higher, and quotations in a jobbing way have been further advanced to 50@52c. by the barrel, and 65@75c. in smaller quantities.

DILL SEED.—Supplies in first hands are more abundant, and the market is a shade easier, with jobbing quotations reduced to 15@20c., as to quantity.

COCAINE.—Competition among manufacturers has caused a decline of 50c. per oz. and the revised jobbing figures are \$5.75@6.25 for small crystals, and \$6.00@6.40 for large.

GRAINS OF PARADISE.—The new crop has begun to arrive, and, with the market better supplied, jobbers have reduced quotations to 30@40c., as to quality and quantity.

BISMUTH PREPARATIONS.—Owing to a recent decline in values of the metal, manufacturers have modified their views regarding prices, and jobbers are now quoting \$1.65@1.90 for subnitrate, \$1.85@2.10 for subgalate, and \$2.05@2.30 for subcarbonate.

SAFFRON.—Valencia is cabled higher abroad, and spot quotations here for jobbing quantities have been advanced to \$8.50@8.75.

OIL PEPPERMINT.—Values continue to harden under the influence heretofore noted, and jobbing quotations show a further advance to \$1.60@1.70 for Western, \$1.65@1.75 for Wayne County, \$1.75@1.85 for H. G. H., and \$1.85@1.95 for redistilled.

PRICKLY ASH BERRIES.—Further arrivals of new crop continue to influence an easy feeling among holders, and jobbing prices have been further reduced to 55@60c., as to quantity.

THYMOL.—Stocks are somewhat larger, owing to recent arrivals, and quotations in a jobbing way have reacted to \$3.80@4.00 by the lb., and 35@40c. per oz.

GUM GAMEOGUE.—The tone of the market is somewhat easier, and jobbers have reduced quotations to 35@40c. for whole, and 60@65c. for powdered.

SERPENTARIA ROOT.—Owing to extreme scarcity, the market is stronger, and quotations for jobbing quantities have been advanced to 55@60c.

LICORICE ROOT.—Powdered peeled Russian is easier, and jobbers have reduced quotations to 21@26c., as to size of order.

SPIRITS OF TURPENTINE.—Primary markets are lower, and spot jobbing quotations show a decline to 41@42c. in barrels, and 44@45c. to smaller quantities.

LINSEED OIL.—Crushers have reduced their prices, and the revised jobbing figures are 68@69c. for raw in barrels, and 72@73c. for less, 70@71c. for boiled in barrels, and 74@75c. for less.

SHELLAC.—Foreign markets are stronger, and jobbers have advanced quotations to 38@43c. for D. C., 32@37c. for V. S. O., and 22@28c. for Native.

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An Italian journal records an extraordinary case of fecundity, of which it guarantees the authenticity. Flavia Granata, who, it appears, is well known at Rome, has recently given birth to her sixty-second child. This woman is now 59 years old. She was married at 28, and has successively given birth to a daughter, then six sons, then five sons, then four daughters, and then a long series of twins annually, and ended by having four sons. (Medical Times.)

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INDEX TO THIS NUMBER.

THE RELICS OF SPAIN IN OUR NEW POSSESSIONS.

Just one small phase of one of the many difficulties this country has to contend with, now that it is suzerain or is in absolute possession of several colonies formerly belonging to Spain, where the old Spanish laws are still extant, touches upon the registration of trademarks. In many European countries, including Spain and her colonies, when she had them, and in all South American countries, priority of registration gives ownership; that is, the person who shall first register a trademark becomes the lawful proprietor, regardless of the originator or the rights of the individual who made prior use of it. Such a law is obviously a travesty on justice. In this country the ownership of trademark rights is founded upon the principle of common law and justice, but the principle which obtains in the countries named is diametrically opposite, as some of our proprietary manufacturers have found to their sorrow. It seems that for a very small fee, and a practical absence of any formalities—which certain Philistines term "red tape"—a trademark can be registered without the necessity of proving a claim to it; sufficient the fact, saith the Spanish thesmothete, that you get in your fee first and you get the "lawful" rights. The upshot of the matter is, certain enterprising manufacturers thinking they saw in the whilom colonies of Spain productive markets for their goods, went so far as to advertise and make shipments before they were informed they were usurpers, and now they must either go home or buy out the in-

dividuals who had taken advantage of the difference between Spanish and American law. Accordingly, some of these manufacturers went home, some grudgingly gave up the money and some are still considering whether there is or is not a fighting chance. In the meantime, their experience should be instructive to other prospective manufacturers, who, as a further protection against like experiences, combining, of course, with those so lately bitten, should induce Congress to appoint a commission of American lawyers to throw out these relics of the ancient *Hidalgos*, and substitute a temporary act to stand until the inhabitants shall have forgotten sufficient Spanish to learn English and American ideas.

RETURNING GOODS.

The constant returning of goods is a pernicious trade practice and much has been said against it in the trade papers. In some recent literature issued by the National Association of Credit Men the subject is discussed from several viewpoints, which should be considered by the members of the drug trade generally. The practice is denominated as a source of great annoyance and extra expense, requiring extra clerical service and more work in many departments. It is also in many cases a source of positive loss, by reason of goods coming back in a damaged condition, or so long after purchase as to be unseasonable—and the wholesaler divides his feelings (?) between the fear of loss on the goods so returned, and on the other hand the fear of losing a customer if he refuses to make the credit.

The retailer who is guilty of this practice evidently does not realize that he is gaining an unenviable reputation in the business world, and that it affects his credit standing in a very great degree.

However, the wholesaler is very largely responsible in furnishing the excuse for the return of goods. Orders are frequently made out in a careless manner by the salesman, leading to mistakes in filling. Still more frequently are substitutions made in the hope that the customer will keep the goods when they are at his store, of course knowingly taking the risk of their very just return.

We must not overlook the fact that misunderstandings often occur in filling orders, and for all these reasons the customer is certainly justified in making returns.

By such faults of the wholesale house the customer falls easily into the habit of returning goods, and is then not always too particular about having good and sufficient cause for his action.

This is a case where reform must begin at home.

Let the salesman use more care in taking the order, and the house in seeing that it is correctly filled, and the annoyance of having goods returned will be much reduced.

THE A. PH. A. MEETING.

It is confidently expected that the meeting of the American Pharmaceutical Association to be held in St. Louis beginning September 16, will be a record breaker in more ways than one. Reports seem to indicate that the attendance will be greater than at any previous meeting of the organization. And it is a good sign that increasing interest is taken in the association. The drug trade like many others has awakened to the fact that combination and association of effort are becoming more and more essential to the securing of the best results. Each trade has interests which demand mutual co-operation and concession on the part of individuals. Many desirable objects can be reached only by united effort. It is only by meeting together and taking counsel of one another, that the members of any profession or trade are able to adopt any uniform policy in resisting unwarranted encroachment from any quarter. Many of their grievances they find when they discuss them, are imaginary, and many real grievances they find that by united action they can easily remove. But these are not all of the advantages of associations. Attendance upon the meetings bring the members opportunities for social enjoyment that are of inestimable value, laying the foundation for warm personal friendships and enabling the members to see their fellows in a more favorable light than that merely of business competition.

The benefits of membership in the American Pharmaceutical Association are so obvious that no further argument is needed to induce druggists to send in their applications and we urge them to do so at once. Then attend the meeting in St. Louis and take an active part in its proceedings. The local committee has worked and is working hard to provide for the entertainment of visitors.

WINDOW DISPLAYS OF PATENT MEDICINES.

There seems to be at present quite a fad among retail druggists in the way of window displays of patent medicines. There are several manufacturers, of some of the most popularly known proprietaries, who offer quite large money prizes for the best window exhibits of their particular products. The druggists tumble all over themselves in their eagerness to win these prizes, and many go to an expense entirely disproportionate to the largest prize they could possibly hope to win, in making a display of these proprietary specialties. Of course all this is a good thing for the proprietor, but it is good for the druggist? This is a question which will stand a vast deal of argument. The druggist helps the other man's business by this sort of advertising, and probably makes a few dollars himself, but the demand thus created for this particular medicine is but temporary and largely artificial. The same amount of time, labor and expenditure to advertise his own business and his own preparations might bring the druggist far more satisfactory returns. It is a matter worth thinking over, at any rate.

IN PURSUIT OF THE MOSQUITO.

The medical press and newspapers generally have given much space to the warfare now being waged against the malarial mosquito. Columns of space have been devoted to the presentation of "evidence" which is claimed to prove positively that the mosquito is responsible for every case of malarial fever infecting man, and that if mankind would have freedom from this disease the Anopheles must be suppressed. Many different measures have been suggested for this purpose, but as yet none of them has much more than reached the experimental stage. All investigators are agreed, however, that cleanliness and enforcement of sanitary regulations, etc., are of greatest service. In this city a circular has been issued by the Board of Health asking physicians to advise their patients to be on guard against the pest, and already experiments are under way to determine the best method of conducting a successful campaign.

"HANDS ACROSS THE SEA."

The common interests of English speaking peoples has been a theme upon which ambassadors and literary diplomats have spoken on every occasion. But none ever spoke more gracefully and in keeping with his profession than did Prof. Albert B. Prescott, the Dean of the School of Pharmacy, University of Michigan, at the recent annual meeting of the Society of Chemical Industry in Glasgow. He said "In the English tongue we have a family bond, and in our common science we are held as members of a family. The state of many salts in the sea has never been adequately investigated, but certainly the salts of the Atlantic Ocean cannot separate chemists. The ties of common enterprise bind people of all countries together." Students of Shakespeare and diplomats should take notice!

A CONGRESS OF QUACKS.

"Quacks in Council" is the suggestive caption an esteemed medical contemporary employs over the information it gives in a paragraph relating to the congress of "lay practitioners of medicine in Germany," to be held this month in Berlin. The advantages of organization are apparent even to the ordinary fakir, and it is expected that a number of "Nature healers," magnetopaths, disciples of Kneipp and others of like ilk will attend the "congress" and take counsel together as to the measures to be taken for their protection against laws, existing and prospective, for the regulation of the practice of medicine.

"SHORTER HOURS" IN CALIFORNIA.

The retail drug clerks of San Francisco seem to be meeting with success in their effort to obtain shorter hours for themselves and their employers. The campaign was inaugurated some time ago by the display of large cards in nearly all of the drug stores in the city requesting the public to purchase their drugs before ten o'clock at night.

—The Treasury Department has just decided that "unadulterated opium, dried or powdered, containing 9 per cent. or over of morphia, not refined or purified or mixed with other ingredients, is dutiable at \$1 per pound as crude or manufactured opium, under paragraph 43, act of 1897."

Right Relations in Business and How to Secure Them.*

By O. H. PECKHAM.

The condition of trade under free competition places the buyer in a position of advantage; he, in a sense, can dictate terms to the seller. The favor of the buyer means business and profit, but on the part of those seeking it, is often obtained by a debasing sacrifice of self respect.

Fortunately the majority of buyers are eminently just and honorable. The pleasures of business are much enhanced by dealing with a class of men who fully recognize their own rights and responsibilities and respect those of others, who make no unreasonable demands, and ask only that the seller fulfill his contract in accordance with the terms of the purchase. Now I believe that a buyer who is endowed with a proper sense of justice is most likely to secure the best bargains. The reason for this is that while it may serve the seller to obtain the favor of the buyer, so also the buyer by fairness and courtesy is served by the other's friendship, and let me say there is profit in the favor of the seller. He will, by a natural preference, give a just buyer the best he has, in quality, quantity and price, whenever opportunity offers.

As sellers, we come in contact with the buyer through representatives, through our salesmen, and much depends upon the personality and character of a salesman. Value cannot be measured by the time given to business, nor can the value of any man be judged, except by the results of his work.

Method and business count. A machine will do certain work in a certain way, and do it well, but there must be brain back of the machine, and while we cannot do without machines, yet man is something more than a machine; he is an intelligence, a generator of ideas, and ideas rule the world.

The faculty of analyzing the conditions of his surroundings and utilizing them for his own benefit is the distinguishing mark of man's higher mental development. Habit, however, is a powerful factor in making machines of men, and some men unconsciously permit themselves to become slavish subjects of habits in business, habits of thinking and doing things in the old way.

Times are changing, opinions are changing, tastes are changing, everything is moving in newer and altered channels, and unless held, as in a vise, by unalterable habit, intelligent man will change with the conditions, adapting his methods to them. Therein lies his supremacy.

A good salesman will never allow his method of work to become old foggy. He recognizes that the facts of yesterday are not the facts of to-day. He is ready to accept suggestions from all sources and profit by them, as, coming in contact with all sorts and conditions of men, he knows from experience the ridiculous position of those who cling to out-of-date modes.

The true salesman is a man of genius. He has brains and resources; he finds a way to sell his goods at a fair price; he don't have to be given the best prices, the best of everything, the advantage over all others in his goods. He is the best part of the whole thing himself.

The true salesman is ever seeking that which will aid him in securing the interest and attention of his trade, as the object of his work is to forward the business to his house, but he will employ only fair and honorable means to accomplish his purpose.

The only real criterion of his ability is the number and quality of orders obtained. He sells his goods, he sells them at a profit, he complains little, he finds a way to do business with the goods of his employer, he believes in his house, he believes in himself and is never without enthusiasm, energy and pluck.

Such a man is a treasure. Compare him with the man who is always finding fault, who is ever blaming

the other fellow, and who by this attitude of mind weakens his house, his business and himself.

A salesman is born, not made; he is capable and shrewd, but his greatest gift is naturalness. He attracts the friendship of men by a confident, inspiring manner without apparent effort on his own part. He has individuality.

No two salesmen are alike, and no one can successfully imitate another's method of approaching trade, for the moment he makes the attempt he ceases to be natural, and arouses in the prospective customer that indefinable spirit of aversion fatal to favor.

Thus it is that no one can tell a salesman how to sell goods; the salesman must do it himself, and if he don't do it, no matter what explanations are forthcoming, he is not the man for the place. The right man can do it, and that is the man who is wanted.

There is an old saying that "A poor workman blames his tools;" so it is with a salesman; so it is with all men in all places. There are many misfits in life. Every man has qualities that suit him for a successful career in something. We can only arrive at it by exclusion. If a man don't sell goods he is not a salesman; that is evident.

I repeat, a good salesman will, by his natural adaptability, find a way to win the interest of the buyer; he will sell his goods, and succeed under the usual conditions of trade competition, without being guilty of underhand practices, without cutting prices.

I do not mean to have it inferred that I believe his employer can expect him to surmount obstacles of unusual and extraordinary character, that fabulous prices can be obtained, but I do say that a good salesman will not tremble at every frown of the buyer, will not magnify every obstacle and believe it to be extraordinary.

Many of the difficulties so magnified, on being reported to the house, unfortunately are taken up, and without being given that calm, deliberate analysis essential to the intelligent management of a business, are accepted as absolutely true, and acted upon in a manner that results in much disturbance, whereas a little patient investigation would often save trouble and loss.

The character and position of a seller in relation to his trade, is determined largely by his method of doing business. His success is, in a great measure, dependent upon his reputation for uprightness and reliability, yet the very foundation of his commercial strength, the basis of his success, is being sapped continually by some of those who, though demanding a rigid integrity of the house of which they buy, yet seemingly with an utter disregard for equity, insist upon subjecting it to impositions altogether out of harmony with justice and right.

The most humiliating feature of the situation lies in a bad custom; the abject, slavish yielding to those exactions on the part of the seller. How can this be remedied? How many conditions can be altered for the better?

Great reforms are not achieved in a day, and we cannot overthrow a pernicious custom without an earnest, combined effort.

The only release from a mistake is to cease to make it, and for the purpose of this paper we may consider that trade abuses are mistakes, simply errors of judgment on the part of either buyer or seller. There is a right way to do things, but there is only one right way, and our difficulties have arisen through the conflict of many different opinions of what is right. Believing every one to be inclined to do justice to his fellows, as he sees it, it only remains to establish a correct view, a uniform standard of procedure that will be recognized as in harmony with justice, one which will receive the endorsement of business men generally.

I suggest the publication of a work which shall em-

*Portion of a paper read before the National Confectioners' Association at Niagara Falls. From the proceedings in Confectioners' Journal.

brace in a clear readable form, preferably in the form of question and answer, all the points of difference.

It should make plain the rights of the buyer, of the salesman and of the house, in their relations with each other, and I believe this can be done by citing particular instances in which the case is stated, and a decision on the equity of the point at issue, given in answer to the question.

The cases to be covered should show wherein discourtesy on the part of the buyer, toward a salesman, is unfair, and wherein certain conduct of a salesman toward a buyer is to be condemned.

Erroneous beliefs on the part of some buyers as to the profits of the seller, which lead them to think that the seller is in a position to sustain every burden of loss, should be given a thorough airing, and the error corrected.

Mistakes of the seller who considers that the buyer is simply managing a dumping ground, and will be pleased with anything sent him requires full treatment.

There is the very delicate question of "who pays for the telegram," the problems of discount, when a bill is due, and where, the payment of bills by local checks where banks charge for collection, the payment of drafts promptly, or the reverse, etc. There are many other details of settlement which demand attention and adjustment along right lines.

The manner of claiming rebates, allowances, freight, shortages, the right to countermand the contract, and its obligations, the responsibilities of the buyer, the salesman, the house and the common carrier. The proper method of establishing credit, the value of a good credit, the injury resulting to credit through lack of promptness, through asking extensions and some other points of interest on the question of credit.

To illustrate more fully the manner in which I believe we can best demonstrate the intricate details of adjustment, I will take the following instances:

Question.—Deductions from a bill are sometimes made on the ground that the price billed by the seller is greater than asked by others. How would you proceed in a case of this nature?

Answer.—It is the inalienable right of the seller to make his own price on his own goods, as it is also the right of the buyer to make his purchases where the greatest advantages are offered, but on the ground stated, the buyer who arbitrarily deducts an amount from the face of a bill can by no argument sustain his position. He should correspond with the seller if dissatisfied, and before making deductions, secure the sanction of the seller. If it is not given and the seller insists that the price be paid, then, provided no agreement on the part of the seller has been violated, it is the duty of the buyer to pay the bill in full.

A publication in the form of questions and answers covering nearly all the experiences of the seller, the salesman and the buyer, in adjustments, covering the relations of seller to seller, salesman to salesman, the courtesies due from one to the other, could be made decidedly interesting and have a strong tendency to remove the causes of misunderstandings.

Other matter could be added, with information on general points of law, railroads, credits, and many points of value to a business man.

Business men acquire methods, as we acquire all knowledge, through observation. The young man is likely to adopt the systems of his employer and we often find that there is a great sameness of method among establishments located in the same city, especially where the younger houses are what we might term offsprings of the older ones.

The methods of the older houses are then the basis of knowledge, the source of the business education of the younger. If the systems are good, all is well, but they are not always so, and by the general distribution among our customers, and others, of a work which possesses educational features which will indicate the importance of fairness and right dealing in business, not merely in general terms, but specifically, clearly and emphatically, in the manner suggested, we may overcome the ill effects of bad example and im-

proper training, for, as I believe, there is a strong desire to do right in every man, and we certainly are justified in the endeavor to bring to bear the best judgment of the members of this association, on the question "what is right."

INDUSTRIES IN THE TROPICS.

Dr. W. M. Wilson, in an address before the recent meeting of Weather Bureau officials at Milwaukee, predicted that the time was coming when it would be possible to colonize the jungles of the tropics and establish industries such as now exist in the temperate zone. He said in part: Practically all the great industries are centered within the limits of the world's great workshop—the temperate zone. Thus far every effort to plant a great nation outside of this narrow belt has failed. Gigantic schemes with elaborate and refined preparations for the colonization of the tropics have always been met by the insurmountable barrier of death and disease, until the West Indies have become known as the graveyard of Europe.

One cannot, however, fail to be impressed by the absence of attempt to classify or analyze the characteristics of the various maladies that have produced the disastrous results of the past. The way in which the responsibility has been placed upon climatic conditions is little less than perfunctory. It is a matter of common knowledge that certain infectious diseases exist only within certain limited areas. This has given rise to the belief that the cause for their origin and propagation must be found in the prevailing climatic conditions. The tropics are deemed absolutely unfit for habitation of the white man, while other sections of the earth are believed to be endowed with healing qualities.

During the past twenty-five years experimentation has revealed some startling truths, showing that diseases formerly ascribed to climatic conditions are actually the result of the presence within the body of a specific germ or living organism. It is known that by the proper hygienic precaution, which will exclude the germ, one may live in its very presence with safety.

This discovery has had an important bearing upon the subject of medical climatology, for, while the climate conditions may in a measure favor the development and activity of the germs of disease, the responsibility for their invasion of the human body is thus shifted from impersonal, irresponsible climate to a responsible individual. And thinkers of to-day are rapidly reaching the conclusion that the healthfulness of any locality is not so much a matter of climate as of hygiene.

When medical science shall have studied the diseases indigenous to the tropics with the same zeal and success that have attended the investigations into the ailments of the temperate zone one will be able to live in a tropical country, perhaps with less personal comfort, but certain in no more danger than in the most favored spot in our country. The graveyard of Europe will become the garden spot of the world. The jungles of Africa will become the scene of immense cities as well as England, France, Russia or North America, and the dread barrier of "climate" will no longer exist as a hindrance to the development of India and China to commercial industries like those of our immense shipbuilding, iron and steel furnaces and other manufacturing works.

EPISTAXIS.—One is occasionally called to stop an alarming epistaxis, and finds himself without any instruments or drugs with which he may go to work. Some of the following expedients will stop any ordinary nosebleed: 1. Have the patient chew a large wad of paper or rag vigorously. 2. Cut a cylinder from a sponge; moisten well, press out all the water, tie a string to the end, and pack firmly as far back in the nostril as possible. 3. If tannic acid is at hand, it may be blown into nostril from any tube; a pipe stem, a quill, a catheter, or even a roll of paper. 4. Ice to the back of the neck, and to the forehead. 5. Inject very warm water, if syringe be available. For internal use, the best drugs are gallic acid, iron, hydrastis, ergot and calcium chloride.—(Med. Brief).

BUSINESS PHARMACY.

The Experience of Druggists with Profit-Bringing Methods. Hints and Suggestions. Original Papers from Practical Business Druggists. The Various Phases of Drug-Store Management and Economy.

PROFITABLE SIDE LINES.

By "ACTINIC."

The idea of carrying cameras and photographic supplies as a side line for pharmacists is not new, but I found the following original idea made the goods sell. Several merchants in our city had put in cameras (and kept them also). I put in half a dozen and made nothing over my advertising expenses till I hit on this expedient. I had one of my clerks build a dark room in the cellar with a few dry goods boxes and covered it, inside and out, with heavy builders' paper to make it light tight. On one side I cut a hole 8x10 inches, set in a pane of glass and put four thicknesses of orange tissue paper and four thicknesses of red tissue to make a source for light, put a shelf in front of the window and used a hand-lamp, thus obtaining non-actinic light, which could be easily and cheaply furnished. I built the shelf for developing on the inside so that the light illuminated the work. Then I inserted the following "ad" in our local papers and had 1,000 struck off for enclosing in camera catalogues and to wrap in packages:

A Generous Offer

To persons who would like to own a camera but hesitate about buying one because of the fear that they could not operate it correctly or get satisfactory results, we make this offer. We will load a camera and assist the prospective buyer in its operation and also in developing and finishing the picture free of charge. Prospective buyers will be given all the advantages of a business experience in cameras for several years.

**BLANK'S
DRUG STORE.**

I made a sample print from the first attempt of every amateur whom I taught to use a camera and wrote "First picture taken by John Doe" in a prominent place on the card. I kept these on my show cases and customers who are waiting for packages take pleasure in looking them over and they serve as an introduction to the subject of photography.

When making a window display I always paste the slips on the glass on a level with the eye of a person of average height.

In a book kept for the purpose I keep a list of all people who have taken any interest in photography and mail them new catalogues as frequently as they are received and the camera manufacturers—especially the Eastman Kodaks—are very liberal with attractive catalogues. At the county fair, every fall for the past three years, I have had control of the amateur photograph exhibit and give prizes. My annual sales jumped from forty-two dollars, covering cameras and supplies, to over five hundred dollars after this advertising, and now I supply the local professional photographers with their supplies. More people will stop to look in a window at pictures than at anything else, and by using new ones they will stop regularly. You have noticed probably that if one or two stop to look in a window others will stop out of curiosity.

Don't be afraid to furnish a little free developer and urge all amateurs to use your dark room freely. I find the following formula very satisfactory for developer:

Metal	3 grains.
Hydroquinone	10 grains.
Dried Sulphite of Soda	80 grains.
Carbonate of Potash	60 grains.

TO THE DRUG CLERK.

By H. G. SCHULTZ, Philadelphia, Pa.

How often do we hear and what common expressions are these: "Oh, the drug business has gone to the dogs;" "If I had to do over again I would never go into the drug business;" "Nothing to do all day long but to sell postage stamps and answer questions;" "Work sixteen and eighteen hours a day for small pay and less glory," and a thousand and one similar complaints.

Now just let us stop a few minutes and reflect upon these, the most common ones, and perhaps in analyzing ourselves and our environments we may be able to detect a ray of hope that will carry us over and above that multitude of minor ones.

In the first place the drug business has its ups and downs—so has every other business—but it has not "gone to the dogs," as the common expression goes, to one who has his heart and soul in it, bound to overcome every obstacle in his journey for success, and that is only an essential to success in any vocation.

It is true we have some seeming difficulties. The department stores are selling our brushes and perfumes and other sundries. I say "ours" because before the advent of the department store the people demanded such articles of the druggist; mainly, I presume, because he made their hair tonic and other toilet requisites. He never made any special effort to get this trade, and apparently thought he had the exclusive privilege of selling them. But the department store man saw here a good opportunity and made a special bid for that trade and got it, and is making still greater efforts to hold it. Why not make

a special effort on your own part to get back for the proprietor this part of the business, which has been lost only on account of a lack of attention to it.

Keep your mind occupied considering ways to sell more sundries; how you can display the stock to the best advantage, for this is a secret of the department store sales; keep the stock clean and polished, and you will not have time to wish that you had never gone into the drug business, but will be so interested that each effort to beat the department store out of a sale will, if you work conscientiously, help you with the next one.

Don't be afraid to tell your customers that you carry all the articles they usually go to the big stores for.

Instead of bewailing the fact that you have to answer questions and sell postage stamps, make use of it. The department stores spend thousands of dollars a year to get people into their stores and tell them that they have an information bureau and sell postage stamps. Why not take a lesson from them? If it's worth all the money they spend to let the people know that they can be accommodated at their stores, it is surely worth the little extra trouble it makes you, if by so doing you can get the name for being accommodating and thereby get the people into your store.

How glad the big store manager would be if he could get his customers with a pleasant word and a smile instead of spending so much money! That's what you can do, though. Getting the people into your store is half the battle. It is an easy matter to go from postage stamps to your pretty line of writing paper; from telling some one where Dr. So-and-So lives to the excellence of your prescription department.

Don't think any one will be offended if you show them your goods. All of the ladies who come into your store like to see new goods, and it's usually the ladies who buy stamps and ask questions.

Don't wait for the proprietor to do these things, or think that just because he doesn't always do them that it's not necessary for you to do so; that is what you are there for. The proprietor is usually a busy man, and has become busy only because when he was in your position he did those very things which you are now expected to do.

You probably see twice as many customers in a day as he does, and so the responsibility of keeping his old ones and making new ones rests largely with you. Take this responsibility, make his business your business, his customers your customers. But don't get the idea after you have been at a place for some time and worked conscientiously and hard that it cannot get along without you; don't assume a lordly air, and you will find that the sixteen and eighteen hours a day which you spend in the store will be the source of pleasure instead of drudgery.

Don't think that because the proprietor is not always at your side and does not see just what you do and how hard you try to make customers and draw trade, that he does not know you are working in his interest.

He counts the cash and pays the bills, and knows what the balance is at the end of each month or year, and instead of small pay you will receive your full share of that balance which you have worked so hard to increase, and for glory you have the self-satisfaction of work earnestly done, and knowing that you will not have to look soon for a new position.

PROFITABLE FIVE AND TEN CENT TRADE.

By GEORGE W. HAGUE, PH. G., Hempstead, L. I.

Many druggists think the rich people who run large bills are the best class of trade. My experience has taught me that the cash trade is the best trade, rich or poor. After having much success with a five and ten cent line of my own preparations, I thought the idea would be of benefit to some brother druggist. These preparations are all sold loose, and they do not interfere with regular preparations of my own.

Liver Capsules for Adults.

These are also called "Saturday Nights," as we sell so many on this night.

Powdered rhubarb.....	24 grains.
Calomel	24 grains.
Podophyllin	3 grains.
Alolin	2 grains.
Extract cascara sagrada.....	24 grains.
Sodium bicarbonate.....	60 grains.
Extract nux vomica.....	3 grains.
Sugar of milk.....	40 grains.

Mix well and divide into capsules No. 12. Take one at bed-time. Charge five cents each.

The above capsules have been winners from the start. Patrons rarely get more than one at a time.

Laxative Syrup

For children.

Powdered senna leaves.....	2½ ounces av.
Powdered buckthorn bark.....	128 grains.
Powdered jalap.....	384 grains.
Powdered rhubarb.....	256 grains.
Powdered cinnamon.....	30 grains.
Powdered cloves.....	30 grains.
Powdered nutmeg	15 grains.
Oil of peppermint.....	10 minims.
Sugar	10 ounces av.
Alcohol, 40%, enough to make.....	16 fl. ounces.

Make by percolation, and dissolve the sugar in the percolate; lastly strain.

Charge ten cents an ounce.

Tooth Powder.

Precipitated chalk.....	4 ounces.
Powdered castile soap.....	2 drams.
Powdered cuttlefish.....	4 drams.
Oil of cloves.....	4 drops.
Solution of carmine, N. F., sufficient to color.	
Listerine or any similar preparation, 1 fl. dram.	

Mix well. Sell for ten cents an ounce.

There is a good profit in all the above preparations, and no special bottles or containers are needed for their sale.

THE PHARMACY GIRL FROM A GIRL'S POINT OF VIEW.*

By EDITH BUCHANAN, Rising Sun, Ind.

Nearly all of the leading journals and magazines of the day have something to say of the American girl in respect to her choosing an occupation or profession, but seldom do they mention pharmacy in this connection.

Why should pharmacy not be just as important a topic to discuss in the ladies' journals as such subjects as school teaching, music, art, etc? Probably because some think that a drug store is the last place in which a woman should be employed.

But if people would only stop to consider how important a factor the women in pharmacy may yet become. I think more employers would consider what a boon to their business a competent lady pharmacist would prove herself.

Of course, there are many men whom we might call "old fogies," who would not trust a most thorough lady druggist to wait on them under any circumstances. As, for instance, the other day a gentleman from the country came in and asked if the "boss" was in. When I replied that he was in, but busy, he said: "Well, can you sell me five cents' worth of paregoric?" I assured him that I could, and proceeded to wrap it up; but he interrupted me, saying: "Just let me take this to the boss and ask him if you've given me the right thing." The proprietor assured him it was all right, but the farmer shook his head and groaned a groan. However, I noticed he came back again and let me wait on him without a word.

Now, if it is the duty of the housewife to know how to keep the home in perfect order and see that all household supplies are kept up, how necessary it should be that the same be done in the pharmacy of to-day! Of all places to be kept clean and neat, I

* Western Druggist.

think the drug store should be that place. By all means see to it that utensils for making the various galenic preparations are kept perfectly clean. Never put aside a graduate without thoroughly washing and drying it with a small towel kept for that purpose, so that when a customer comes in and wants to take a sedilitz powder you will not have to stop and clean the graduates.

The prescription case is to be kept in such order that no one would not be ashamed for anyone to see it; for, if a customer finds disorder reigning supreme, he is very apt to think the druggist is slovenly and perhaps not careful in compounding his medicines and would rather go where things present a better appearance.

If "cleanliness is next to godliness," then it would be well for every drug store to be kept clean.

The drug store is known to be a place where ladies like to wait for friends they expect to meet, and, while waiting, if there is a lady clerk in the store she can entertain the ladies in different ways; and if she is a wide-awake clerk she will endeavor to lead to the subject of various toilet accessories found in drug stores and which all ladies like to discuss. She will also keep well posted as to the latest stationery, and in this way probably make sales where the customer had not thought of purchasing anything at all.

Again, lady customers often experience more or less timidity in regard to inquiring about syringes and such other articles that are necessary to a lady's toilet, but would rather do without them than go into the drug store and have a gentleman to wait on them.

Let the lady clerk thoroughly understand the use of all these articles and know which is the best grade; then sell none but the best. In all this she can, without a doubt, gain the friendship of many, and they will have full confidence in her, and she will attract the trade of people in every sphere of life.

She should always be willing to serve one customer as well as another, and never slight any, however humble their station in life might be.

That the lady pharmacist takes more interest in the general appearance of the drug store than does the average drug clerk no longer is doubted by those who employ lady clerks, especially in regard to window decoration. As to the latter I may add that I think a very pretty idea for a window decoration is that of having a nice display of perfumes, artistically arranged. A few beautiful flowering plants, as they may be in season, would add materially to the attractiveness of the display.

A Good Prescription.

I herewith submit a formula for a hand preparation, which is almost a positive cure for tetter, as I have found out by experience:

Pinus Canadensis light	oz. 2
Glycerin	oz. 2
Ext. hamamelis	oz. 2
Bay rum	oz. 2

I also give a formula for a good tooth powder:

Tooth Powder.

Prepared chalk	oz. 3
Cassia soap, powdered	dr. 1
Oris root, powdered	oz. 1
Pumice, powdered	dr. 2
Oil wintergreen	m. 15

Now, while I may not have said anything in this article that will benefit men and women who have had more experience and a greater knowledge of drugs and business than myself, yet I feel confident that pharmacy will yet be taken up by many more women as a profession and that druggists generally will see that the lady pharmacist will be indispensable to the trade.

FOR A BLACK EYE.—Nothing is better than a solution of ammonium chloride 1 oz., in glycerin 1 oz. and water 1 pint. Bathe frequently. If you direct the patient to take little pieces of soft linen four inches square and folded twice; dip in this solution kept hot—not just warm, but hot—the swelling and extravasation will be quickly relieved. Boiling water acts well, but the above conditions add to its efficacy.

—(Med. Summary).

POISONOUS PLANTS WHICH GROW WITHIN OUR BODIES AND HOW TO CON-TEND AGAINST THEM.*

By DR. H. H. RUSBY.

It has now become a matter of common knowledge that many of our most dreaded diseases are caused by bacteria, or "germs," as they are popularly designated. It is the object of this lecture to direct attention to these bodies as plants, to consider their poisonous action and our methods of defense against them.

As plants, they agree fairly well with various members of the Fungi, with which they are commonly associated in classification. They obtain their food for the most part in the same general manner, by tearing down organic compounds, and making use of the simpler chemical substances thus produced, which they take in by a simple process of absorption over the entire body-surface. They are, like other plants, of cellular structure, though of but a single cell. They are noted for their small size, the united length of many thousands being required to measure an inch. A great many of them, like other lowly organized plants, possess the power of locomotion, and travel about by means of cilia. They show the same variation in healthfulness and luxuriance, according to the special suitability of their growing medium or environment, that other plants do in regard to their soil, climate and exposure.

Though certain forms are grown for utility, those which cause consumption, diphtheria, typhoid and kindred diseases, are studied chiefly to discover what conditions will destroy them, or at least tend to inhibit their development or physiological activity, or counteract the injurious effects of the latter.

Their dependence upon special conditions, or upon certain soils, as we might well express it, is evident in the ability of certain bacteria to grow, at least with their customary form and vigor, only in certain organs of the body. Even this power is limited to certain individuals, for we often find them in healthy persons, alive, but unable to grow or to cause the appearance of their particular diseases. It is even more significant, and far more important, that in the same body the germs will be able to thrive at one time but not at another. It is also notable that in the case of some disease-producing bacteria, the luxuriance with which they develop, and even more particularly the violence of the diseases which they produce, depend in a high degree upon their association with other species. Thus, the species which produces tetanus, or lock-jaw, cannot live where there is a free access of fresh air or oxygen; but if it can associate with itself another species, which does consume oxygen, the two can thrive together.

Upon the other hand, there are cases in which such association is adverse to the welfare of the germs. This fact has been utilized by introducing the plants of erysipelas to the systems of those suffering from sarcoma, a disease presenting many similarities to cancer. The latter has been entirely cured in some cases, greatly benefited in many others.

It should be noted also that to a greater extent than any other class of plants, perhaps, bacteria possesses the power of adapting themselves to adverse conditions. After fully accustoming themselves to a new order of things, they may even grow and develop with all the vigor natural to their previous condition, though usually they do not thus learn to thrive, but gradually lose their vitality or virulence, which may sometimes be again restored by transplanting them to a favorite soil. Thus the lock-jaw bacillus, much as it dislikes oxygen, can come to live in the lungs themselves, though none of its characteristic poison can be produced there.

These peculiar properties of bacteria have, of course, to be seriously reckoned with in the selection of all methods for combating them and their effects. They often increase greatly the difficulties under which such action is pursued, though modern science

*Journal of Pharmacology.

has sometimes found it possible to utilize these very peculiarities in devising protective measures.

In reproduction, bacteria depend chiefly upon the method of simple body-division, and have thus come to be generally known as "fission" plants. The new individuals may at once separate to lead independent lives, or they may remain in the pair, or many concentrated pairs, resulting from the dividing process. They differ from other plants in the enormous rapidity with which this process is performed. A few minutes usually suffices for the perfect development and maturity of the progeny. It thus becomes apparent how in such diseases as anthrax, where these plants develop freely in the blood, the latter can in some places become within a few days almost a solid mass, the blood vessels completely dammed and circulation in that part entirely suspended.

Many species reproduce also by spores. Not only are such species enabled to retain their powers of reproduction, and, therefore, of disease distribution, for very prolonged periods, but they are much better enabled to resist adverse conditions.

The production of poisons by these plants is most easily demonstrated. It has already been shown that if the germs taken directly from the body of one suffering from a given disease be introduced to the body of another, the disease may be communicated to him; also that the germs can be propagated in some extraneous medium, as bouillon, for an indefinite period, and then be similarly used to inoculate another with their disease. In both cases, the party to whom the disease is communicated can become the source for another inoculation, and so on, showing the successive reproduction and development of the plants in the bodies of the different persons. If now a portion of the liquid containing these germs be heated to a temperature known to be fatal to the latter, this power for the continued transmission of the disease is lost, as is clearly proven by inoculating an animal with the substance and failing to secure any further transmission of the disease from the substance of his body. No living germs, therefore, were conveyed to him in the inoculated substance. Yet, under these circumstances, we find that he will exhibit the subjective symptoms of the disease, so severely sometimes as to promptly cause his death. From this observation there is but one rational conclusion, namely, that the germs while growing in the liquid, gave out to it their produced poison, which poison, injected in solution into the animal's body, poisoned it, just as it would have done had it been produced within that animal's body by germs existing there. So strong, it is said, will this poison solution sometimes become, where diphtheria germs are cultivated, that a single drop of it will kill a large and healthy horse.

The extent to which the poison is produced under different conditions, or the "virulence" of the germs, is extremely variable. This variation is manifest in different epidemics and in different cases of the same epidemic.

Two quite distinct methods exist for the production of the poisons. One is the same as that followed by ordinary poisonous plants, like the toad-stool, or the aconite, belladonna, or strychnine plants. In each of these, the poison results as a waste-product from the nutritive process going on within the plant-body, so that the substance of the poison has previously belonged to the substance of the plant-body. While this poison can be of service to the plant as a protection, yet it cannot be allowed to accumulate indefinitely. The aconite plant gets rid of it by storage in its tuber, which then decays in the soil after producing the plant of the following year. The belladonna plant stores most of it in the leaves, which fall and decay, while the strychnine plant does the same with its seeds. In the case of bacterial plants growing within our bodies, these poisons can be discarded from the plant-bodies only by excretion directly into our blood, and this, we have already seen, is proved by observed effects.

The other method of poison-production is that by which the bacteria tear apart the organic substances of the tissues or fluids which surround them, extract-

ing the very small portion which they can use, and leaving the residue, or part of it, in the form of a poisonous body. So far as the result is concerned, this method does not differ from the other, though it explains the extremely destructive nature of these organisms in disease.

Bearing in mind the facts and conditions here discussed in relation to the development, reproduction and poison-production of disease-producing bacteria, we are prepared to understand our methods of contending against them. Some of the deductions are sufficiently plain, while others are most occult.

It is of prime importance to know the methods by which the different germs are ordinarily introduced into the system. Some, as those of typhoid and cholera, are practically incapable of introduction except by the medium of the mouth. This does not mean at all that they must be present in our food or drink, as it is perfectly easy, and indeed common, for children, after handling their shoes or other polluted objects, to place the fingers in the mouth. Some, like the dreaded anthrax, are practically unable to inoculate us by the bodies of their germs except by direct contact, though it is possible for their spores to gain entrance through the lungs, by inhalation. Those of pneumonia and influenza must get into the air passages, in most cases, presumably, by inhalation. Diphtheria germs can grow readily in the eye and upon abraded parts of the body-surface, where contact is easy. Tetanus must enter the system by a bruised or incised surface. Tubercular germs can be lodged by inhalation, but, in spite of a tendency to become destroyed by the action of the stomach juices, they very frequently find entrance in our food and drink.

Our first and simplest method of defense against these diseases is manifestly the avoidance of infection and contagion. A perfect accomplishment of this result is well-nigh impossible, but since the outcome of an attack depends largely upon the number of germs making it, careful protection is at all times to be recommended.

Successful protection involves special methods in the case of each germ, as their habits and offensive and defensive powers differ among themselves. Some require oxygen, others are destroyed by it, while others are similarly sensitive to sunlight, and again certain temperatures are fatal to certain species.

Closely connected with this subject, and constituting one of the most important departments of hygiene, is that of methods of disinfection or sterilization, a process by which all germs and spores capable of producing inoculation are destroyed in or upon objects which must be handled or consumed. The details of these processes are discussed in simple manner in many works, where they should be sought by everyone interested in the welfare of the community, as well as in personal safety. Cold, even so low a temperature as 300 degrees below zero, does little more than temporarily check their activity, while a degree of heat, readily secured by ordinary methods, and definitely fixed for each species, is fatal.

By far the most important precaution in our power is the preservation of good general health and a high state of vitality. The foreign germs are never left by our body-cells to make an uncontested invasion. The battles between our cells and the foreigners have been actually photographed, showing defeat now upon one side, then upon the other. Manifestly, increased vitality means increased safety, and, of more importance to most of us, increased vitality and higher powers of resistance for our posterity.

Assuming that all these precautions fail, and that we are either stricken by disease or ready to become so if exposed, what shall we do to avoid infection, or if infected, to produce a cure? Success in answering this question has been only partially attained, yet this measure of success represents, perhaps, the most remarkable of all achievements in applied science.

Up to the present, we are practically without mineral or vegetable drugs capable of destroying these disease-producing plants within the body. Many sub-

stances are fatal to them, but only when concentrated to a degree dangerous to our own tissues. But this problem, too difficult for the chemist or the medical botanist, is solved by natural forces working within us. The existence of such a power is proven by the fact that we recover from these diseases, even after being weakened by them, and although we were unable to resist them at first, when we were stronger. It is further proved by our immunity against another attack, at least for a long period, after recovery. These well-known facts are understood when we learn that our own body-cells possess the power, under the stimulus of the germ's presence, and of its poison, to manufacture and add to the blood substances antidotal to the germ poison, or fatal to the germ itself, or both. To these substances, because we call the germ poison toxins, the term antitoxins has been applied. The gradual change thus effected in the composition of the blood is indicated by the gradual disappearance of the germs from the system as the disease progresses. It is also seen in the effects of mixing some of a convalescent's blood with a solution containing living and healthy germs, which are at once killed. Again, it is seen in the effects upon the disease of introducing into the body of a patient blood taken from one who has recovered, when there is more or less of an immediate tendency to counteract the poison of the disease. Or, if the individual has not yet contracted the disease, he can be prevented from doing so upon inoculation of the poisonous germs, if this blood from a convalescent be at the same time introduced. We, therefore, say that the convalescent has parted to his body fluid, and that by the injection of this fluid a similar immunity can be conferred upon another.

It being manifestly impracticable to secure a sufficient quantity of such immunizing fluid from the bodies of convalescent human beings, recourse has been had to the lower animals, the horse being chiefly employed. The methods, now that they have been successfully worked out, appear simple enough. We dare not inoculate the animal with the disease germs, lest the disease thus imparted to him become uncontrollable, but we can inject into his blood the poison imparted by the living germs to a solution in which they have grown, but in which they have destroyed, or from which they have been filtered out. Only a very small amount can be safely introduced at first, but as the system of the animal manufactures and stores its antidotal quantity of the anti-toxin, larger and larger amounts of the poison are introduced, until sufficient to have killed many untreated horses can be safely injected at one time. At length, the animal becomes proof against any ordinary amount of the poison. His blood is now drawn and its watery portion separated to be sold as commercial antitoxin. It is, in fact, a mere solution of the antitoxic substance, and its strength can be readily fixed by testing its power to counteract solutions of toxin of known strength.

Although diphtheria is the disease to which attention has been chiefly directed, its average mortality having been reduced more than fifty per cent. by this treatment, moderate success has also been attained in lockjaw and some other diseases.

Prevention against smallpox illustrates quite a different principle in defense, namely, that of attenuation. This method depends upon the known facts that certain types of disease are milder than others, and that this mildness can be artificially produced by pursuing certain methods. Under these application of these methods a mild form of the disease is created, and this disease is then imparted to those whom it is desired to immunize. Under this stimulus, their systems manufacture the required antitoxin, which at once becomes effective in protecting them against a new infection. By this method smallpox, once the most dreaded of diseases, may now be almost called unusual, considering its rarity among our vast populations.

PHARMACOPOEIAL REQUIREMENTS FOR JALAP.*

By JOHN C. UMNEY, F. C. S.

So much has been written during the past generation on the subject of this drug that it seems hardly necessary to review in detail past literature relating to it. Opinions, however, appear to be unanimous that jalap tubers may vary enormously in the percentage of resin that they contain. Pharmacographia (edition 1874) records an examination of jalap tuber by Charles Umney, containing 21.5 per cent. of resin, and also one by Widemann on the root cultivated at Munich containing 22 per cent. of resin. These percentages are higher probably than those met with in commerce and higher than any examinations recorded in the papers by Squibb, Barclay and Warden.

Two of the most recent examinations of trade samples of jalap are those recorded by C. E. Robinson, who found that the ten samples he examined varied between 7.5 and 17.7 per cent. of resin (averaging 12 per cent.), and Cripps, who examined 34 samples, varying from 5.8 to 15.6 per cent. of resin, and averaging 9.8 per cent.

It must not be overlooked, however, that the samples examined by Robinson were from open pharmacies, and had, therefore, presumably passed through the hands of wholesale druggists, who, doubtless, in the exercise of their judgment, had rejected many samples of the drug having a low assay of resin. Nationalities seem to have adopted widely-varying standards, the standard proportion of resin required in the recently published Pharmacopœias being as under:

	Percentage of resin.
British Pharmacopœia, 1885.....	10
British Pharmacopœia, 1898.....	9 to 11
U. S. Pharmacopœia, 1880.....	12
U. S. Pharmacopœia, 1890.....	12
German Pharmacopœia, 1890.....	9
German Pharmacopœia, 1900.....	7
French Codex, 1884.....	16 to 18

Whilst there can be no question that the standard of the German Pharmacopœia (1890) was too low, that of the French Codex is exceptionally high, and so high, indeed, that a jalap of such a resinous assay is only rarely obtainable.

In his report to the British Medical Council for the year 1888, Dr. Attfield says: "Clearly the proportion of resin yielded by jalap has for the past twenty years been gradually diminishing."

Whether that be entirely true or not, at any rate during the last few months it has been extremely difficult to find any jalap on the London market containing a high percentage of resin, or, for the matter of that, a portion even up to the minimum of the British Pharmacopœia. In consequence I have thought it desirable to collect such samples as may be practically said to represent the bulk in trade in this country with a view to determining how far the drug falls short of pharmacopœial requirements, and, if possible, to account for the circumstance.

Flückiger has suggested that the resin is partially extracted from the jalap tubers in Mexico. I understand from one of the oldest drug brokers in London who has handled jalap very largely for the last half century or more that the tubers are collected at practically any time during the dry seasons, from the middle of November to March. Very little care appears to be taken either in the cultivation or in the selection of tubers for collection.

David Hooper recorded most interesting results regarding the cultivation of jalap in the Government cinchona plantations at Dodabetta, Nilgiris, India, and the effect of phosphatic manures on the resin percentage. It might be inferred from Hooper's investigations that the percentage of resin may be increased

* Abstract of paper read before the British Pharmaceutical Conference (Br. & Col. Drug.).

by one half, by special attention to the question of manuring and careful cultivation.

Out of thirteen samples that I have recently had the opportunity of examining, the results of which are subjoined, it will be seen that only two samples are in excess of the maximum pharmacopoeial requirements, whilst the lowest recorded only contains 5.4 per cent. of resin:

		Percentage of washed resin.
		Per cent.
No. 1	.....	6.0
" 2	.....	8.2
" 3	.....	8.0
" 4	.....	6.7
" 5	.....	8.7
" 6	.....	5.4
" 7	.....	11.3
" 8	.....	6.2
" 9	.....	18.4
" 10	.....	9.6
" 11	.....	7.3
" 12	.....	6.4
" 13	.....	6.5
Average	.....	8.3

How, then, is the deterioration to be accounted for? By one of two theories—either by supposing that maturity, period of collection and soil materially affect the percentage of resin, or that the root has been subjected to the treatment suggested by Flückiger referred to.

I have been able to obtain supply of tubers that only yielded 5.4 per cent. of resin, but examination of these fails to show that they have been treated by any solvent. They are exceedingly small, with pale exterior, starchy and obviously immature; the tubers yielding 18.4 per cent. of resins are large, have dark exterior and in many instances have been sliced for drying and are much shrivelled.

I have not been able to determine that there is any considerable difference, or any direct ratio, inverse or otherwise, between the proportion of starch, saccharine matter and resin contained in the various powders examined.

Tincture.—The tincture is in very little demand, but it will be obvious that for the tincture to contain the proportion of resin required by the British Pharmacopœia, 1898, namely, 1.5 grammes of resin per 100 Cc., it will differ enormously in extractive according as it has been prepared from root strong or deficient in resin.

In my experience the average yield of total extractive of jalap root to 90 per cent. alcohol is about 16 per cent., although in the case of the root yielding 18.4 per cent. the percentage yielded to 90 per cent. alcohol was as high as 25.3, and to 70 per cent. alcohol 30.9.

Tinctures prepared with 70 per cent. alcohol from jalap containing approximately the quantity of resin required by the British Pharmacopœia contained about 2.3 to 2.7 grammes of extractive per 100 Cc.

I have examined samples obtained from various sources, and the following yields of extractive have been obtained:

2.9	grammes from 100 cc.
3.4	" "
3.5	" "
3.8	" "
3.7	" "
2.8	" "

In conclusion, I hope that efforts will be made to improve the conditions under which the cultivation and collection of jalap is carried on so that the standard of the British Pharmacopœia, 1898, which does not appear to be unreasonably high, may be, if possible, maintained.

BOTANICAL SOURCE OF COMMERCIAL RHUBARB.—It would appear that botanists have not yet definitely determined the botanical source of this drug. The origin of the true Chinese rhubarb has for many years been taken to be *Rheum officinale* and *Rheum palmatum*—two rhubarb plants which are found in the upper Asiatic regions, whose root stocks, after repeated examinations, resemble the Chinese drug so much in formation and appearance that we can almost accept its derivation from those plants as certain. According to accounts of explorers and of natives, a large number of rhubarb plants which are progenitors of this drug are said to exist, so that we may quite expect to become acquainted with still more *Rheum* species which produce the true drug. Formerly the only plant taken into consideration in this respect was that which came from the upper Asiatic district—i. e., the mountain district of Mongolia lying northwest of the province of Shensi—and this is the *Rheum Franzénbachii*. This plant differs from *R. officinale* and *R. palmatum* chiefly in having undivided leaves, which more closely resemble those of *R. undulatum*. It is the only one of the large group of *Rheum* species with undivided leaves which, originating from the Chinese districts, is found south of the Gobi desert. Through the courtesy of Consul Lueder two of these plants were planted in Mongolian milk-vessels by the interpreter to the German embassy, Franzénbach, when he was traveling in the above mentioned district, and brought with the seeds and roots to Peking and sent to Europe. Early in 1874 the two plants still living reached Greifswald; the seed sent at the same time germinated. It may be to the purpose to add here what Munter mentions of the roots in his description of *Rheum Franzénbachii*: "At different ages of the plants the roots are exceedingly different. They have a more spindle-shape form during the early years, through the dying off of the old axes which are above the earth which have ceased blooming, and through side sprouts a rhizome (properly a caudex) is gradually formed of them, which is furnished with more or less numerous side roots of a fleshy nature more or less ringed on the outside and of a pale-yellow color. At a later period, however, the roots as well as the rhizome itself possess a brown-colored corky layer, which may be regarded as the dead outer layer of the cork formation of the rind. The subterranean axis has a root 4-6 inches (10-16 centimeters) in length, in which may be distinguished the central pith, about five millimeters in diameter, then clear ring-shaped woody cells with pith veins and glands of a peculiar kind, and, finally, a ring-shaped rind with pith veins and corky tissue.—(Ch. and Dr.)."

STERILIZATION OF THE HANDS.—A very effectual means of treating the hands before operation is as follows: In running sterile water at about 40° C. with common yellow soap and sterile nail brushes, the hands and forearms are scrubbed hard and systematically in four sittings of a few minutes each. After the second scrubbing the nails are cleansed and trimmed. Next there comes for four minutes immersion in a one-to-one-thousand solution of bichlorid of mercury in ninety-five per cent alcohol, followed by washing in a one-to-one-thousand or one-to-two-thousand watery solution of the same, until the alcohol is washed off. Finally, after the gown is put on a rapid rinsing in the alcoholic solution is done, which may be followed by a superficial drying with a sterile towel, or, better, the hands may be left moist and the operation begun.—(Medical News).

GINGER POP.—Slice three lemons with three ounces of ginger root, add three pints of water, and boil thirty-five minutes. Stir in two pounds of sugar and boil fifteen minutes longer. Add three ounces of cream of tartar before removing from the stove; set off and pour in enough heated water to make two and one-half gallons of luke-warm mixture. Stir in half a cupful of compressed yeast dissolved in a little water. Set aside in a cool place; let it stand over night, and in the morning, after straining, the pop will be ready to bottle and use.—(Table Talk).

SHOP TALK.

"No wonder the drug business is going to the dogs nowadays" remarked the apothecary of one of Philadelphia's big hospitals, "the number of people who come to the dispensaries to get free medicine under one pretence or another must certainly be making big inroads in the prescription business. Why! when I was clerking in a drug store nearby we used to get from forty to sixty prescriptions a day, now the boss tells me that twenty is a big day's average. And the kind of people who 'sponge' on the dispensaries, folks well able to pay for any prescriptions they may need, it's a shame that nothing is being done! One day not so long ago a man came in to get a prescription filled that had been given him by the house surgeon and I declare, he had at least \$600 worth of diamonds on him; another man who handed in his order for a bottle of cod liver oil in a sort of shamefaced way I found out later was a police lieutenant in a down-town district; another man gave me a pressing invitation to visit his summer home in the suburbs after I had been putting up medicine for him for a week or so, and so it goes. I know of one woman who drives up in her carriage to the corner and then gets out and walks around to the "Outdoor Department" and sits in line to wait for free treatment and medicine, and her husband is rich! People who do this don't seem to think that they are swindling the poor people for whom the free dispensaries are conducted, the doctors who should be called in to attend them and the druggists who ought to supply their medicines, and I am glad to see that the State Associations are going to take up this abuse seriously. If they do, I can tell them some very interesting stories and I guess it's the same in all big cities. So long, I've got to put a bottle of cough syrup for the child of the man who owns the house my family lives in—he's too poor to pay the druggist at the corner for it or too mean, which?"

* * *

Said a New York druggist the other day, a member of the German Apothecaries' Society, "In theory these buying-clubs, which we hear so much about in later-day pharmacy, may look well, but for the practical druggist they are of no use whatever. Besides being liable to overstock himself because he must make up an order of a certain quantity, thereby often carrying dead stock, the druggist finds that a number of other faults combine to make them even more costly than if he bought direct from the jobber. The few cents off which buying-clubs can offer less than can the jobber are of no advantage if the druggist must buy more than he really needs at the moment. And where is the advantage, as another instance, to be gained when a druggist ties up quite a lump sum of cash in the form of a deposit as a guaranty of good faith, that he could easily turn over many times in the course of a year. Moreover, if he should decide to withdraw from the club at any time, he can get his deposit returned to him, not in cash as he gave it, but only in goods. A buying-club was started by the druggists of this neighborhood, which fell to pieces shortly after its inception for want of confidence between members and because of everlasting quibbling; and my experience as a member has taught me that I can be better pleased in more ways than one by going to a jobber for the goods I want."

* * *

It's the little things that count in drug stores as well as elsewhere, and it's the attention to little details that makes or mars business. All of which trite remark is inspired by a little story heard the other day in a Philadelphia street car. "I thought you used to deal with Blank, the druggist, Jennie," said one lady to another on the seat ahead, "it's a block out of your way to go to Jones' store." "Yes, I know it is" was the reply, "but I lost faith in Blank, they were too careless there and I got afraid to let them put up Willie's medicine when he was taken sick." "Why, did they make a mistake in your medicine?" asked the first speaker. "No, it was not that. I may be funny, but the reason I quit dealing with Blank was the way

he and his clerks used to wrap up the packages I would get there, they would be slovenly folded and tied with string so carelessly that half the time the wrapper would come off before I would get home, so I just made up my mind that people who were so careless in sending out things would be careless in putting up prescriptions, and I went to Jones, where the clerks all look so neat and tidy and wrap up things so nice!" "Well, I declare," said the other, "I don't blame you, and I am going to Jones, too, it's such a comfort to be able to trust your druggist to do things right and I never did like the way Blank used to send me dirty bottles of witch hazel and such stuff."

* * *

For the past two years a city ordinance has prohibited the distribution of circulars and "dodgers" in Philadelphia, the custom of sending out circulars by every little grocery store having become such a nuisance and disfigurement of streets that it was stopped by law. Nowadays the large grocers get out a "newspaper," which they distribute from house to house, putting it under the door, thus evading this law. These "newspapers" have the three first pages printed with stories, anecdotes, etc., somewhat on the order of the patent insides of country papers, and usually the selection is of enough merit to cause the circular to be kept and read, with the price lists and advertisement on the fourth page. Recently a few Philadelphia druggists have been using these "newspapers" for local advertising and say that it affords good results and is quite cheap. The grocery man is usually only too glad to have some one share the cost of the circulars and gives the front or inside to the druggist for a small price, and as the distribution is generally once or twice a week and to about every house in the neighborhood the druggist is sure of reaching a large number of people in a way that will attract their attention. This matter is printed in a very cheap form, though, and cannot be used for any first-class advertising, indeed, the originators of the scheme confine themselves to a simple price list of seasonable articles for each issue.

* * *

Will some druggist kindly explain why men acquire habits that hold good in one place and not in others? If he can it may put dollars in his pocket. For instance, no man ever accompanied another man into a saloon that he didn't, having been the recipient of one drink, say "Have another on me"? Usually the invitation is accepted, often it is repeated several times, but what a difference on the rare times when two men enter a drug store to get a glass of soda apiece! After going carefully over the flavors and finally selecting and imbibing their soda water, did any one ever hear any one say "Drink up and let's have another"? No one. It seems to be a breach of soda water etiquette to ask a man to drink more than one glass at a sitting, so many times has the response popular in the saloon been passed by in silence, or, is it that one glass of soda water is the capacity of the average man? Here's a nice problem for the druggist, and a society should be formed on the lines of the "Anti Treating League" to introduce the custom of the saloon in "have another on me" at the soda fountain.

* * *

Things are getting down to hard pan indeed when a drug store on Washington street, in the South End in Boston, advertises "delicious ice cream soda, three cents a glass." Competition must be at a white heat in that locality. Heretofore seven cents has been the "cut price" on this strictly American concoction, with ten cents as the usual, or regular price. A few candy stores have sold ice cream soda at five cents, and now a druggist goes them a bit better—or worse.

* * *

The death in Boston of a man who had previously taken a dose of ipecac recalls an actual occurrence in one of the public schools in the "Hub". A teacher had been giving a lesson in spelling and definitions and the word "ipecac" was among others brought up. One child, so the teacher relates, after spelling the word correctly, defined it "One who loves a good dinner."

SYSTEMATIC EXTERMINATION OF MOSQUITOES.

Now that the mosquitoes has been shown to be not only obnoxious but also a positive source of disease, active measures are being taken in various places to diminish its number by systematic methods. It is certainly desirable that boards of health should take an active interest in what promises to be a more and more important means of prophylaxis.

In New York, Health Officer of the Port Doty has given a detailed report of his recent investigations in regard to malarial disease on Staten Island, which is of much interest. He states that he selected a district known by the physicians of the borough to contain many cases of malaria, both in the acute and chronic form. This section, consisting of a basin less than a square mile in extent, within whose boundaries were some twenty-five stagnant pools varying from five feet in diameter to an acre or more in area, contained not more than a hundred small wooden houses, some distance apart. A house-to-house inspection showed that at least 30 per cent. of the inhabitants were suffering from the acute or chronic form of malarial fever. In almost every house or yard were found typical breeding places for mosquitoes, either in the shape of rain barrels, cisterns and cesspools or of abandoned receptacles thrown about the premises. Samples of water from these, as well as all stagnant pools, were examined, and larvae in large quantities were found. Large tubes were distributed among the houses for the purpose of collecting some of the mosquitoes infecting the neighborhood, and among the latter the anopheles was found. On two evenings live mosquitoes were secured from one of the bedrooms of a house in which there were five malarial subjects. On the first night five were taken, and all but one were of the anopheles species. On the second night twenty-two were collected, and of these more than one-half were the malarial insect. In a drop of blood taken from a child seven years old suffering from acute malaria, who lived in a house of the opposite corner, a bacteriological examination showed the presence of the malarial parasite.

The mosquitoes referred to were placed in large glass jars for observation. Many eggs have already been laid, and the laboratory work in regard to the mosquitoes, when completed, will be published in the medical journals. Many tests have been made in the laboratory to ascertain the value of different agents in the destruction of mosquito larvae. It was a surprise to find that a solution of bichloride of mercury (1-2000) sufficiently strong to kill all micro-organisms affected the larvae slowly, some being alive at the expiration of twenty-four hours. In weaker solutions they lived indefinitely. It would be unsafe to use this dangerous agent in ponds, etc., and the same may be said of carbolic acid and other agents experimented with. Permanganate of potassium, which has been strongly recommended for the destruction of larvae, produced but little effect except in very strong solutions. During these tests the marked superiority of petroleum oil soon became manifest, and there seemed to be no special advantage of one petroleum product over another. The Lima oil, which was used in petrelizing the stagnant pools and rain barrels, etc., is a crude petroleum with a minimum amount of naphtha. One cubic centimeter of this added to 3,500 cubic centimeters of water containing larvae killed them in three or four hours. This is equivalent to about twenty drops of oil to a gallon of water; and, as a matter of fact, this result was usually obtained by less than this amount of oil. Dr. Doty is inclined to believe that the death of the larvae is due to obstruction of respiration, and also that emanation from the oil or its odor, or both, is particularly repugnant, if not dangerous, to the full-grown mosquito.

There is no doubt, he says, that the best effect of the oil is gained by introducing it to a considerable depth under the water. In this way it is more surely brought in direct contact with the larvae, particularly if the water is agitated. Having given a description of the apparatus employed in his practical

work, he states that in petrelizing the stagnant pools it soon became evident that the long grass and weeds, particularly in the immediate vicinity of these places, were the abiding places of the mosquito during the day. Therefore, special attention was given to the removal of this growth and afterward petrelizing the ground with an ordinary sprinkling pot. The cisterns, rain barrels and other such breeding places were treated by sprinkling the inside of the wood-work and the surface of the water with oil. If the boundaries of the section experimented upon included all the breeding places in this part of Staten Island, there is no doubt that a marked diminution in the number of mosquitoes would have been apparent at once, but, unfortunately, many breeding places exist in the territory surrounding this place. Nevertheless, the opinion expressed by the inhabitants of the section indicates that there has been a positive change for the better. Dr. Doty thinks that this investigation has been of scientific value, because it has shown (1) the intimate relation between the mosquito and malarial fever; (2) the true breeding places of the mosquito; and (3) that petroleum oil will surely and promptly destroy mosquito larvae, and, so far as careful experiments indicate, it is the only agent which can be depended upon for this purpose. The suggestion that birds, dragon flies, etc., should be propagated for the purpose of destroying mosquitoes is, in his opinion, not entitled to serious consideration. In conclusion, he feels justified in saying that the continued presence of mosquitoes in large numbers as a rule indicates defective drainage, or in some other way an unsanitary condition of the infested section, and that the radical and scientific treatment of this condition is proper drainage and a compliance with modern sanitary regulations. Any other treatment is proper only when these measures cannot be enforced, and it is under the latter conditions that the use of petroleum is indicated. The responsibility of carrying out this important work must rest with the municipal, state and federal authorities. Municipal sanitary codes should include strict regulations not only against the existence of stagnant pools, but all forms of breeding places, and should empower sanitary officers to employ such means as are necessary to protect the public against these insects, and, when required, the application of oil should be made under their direction. In order to make this work uniform and effective, the co-operation of the state and federal authorities is absolutely necessary, and such action would be followed by the most gratifying results.—(Boston Med. and Surg. Journ.).

REPORT ON THE EXAMINATION OF FOUR BRANDS OF COCOA.*

By FRANCIS HEMM.

With the view of determining the average constituents and relative value and other desirable points of the general run of commercial powdered cocoas offered druggists in St. Louis I have partially completed the work undertaken and take pleasure in submitting my results thus far attained. By the way of preface I would state I had intended an examination of all obtainable brands in St. Louis, but on account of lack of time I could complete but four different ones. These four represent popular and well-known brands.

These cocoas are chiefly used by druggists for the preparation of chocolate syrup for the soda fountain. Those of us who make it a pride to prepare our own syrups will, I believe, find some interest and profit in noting the results of this investigation.

What is Powdered Cocoa?

Powdered cocoa should be a preparation in pulverent form representing fairly the nutritious and aromatic properties of the cocoa bean. When Linnaeus christened the genus of plants which produces the cocoa bean, "Theobroma" (Food of the Gods), because of the excellent drink and food he obtained from

* Read at the recent annual meeting of the Missouri Pharmaceutical Association.

the chocolate he prepared from the bean, he undoubtedly manipulated the Simon pure article.

The average composition of the cocoa bean (chocolate nut) as given us by chemists who critically examined the same is about as follows:

1. Shell.....	12 per cent.
2. Kernel.....	88 per cent.
	100

Analysis of Raw Bean.

(Weigmann.)

Water.....	7.93
Nitrogenous matter.....	14.19
Theobromine alkaloid.....	1.49
Fat (cacao butter).....	45.57
Starch and other carbohydrates.....	22.92
Crude fiber.....	4.73
Pure ash.....	3.99
Sand.....	0.62

The shells are reported to contain one per cent theobromine.

In conducting my examination for ascertaining the facts I wanted to know, viz.: The quality of flavor, strength and relative value, I confined myself to the following data:

Per cent of fat; per cent of water soluble matters; per cent of insoluble dry residue.

Table of Results.

Brand.	Fat.	Water Sol. Matter.	Dry Residue.
1.....	29	41	30
2.....	29	50	30
3.....	25	45	30
4.....	25	15	60

Comparative Prices Per Pound.

One brand sells for seventy-two cents, and each of the other three brands for fifty cents a single pound. Naturally one would be desirous of knowing whether their flavoring power differs. This might appear easily answered by referring to the table showing the relative amount of fat, soluble matter and inert dry residue obtained from them. The novice might reason thus, but those more experienced will not let this fact alone determine the matter. The one containing the most insoluble matter may have been more carefully made and may be the most aromatic.

Without prejudice, then, I will let you apply your taste and smell test to the four different syrups which I have prepared in the same proportion, i. e., four ounces to the gallon of the different brands, and let you decide for yourselves, whether there is any difference in quality.

I have also prepared a sample of fluid extract of each of the four brands representing the soluble constituents—one cubic centimeter is the equivalent of one gram of the powdered cocoa. I find a variation in color, flavor and consistence between them. I will mix one-fourth of a fluid ounce of each with enough simple syrup to make in each case two fluid ounces of syrup and will let you also compare these.

As to the amount of soluble matter, I would remind you that some may contain sugar or other carbohydrates, either of which will not strengthen the flavor.

Now, as to the fat. We read that this is not always cacao butter as it should be, but may be tallow, coconut oil or some other spurious fat. The quality of fat must, therefore, also be taken into consideration. I submit to you the different samples of fat which I extracted. It is claimed that the one thing wanted by the people at the soda counter is the flavor in chocolate. A careful comparison of the different samples of chocolate syrups I submit here will no doubt enable you to decide whether one is better than the other in point of rich flavor.

—In a recent decision, Commissioner J. W. Yerkes, of Internal Revenue, declares that according to sections 3248, 3251 and 3254 of the Revised Statutes bay rum is to be considered as distilled spirits, and, therefore, taxable as such.

PROGRESS IN PHARMACY.*

By JOHN A. LEVERTY.

In order to more fully appreciate the advancement and progress made in pharmacy as a whole during the decade, one has but to consider the fact that during the fifty years from 1829 to 1879 there were only four drug journals published in the United States, while from 1880 to 1900 there were about thirty-five new ones. Since 1880 thirty-nine states have enacted laws keeping the ignorant out of pharmacy, as against five states having such laws prior to that date. In 1840 there were three colleges of pharmacy in this country, while there are now over fifty.

This advancement in the literary and educational side of pharmacy is due almost wholly to the efforts of the retail pharmacists, and yet we find conditions are such as to discourage this advancement, everything tending toward commercialism and reduced profits. Through the efforts of the N. A. R. D. during the past two years the unwholesome conditions under which the commercial side of pharmacy has been carried on have been greatly improved. This marked improvement should act as an object lesson and make apparent to even the most sceptical the advantages accruing from the concentration of effort.

But how has the mainstay of pharmacy, the pharmaceutical side, fared? Can it be said that there has been the same marked improvement in that direction? Taken from the standpoint of the retailer, we fear not. No more convincing proof of this can be found than in the lack of interest taken by pharmacists in general in the National Formulary. Some effort should be made to restore the waning interest in the preparations of this work or its effective value will be neutralized.

It is not of itself sufficient that the pharmacist should use this work merely for the purpose of supplying preparations which can be used when the physicians order non-official preparations without specifying any particular one, but an effort should be made, either individually or collectively, to keep the preparations contained in this work constantly before the physicians. There are many preparations that were prescribed before the advent of the National Formulary and which were prepared in a multitude of ways. The preparations supplied in the different stores varied widely in appearance, and the apparent lack of uniformity has to a great extent been the cause of physicians prescribing the preparations of various manufacturers, the only apparent difference being in the label and name of manufacturer.

The subject of the National Formulary is one worthy of agitation. Every pharmacist should become thoroughly acquainted with the preparations therein contained by making the preparations themselves. New improvements in its contents should be proposed, and ways and means suggested for keeping it before the physicians and by sending delegates to the medical meetings to take up the subject. It is needless to outline even in the briefest way the many advantages to be attained by giving to this work the attention and consideration due it. Suffice to say that when the pharmacists can be brought to a full realization of the true value of the National Formulary and give their best efforts toward a general standardization of its contents, assisting its committee by presenting to them formulas for various preparations that have through their compositions become popular in the different sections of the country, the first step will have been taken toward bettering pharmaceutical wise the existing unhealthy conditions, placing the progressive pharmacist in the sphere to which he rightfully belongs, and showing due appreciation to the able committee through whose untiring efforts the pharmacists of this country have been enabled to have placed within their reach so valuable an adjunct as the National Formulary.

With the Pharmacopoeia as a standard for crude drugs and regular products, and the National Formulary recognized as a standard for the later day phar-

*Read before the Connecticut Pharmaceutical Association.

maceuticals, which are within the scope of manufacture by the retail pharmacist, the cause for the complaint so often made, relative to the lack of uniformity in the strength, dosage and appearance of these preparations will have been removed and the necessity of keeping on hand various brands of duplicates be lessened. Thus can the pharmaceutical side of the pharmacy be made productive of a greater percentage of profit.

WINDOW DISPLAYS.

For local advertising there is nothing so profitable and sale making as your windows; use them to advantage and judiciously. Display seasonable goods, let us take for example the races: Liniments, witch hazel, rub down for the jockeys as well as for the horses; sponges, towels and brushes; suspensories and jock straps neatly displayed and calling attention to the fact that you are catering for their trade is to your advantage.

This display for one week—next week you show a composite window: Shaving outfits, perfumery and toilet articles for ladies and gentlemen; cutlery, brushes, pocketbooks, a few of each harmoniously displayed, will call attention to the many ignored needs and your window will bring customers for many of these articles.

Experience has taught the writer that there is no mistake about his composite shows.

Hot weather, flies and mosquitoes suggest other displays.

After the hot spell is over people take rambles in the surrounding country and this is a good time for your photographic goods display. This line makes an attractive display by itself and can be repeated at intervals.

Hot water bottles and chest protectors are out of the question in these hot days, as they are out of season. A display of hair brushes, combs, hair and scalp remedies is always desirable and pays well, as does a display of razors, shaving mugs, lather brushes, crops, safety razors, shaving soaps, barber combs, cosmetic, bay rum, talcum powder, face lotion, etc.

A display of articles for the hygiene of the month is always in season. We show here tooth brushes, tooth soaps, pastes and powders, dentifrices, tooth picks, breath perfumes, etc.

Always in line and timely are displays of catarrh remedies with the necessary douches and atomizers; blood medicines of every description, corn cures, foot powders, nervines and the like. Neat displays of the goods on hand pay, as the public is looking for such articles.

Distinct displays of stationery, perfumery, cigars and candies; sponges and chamois skins, electric goods, trusses and bandages can be made any time of the year. As for syringes, crutches, bed pans, toilet paper and the like they do not make good displays. They do not stimulate the sales and the public always looks to the druggist for such articles anyhow.

Splendid, gorgeous holiday displays as a rule leave a lasting impression on the public at large; for this reason devote time and care to such. Thanksgiving, Christmas, Easter, Decoration Day and Fourth of July are the days for the extraordinary efforts. They are red letter days for advertising. Do not leave your displays too long in your windows. Do not let the flies make too much of a show. Do not try to save on your light bills when it comes to your windows.

A window brilliantly lighted is a display in itself. In winter, when flies and dust are gone, window displays can be brought to perfection. Keep windows from frosting by good circulation of air behind the plate glass. Different good schemes have been devised toward this end.

Cough, lung and throat medicines, hot water bottles and chest protectors are in season. Repeat such displays.

Displays with an electric motor, displays with living matter, for example—chickens, hares, etc., at Eastertide, or a negro boy with a nice set of teeth,

grinning at the public, showing your dentifrices, tooth powders, brushes, etc., etc. These last named displays generally make a hit with the crowds that gather around your window to see what is going on. We are a curious nation, and anything out of the ordinary will attract attention and leave an impression.—(Condensed from the Montana Filter Paper).

NEW SUGAR REACTION.—A new method of applying the phenylhydrazin test for sugar is described by Riegel in a German medical journal. The pure white hydrochloride of phenylhydrazin, 0.1 gram, is put into a large size test tube and 0.5 gram crystallized sodium acetate with 1 Cc. of the sugar solution and 2 Cc. are added. The test-tube is heated to boiling over a spirit lamp and to Cc. of a 10 per cent. solution of soda are immediately run in and the mixture is then shaken five or six times and left at rest. Either immediately or after the lapse of some minutes the whole solution assumes a fine red-violet color. Exactly the same method is followed in testing for sugar in the urine. Into a large test-tube are put 1 Cc. of urine, 0.1 gram pure white hydrochloride of phenylhydrazin, 0.5 gram crystallized sodium acetate, and about 2 Cc. of water. The whole is then heated to boiling over a spirit lamp. Ten Cc. of a 10 per cent. solution of soda are immediately run in, the test-tube is shaken five or six times and left to rest. If the amount of sugar present exceeds 0.1 per cent. the fluid will in a few seconds assume a red-violet color. In testing for sugar in the urine it is essential that the color should be viewed by transmitted light, that the fluid should be colored throughout, not merely the precipitated phosphates, and that not more than five minutes at the most should be allowed for the red-violet color to make its appearance, for after a longer period even normal urines and such as do not contain a pathological amount of sugar become colored. The delicacy of the reaction may be considerably increased by proceeding in the following way: The above quantity (0.1 gram) of pure white hydrochloride of phenylhydrazin is put into a shallow porcelain basin about 3 Cc. in diameter; to this are added 0.5 gram of crystallized sodium acetate and 1 Cc. of the sugar solution; the basin is then held in crucible tongs over a spirit lamp until everything is dissolved, and the fluid boils; it is then laid on the table and from 20 to 30 drops of a 10 per cent. solution of soda are added—best out of a dropping glass—without shaking the basin. Either in a few seconds or after about five minutes the fluid becomes red-violet, even when the solution of sugar contains no more than 0.006 per cent. of it. If the solution examined contains no sugar a slight pink tint makes its appearance in from 15 to 30 minutes as the result of atmospheric oxidation. Sugar in urine may be tested for in exactly the same way, but not more than one minute must be allowed for the development of the red-violet color. Aldehydes give the same reaction as sugar and must therefore not be present.

HOME MADE SPLINTS.—Dissolve one pound of gum shellac in one pint and a half of ninety-five per cent. alcohol, with one drachm borax. Let the mixture stand until all of the shellac has been dissolved; then it is ready to be applied. Old cloth makes the best splints. I generally use an old pair of trousers. Apply the solution to one side of the woolen cloth with a brush and dry thoroughly before a hot fire. It takes about one hour to dry properly. Then apply a second coat on the same side and dry as before. You will then have a single piece, but if you wish a stronger piece, apply the solution on one side of two pieces that have already been prepared, dry them, place them together and press with a hot iron, and they will unite and become as one piece. Always be sure to dry out all of the alcohol. To temper the cloth for use, hold before a hot fire until soft, then apply. It will adapt itself to the shape of the limb at once. To make it set quickly, hold in cold atmosphere or dip in cold water.—(Red Cross Notes).

QUESTION BOX.

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of the Era. Copies of these may be obtained at ten cents each.

Boiler Compound.

(J. J. H.) G. E. Davis, an English authority, in discussing this subject in Workshop Receipts, says that the incrustation of the inner surface of a boiler is frequently caused by the use of water which would not be suspected of any such power, and points out the danger of using water which has been condensed from the boiling down of organic substances. Many nostrums have been brought forward, and claims made on their behalf that they would prevent incrustation, but most are absolutely worthless, if not injurious. Boiler "scales" nearly everywhere are principally composed of sulphate of lime, and he made a number of experiments to find some substance which would neutralize the action of that lime on the boiler plates. After many trials he came to the conclusion that tribasic phosphate of soda, known to commerce as "tripsa," is the best of all preparations. It absorbs the free carbonic acid in the water, and, acting upon the sulphate of lime, precipitates it with the mud to the bottom of the boiler. In one case where this precipitation was used, the boiler was worked for five months without being cleaned, and only the very slightest deposit, which could be easily displaced by a touch, was formed.

The Scientific American Cyclopedia of Receipts gives these:

Anti-Incrustators.—M. E. Asselin, of Paris, recommends the use of glycerine to prevent incrustation in steam boilers. It increases the solubility of combinations of lime, and especially of the sulphate. It forms with these combinations soluble compounds. When the quantity of lime becomes so great that it can no longer be dissolved, nor form soluble combinations, it is deposited in a gelatinous substance, which never adheres to the surface of the iron plates. The gelatinous substances thus formed are not carried with the steam into the cylinder of the engine. M. Asselin advises the employment of 1 pound of glycerine for every 300 or 400 pounds of coal burnt.

To Prevent Boiler Incrustation.—For a five-horse power boiler, fed with water, which contains calcic sulphate, take: Catechu, 2 pounds; dextrine, 1 pound; crystallized soda, 2 pounds; potash, $\frac{1}{2}$ pound; cane sugar, $\frac{1}{2}$ pound; alum, $\frac{1}{2}$ pound; gum arabic, $\frac{1}{2}$ pound.

Sodium fluoride has also been used to considerable extent for the removal of scale or incrustation from boilers, and many claim it to be superior to alum and other compounds. Its action is based on the fact that it precipitates the alkaline earths in the form of an innocuous soft mud, which does not adhere to the boiler. For this purpose the amount varies with the composition of the water, from an ounce to each 1,000 gallons upward being necessary.

Violet Toilet Preparations.

(H. T. Co.)

Violet Water.

- (1) Spirit ionone, 10 per cent. $\frac{1}{2}$ dram
 Distilled water 5 fl. ounces
 Orange flower water 1 fl. ounce
 Rose water 1 fl. ounce
 Cologne spirit 8 fl. ounces

Add the spirit of ionone to the alcohol and then add the waters. Let stand and filter.

- (2) Violet extract 2 ounces
 Cassie extract 1 ounce
 Spirit of rose $\frac{1}{2}$ ounce
 Tincture of orris $\frac{1}{2}$ ounce
 Green coloring, a sufficiency.
 Alcohol, to 20 ounces
 Tincture of orris 64 ounces
 Tincture of vanillin 16 ounces
 Oil Sandalwood $\frac{1}{2}$ ounce
 Oil bergamot 1 ounce
 Oil rose geranium $\frac{1}{2}$ ounce
 Cologne spirit 84 ounces
 Rose water 96 ounces

Dissolve the oils in the spirit; add the tinctures, and set aside for three days; then add the water slowly, stirring well, and let stand for two weeks before filtering. Color with chlorophyll or aniline green to the tint required.

Violet Ammonia.

Most preparations of this character consist of either coarsely powdered ammonium carbonate, with or without the addition of ammonia water, or of a coarsely powdered mixture, which slowly evolves the odor of ammonia, the whole being perfumed by the addition of volatile oil, pomade essences or handkerchief extract. The following are typical formulas:

- (1) Moisten coarsely powdered ammonium carbonate, contained in a suitable bottle, with a mixture of concentrated tincture of orris root, $2\frac{1}{2}$ ounces; aromatic spirit of ammonia, 1 dram; violet extract, 3 drams. (2) Fill suitable bottles with coarsely powdered ammonium carbonate and add to the salt as much of the following solution as it will absorb: Oil of orris, 5 minims; oil of lavender flowers, 10 minims; violet extract, 30 minims; stronger water of ammonia, 2 fl. ounces. (3) The following is a formula for a liquid preparation: Extract violet, 8 fl. drams; extract cassie, 8 fl. drams; spirit of rose, 4 fl. drams; tincture of orris, 4 fl. drams; cologne spirit, 1 pint; spirit of ammonia, 1 ounce. Spirit of ionone may be used instead of extract of violet.

Violet Witch Hazel.

- Spirit of ionone $\frac{1}{2}$ dram
 Rose water 6 ounces
 Distilled extract of witch hazel, enough to make 16 ounces

We do not answer queries by mail.

Stains for Wood.

(S. F. B.) Rich Purple.—Boil 2 ounces of fresh logwood powder in two pints of rain-water until the hulk has lost about 8 ounces by evaporation; then add, a little at a time, sufficient sulphate of indigo to give the shade required.

Yellow.—Make a solution of aniline yellow in alcohol of the requisite depth, and apply with a soft brush. By first applying a weak mahogany stain and then following it with an aniline yellow, a fine orange is secured.

Mahogany.—First rub the surface of the wood with a solution of nitrous acid, and then apply, with a soft brush, the following:

- Dragon's blood 1 ounce
 Sodium carbonate 6 drams
 Alcohol 20 ounces

The foregoing should be filtered before use.

Blue.—Place the following ingredients in a clean glass jar:

- Sulphuric acid 4 ounces
 Indigo (powdered) 1 ounce

and stand the jar in an earthenware pan lest they boil over. When the effervescence has ceased, add sufficient of the mixture to clean rain-water as will give the requisite shade on a trial slip of wood. Then apply to the work, using a clean bristle brush. The color is much improved by keeping before use.

Green.—In order to secure diversity of shades, make two solutions, as follows, and mix in any proportion preferred, remembering that the indigo darkens the tint. The most generally used combination will be six parts of A to one part of B:

- A. Verdigris 4 ounces
 Vinegar 6 drams
 B. Indigo 4 drams
 Vinegar 20 ounces

Both A and B will be better if boiled for ten minutes during solution.

Cherry.—Place the following substances in a tightly corked bottle for some days:

Aikanet root.....	15 parts
Aloes	30 parts
Powdered dragon's blood.....	30 parts
Alcohol (85 per cent.).....	500 parts

Before applying go over the wood with dilute nitric acid. The resulting stain is pretty dark. To lighten the shade, use more alcohol. After the stain is dry apply copal or some fine pale, hard varnish.

Calomel Tablets.

(W. S. B.) Coblentz gives the following formula for the preparation of tablets of calomel and soda:

Calomel	50 grains
Sodium bicarbonate.....	50 grains
Powdered acacia.....	5 grains
Powdered sugar.....	5 grains

Make 100 tablets.

In order to avoid partial reduction of the calomel, which occurs if it is triturated with the sodium bicarbonate in the presence of water, the calomel is triturated with the sugar, moistened (not wet) with water, granulated and dried. The acacia and sodium bicarbonate are treated likewise; then both are mixed, triturated to a fine powder and granulated by moistening with alcohol (spray); after sifting (about No. 20 sieve), dry and compress.

Tablets which contain such agents as calomel, corrosive sublimate, etc., should be spread by means of a rubber or horn spatula, as the slightest contact with metal will cause discolorations. You may be able to trace the dark color of the tablets you have made to the use of a metal spatula.

Tincture of Iodine and Carbolic Acid.

(F. G. S.) "Can a prescription calling for equal parts of tincture of iodine and carbolic acid be compounded so as to make a clear solution?" No; the water of the liquefied carbolic acid, which we assume is the preparation employed, precipitates the iodine in the tincture. There is no chemical action between iodine and liquid carbolic acid, although some authorities have stated that under certain circumstances carbolic acid does decolorize tincture of iodine. Iodine is much more soluble in glycerin than in water, and if you wish to employ a solution containing the substances named we suggest you call the attention of the prescriber to the formula for iodized carbolic acid in the National Formulary. In this mixture glycerin is used as the solvent and solution is effected by means of a gentle heat and frequent agitation.

Oil of Anile.

(H. P.) "Can you inform me what 'oil of anile' is?" No; a systematic search through various works of reference fails to reveal any information which would lead to the identity of a substance by this name. Of course, one might suggest "aniline oil" from the similarity in the sound of the names, but we have no reason for believing that aniline oil is meant. As our correspondent does not give any information regarding the possible use of the "oil" we have no clue to help us in further investigation.

Iodine Stains on Marble.

(H. L. S.) Make a paste with sodium hyposulphite and ammonia water and apply to the stains. Allow the paste to remain a short time, then remove and polish the marble with a mixture in the form of a paste made with water, 2 parts of sodium bicarbonate and 1 part chlorinated lime. Wash off with water and dry rapidly.

Peruna.

(W. E. M.) We cannot give the formula for this proprietary preparation, nor do we remember of having ever seen an analysis of it reported in any journal.

(H. G. Co.) What is "Sphinx Gum"?

CAUSE OF BALDNESS.

It is generally supposed that baldness, like gray hair, is a necessary accompaniment of advancing age, but this is only because the older a man is, the more time he has to neglect and abuse his hair, and the more likely he is to have lost it.

Some men are more prone to baldness than others because of the thinness of the scalp, which interferes with the proper blood supply to the hair follicles; This is often a family failing; but in such cases baldness might be prevented, or postponed for many years, by care. In a few instances the hair falls out as the result of some special disease, but in the great majority of instances there is absolutely no reason why, if properly treated, the hair should not last as long as its possessor.

The chief cause of baldness is pressure by the hat which constricts the blood-vessels and so interferes with the nutrition of the hair bulbs. It is probable, also, that the shutting off of light and air by the hat helps the mischief. An unhealthy condition of the scalp results, the sign of which is an abundant amount of dandruff.

There are many facts which go to prove the truth of this: First, women rarely become bald; they wear hats it is true, but their hats are not air-tight casings, nor do they make pressure round the head like the head-gear affected by man; Second, baldness is almost unknown among savages, who wear no hats; neither is it common among men in the tropics, where very light hats are worn.

Laborers are less prone to baldness than professional and business men. This has led to the belief that brain-work favors a smooth and shiny scalp by withdrawing blood therefrom; but this is only self-complimentary on the part of those who advance the theory. Laborers generally wear soft, felt hats or caps, which are apt to be pushed to the back of the head, so that the head obtains plenty of the light and air. As further proof, we find that the baldest men usually have sufficient hair at the back and on the sides of the head below the hat line.

The inference is plain—wear a soft hat or none at all. If custom forbids this, then the best a city man can do is to wear his hat as little as possible, and never to keep it on in the house or office.—(Youth's Companion).

TREATMENT FOR IVY POISONING.

To the Editor:—I read a short time ago an article on poison ivy in a newspaper, which said that the juice of the common jewel weed, *Impatiens fulva*, was an effective antidote. I have suffered with poisoning for the past five years, in fact, almost every time I go botanizing in the woods. This season I had an opportunity to investigate the subject. As soon as the symptoms were noticed I immediately rubbed the parts affected with some of this juice, fresh from the plant. The irritation ceased at once and the poison spots gradually faded away, instead of ripening into sore, festering pustules, which would otherwise have formed. During the next few days the spots appeared on different parts of the body and they were simply rubbed with juice each time. In short, I have found this to be a perfect antidote, and the most effective remedy I have ever used. The jewel weed abounds all over the country, especially in the vicinity of *Rhus toxicodendron*. I do not know who deserves the credit for first noting its properties, still I think it quite recent, as I have talked to several pharmacists and botanists, and though familiar with the plant as a wild flower, they never heard of this property. I would suggest that the active ingredient be investigated so as to enable an extract to be made, that would have the unimpaired virtues of the fresh juice. The pharmacist, especially in rural districts, is often called upon to treat cases of ivy poisoning, and I think an extract of jewel weed would be most serviceable for him to use.

J. C. ARTHUR ST. JAMES.

NEWS DEPARTMENT.

NEW YORK AND VICINITY.

CUTTING THE CUTTER.

Incorporated Company to Fill Prescriptions at the Uniform Rate of Twenty Cents.

The "Provident Medical Company" is the title of a new corporation with headquarters in the Transit Building on East Forty-second street, the purpose of which, as stated in the prospectus by the company, is to supply the entire city with first-class medical service and pure drugs at "rates the people can pay". With this object in view, the company has gone about the establishment of a number of drug stations where the prescriptions of its physicians are filled at the uniform rate of twenty cents. Four of these "drug parlors" have already been established and a promise is made that others will be opened shortly. Those now in operation are located at No. 238 West Twenty-sixth street, No. 317 West Thirty-seventh street, No. 464 West Forty-third street and No. 402 West Fifty-fourth street. These parlors are open from 9 a. m. to 9 p. m., and are in charge of lady attendants. The company claims to keep the best drugs in the world, dispensed only by registered graduates.

The charges for medical attendance are made upon a graduated scale of weekly assessments, levied according to the number of persons in the family subscribing. The doctor's services are furnished to two persons at ten cents a week, three or four persons, fifteen cents a week and five or more, without limit, at twenty cents a week. The only additional charges are a contract fee of twenty-five cents and the twenty-cent prescriptions, "which is much less than is charged by regular druggists". The happy jingle,

"A dime or two

Each week you pay;

Our doctor drives

Your ills away."

devised by the company's bard, does not seem to take into consideration the ills of the retail druggist should this twenty-cent prescription rate become as general as is promised.

The Provident Medical Company is incorporated with a capital of a quarter of a million dollars. It has been in operation for about four months. The officers are Richard Wightman, president; Josiah Strong, vice-president; G. C. Smith, secretary; Alexander R. Nicol, treasurer; and G. A. Mortland, superintendent of agencies.

NONE INVITED BUT ALL CAME.

Jolly Party of American Proprietors Meet By Chance at "Round Table" in London.

"One of the most pleasant incidents of my trip abroad," said H. B. Harding of the Humphreys' Homeopathic Medicine Company, who recently returned from Europe "occurred at the Holburn Viaduct Luncheon Club in London where the famous 'American Round Table' brings together the good fellows and convivial spirits, who happen to be visiting in the British metropolises. I was sitting at the table with an eye out for a familiar face when Brent Good of the Carter Medicine Company floated in and sat down at the round table. It was not long before John W. Cox of the Antikamnia Chemical Company contributed himself and made a crowd. He had no sooner settled down at the table than Senator Fulford of Williams' P. P. P. Company showed up. It began to look

as if a consultation had been called. But the crowd was not complete. We were joined by Commodore Isaac Emerson of the Emerson Drug Company, Mr. Johnson of Fassett & Johnson and Mr. Gordon of the C. I. Hood & Company. To cap the climax John Morgan Richards, who acts in the capacity of home agent for the majority of the companies represented around the board, appeared on the scene. It was over a good dinner and one of the most thoroughly enjoyable occasions I have ever had the fortune to witness. A more congenial or better crowd of good fellows could not have been collected among the Americans in London".

YOUNG DRUGGIST LOSES LICENSE.

The eastern branch of the New York State Board of Pharmacy was called into special session August 27 to sit as a Board of Civil Procedure for the trial of the case of John Nisselson, a young drug clerk 23 years of age employed until last May in the store of his brother-in-law, Louis Laurie, No. 276 Broome street. Nisselson was charged with having obtained a license by swearing to false statements as to his experience in his application for examination. In this application, Nisselson states that he has served over four years in stores and gives the dates and names of the two parties in whose stores he claims to have been employed. His statements are borne out by the affidavits of his employers. But it transpires that during this same period of time the defendant was employed by a firm of manufacturing jewellers. He explains matters by saying that he worked in the jewelry store in the day time and in the drug stores at night, taking all the time he could possibly get from the former place to study pharmacy and gain experience. The board is of the opinion that he could not possibly have crowded 70 hours a week into his study in the drug store as is stated in one employer's affidavit. Upon close examination, the experience of Nisselson appeared to the board to be of too questionable a character to satisfy the standard, and his license will be revoked at a second special meeting. It is not likely that he will be held for perjury. Those present at the meeting of the board were Chairman C. O. Bigelow, George C. Diekmann, and Sidney Faber. Joseph Steiner, the attorney for the board participated in the examination.

HUDSON GETS SIX MONTHS.

Paul B. Hudson, drug swindler and trunk thief, was sentenced Friday afternoon by Recorder Goff to serve a term of six months in prison upon a conviction for grand larceny in the second degree, committed in the stealing of a trunk valued at \$300, the property of engineer Butterworth, from the Park Avenue Hotel on July 19. Hudson's operations as president of the Mount Vernon Chemical Company and under the name of William Annear are parts of his record fresh in the minds of Era readers. He is the son of John A. Hudson, Justice of the Peace at Sherwood, Tioga County. Hudson has always been fortunate in getting light sentences when caught and convicted of crimes. In view of his past record and the fact that he has always escaped with minimum punishment, it was thought that his conviction upon a clear case of grand larceny would place him behind the bars for years. He is no doubt well pleased with the sentence, and the expiration of six months will doubtless again see him concocting frauds or eloping with trunks.

EDWIN H. BURR RESIGNS.

Because of the steadily increasing burden of official duties, which during the past year or two have seriously threatened his health, Edwin H. Burr has resigned his position as general manager and secretary of Lazell, Dalley & Co., manufacturing perfumers, No. 12 Duane street. Mr. Burr has been connected with the company for the past ten years and the place of his firm at the head of American perfumers has been largely due to his constant application, business insight and managerial ability as buyer, superintendent of manufacturing and general manager. The present quarters and plant on Duane street were fitted up under his personal supervision and the perfect equipment and organization, together with a number of the company's most popular specialties are the results of Mr. Burr's efforts and management. He also severs his connection with the Dalley Manufacturing Company, of which he was vice-president and treasurer.

The resignation took effect on September 1. Mr. Burr does not retire from active business, having accepted a position as American agent for the French firm of Roure-Bertrand Fils, with offices at No. 18 Cedar street. Mr. Dalley will take charge of the business of Lazell, Dalley & Co.

DEATH OF THEODORE LOUIS.

On Thursday, August 22, Theodore Louis, in his 64th year, prominent for many years in New York pharmacy, died at the Home for Incurables in Fordham, where for several years past he has lived a permanent invalid as a result of an apoplectic stroke. He was buried on Monday, August 26. He was a one-time trustee of the New York College of Pharmacy, was one of the building committee that superintended the erection of the present college building, and had entire charge of the purchase of the laboratory apparatus. For a number of years he was treasurer of the German Apothecaries' Society of this city, and was always in the van of any movement for the betterment of pharmacy. He was formerly proprietor of the pharmacy at No. 112 Avenue A, but age and its resulting infirmities led him to sell the business to its present owner.

NOTES.

—Chas. Finch, of Stamford, one of the foremost druggists of the state of Connecticut and an ex-president of the State Pharmaceutical Association, was in the city on business August 26. Mr. Finch says that there is no local organization of druggists at present in Stamford, there being one cutter who will not come into a schedule arrangement. There has been no recent attempt at organizing although there has been some talk of it. He says that the Connecticut Pharmaceutical Association will send a full delegation to the A. Ph. A. Convention in St. Louis.

—T. P. Hefley, of Hefley Bros., whose pharmacy was one of the most widely-known retail houses in Jacksonville, Florida, until it was destroyed in the recent disastrous fire in the Southern city, has been in New York the past week buying fixtures and stock for a new store. He has ordered the latest in fixtures and estimates that these alone will cost him nearly \$10,000, including a handsome soda fountain. Mr. Hefley claims that his new store will be on a par with the finest in the South.

—President Smith of the Greater New York Pharmaceutical Association has called a meeting for to-morrow night. The association has not yet decided whether or not it will send a delegate to the N. A. R. D. Convention at Buffalo and this matter may come up for consideration at this meeting. Of the forty-four druggists in the district, forty are members of the association.

—A splendid prospectus has been issued by The Fraser Tablet Company. The idea of co-operation between the physician and manufacturing chemist is emphasized by an offer to physicians enabling them to become stockholders in the corporation and take a certain amount of interest in the great dispensing establishment which is managed for their service and benefit.

—Mr. and Mrs. Thomas P. Haley, of St. Louis, who have been spending the summer in New Jersey, are stopping at the Waldorf on their way home. They were entertained at the Drug Club, August 28 by J. L. Hopkins.

Mr. Haley is interested in the Peacock Chemical Company of St. Louis.

—W. G. Ungerer, Jr., of Ungerer & Co., No. 18 Cedar street sailed for Europe August 29. He will tour France and Switzerland, combining business and pleasure on the trip. He will be accompanied by Mrs. Ungerer. They will be gone about two months.

—The Omega Chemical Company has secured an injunction against the Alpha Soap Company, restraining the latter from using the designation of "Omega Oil" or the word "Omega", applied to any soap or other product manufactured or sold by them.

—Hazard & Hazard, who are at present located at No. 1159 Broadway, will shortly move into more commodious quarters across the street at No. 1123, where one of the most elaborate and scientifically arranged pharmacies in New York will be established.

—Correspondence from St. Louis is to the effect that all of the space for the exhibit at the A. Ph. A. has been taken up, the hotel rooms are rapidly being engaged and there are other indications of a large attendance and a successful meeting.

—Lord & Ely is the new firm designation of the drug store at No. 482 Seventh avenue. The proprietors of the business are Frank E. Ely and Charles F. Lord, but the store has heretofore been conducted under the name of F. E. Ely.

—C. H. Van Buren, Lehn & Fink's Connecticut representative, will spend two weeks at Buffalo and in Canada. C. G. Kling, the firm's eastern Pennsylvania man has returned to his territory after a short stay at headquarters.

—W. B. Rowles, manager of the Chicago branch of Parke, Davis & Co., and wife, have returned from an enjoyable two months' tour in Europe. Mr. Rowles visited for several days at the New York branch of his house.

—A branch office and warehouses have been established in Chicago, at No. 42 River street, by the Porsch Chemical Company, No. 62 Malden Lane. B. A. C. Hoelzler, formerly of this city will act as resident manager.

—H. B. Gilpin, of the firm of Gilpin & Langdon, wholesale druggists of Baltimore, stopped over in the city on his way home from Manchester, Maine, where he has located his family for the autumn season.

—The proceedings in General Sessions against the president and one of the directors of Tarrant & Company in the fire cases, in which indictments were found, will not come up until early in October.

—Theodore Madsen, the well-known Hoboken pharmacist at Fifth and Garden streets, has sold his Weehawken store, 1826 William avenue, to Charles L. Van Nul who takes immediate possession.

—The Rio Chemical Company, formerly of St. Louis has removed to this city and established headquarters at No. 5 Thomas street in the building formerly occupied by the H. B. Clafin Co.

—J. F. Christian, general manager of the middle West traveling division of Sharp & Dohme and Frank N. Pike, the firm's Ohio man, visited the New York office two days, Thursday and Friday.

—Martin H. Smith, president of the Martin H. Smith Co., pharmacists, No. 68 Murray street, is away on a fishing and yachting excursion to his old home in Annapolis, Md.

—The pharmacy at the corner of Lexington and Franklin avenues, Brooklyn, formerly owned by G. D. Fruch, has been purchased by Michael Metz, who has been with C. O. Bigelow.

—A new store has been opened at the corner of Ninety-ninth street and Park avenue by Isaac Schlossberg, who has another place of business at Grand and Suffolk streets.

—William Weis, the well-known druggist of Thirty-fourth street and Seventh avenue has returned with his wife from a pleasant two weeks' vacation, spent at Lake George.

—Joseph Jacobs, a pharmacist of Atlanta, Ga., was in the city for a few hours August 28. He was on his way to the White Mountains, where he will enjoy a vacation outing.

IN AND ABOUT BOSTON.

DRUGGISTS BESOGHT TO REMOVE A PEST.

Boston, August 31.—Druggists of Brookline and in some other places near Boston are being sought for aid in putting down a pest of red ants, which seem to have appeared this season in immense hordes and which are doing considerable damage. One New York banker having a superb summer mansion at Hamilton-Wenham, in Essex County, is facing a most serious trouble, just now, because the tiny red ants seem to be undermining his house, so great has been their ravages. The druggists in the vicinity of Coolidge's Corner, Brookline, are experimenting, in co-operation with the residents, to become rid of this epidemic of red ants. In the district principally afflicted it is said that the peculiar quality of the soil, which is mostly sand and gravel, is largely responsible for the invasion of the pests. The local druggists are recommending oil of sassafras diluted with alcohol. Where the ants prefer to make mischief on the lawns, is their habit to undermine some special area, so that when one steps upon it the ground sinks an inch or more.

DRUGGISTS EXPECTANT OF COMING TRADE.

Boston, August 31.—This has been a week of rather good conditions, for business has been satisfactory for this time of the year and the druggists, moreover, are feeling a bit expectant of coming trade soon, when the returning summer vacationists are at home again. Nearly all druggists speak along this line, showing that they are simply in a state of waiting, for the "good time coming." As it is there has been a fair demand this week for the things which may be found at pharmacies, to say nothing of the business done at the prescription desks and soda fountains. In the general market special activity is reported, although trade conditions seem gradually to be shaping themselves where improvement is noted. The call for chemical drugs appear to be increasing, slowly yet surely, so it is stated. Alcohols keep in fair demand, that is, the grain, more especially. Dyestuffs and tanning materials if without notable feature, still are not as sluggish as recently.

CANDIDATES FOR THE MASSACHUSETTS BOARD OF PHARMACY.

Boston, August 31.—On October 1, the term of John H. Rice, of North Adams, a member of the Massachusetts Board of Registration in Pharmacy, will expire, and among those felt to be eligible for this membership, to succeed Mr. Rice, is Charles E. Bardwell, of Holyoke. Already a committee of the Connecticut Valley Massachusetts' Association has been appointed to promote the candidacy of Mr. Bardwell for the place as a member of the board. The committee is to confer with Governor Crane, and, as there is no one else prominently mentioned for the place, Mr. Bardwell will probably be appointed without question. The term of service is five years for members of the board cannot succeed themselves, hence Mr. Rice's departure. Mr. Bardwell, besides having the indorsement of the Connecticut Valley Association, is also supported by the Massachusetts Pharmaceutical Association.

NOTES.

—A clerk in a Malden drug store had a queer customer one night recently. The man came into the pharmacy and asked for some pills that would kill him quick. The clerk looked him over and sized up the situation. He handed out two little sugar-coated, harmless pills and the man looked at them carefully and concluded he had better have two more, so as to make the job complete. Then he looked to see how much money he had to pay for them. "Why I've got three million dollars here," said he. "What's the use of dying with all that money. I'll go out spend it first," and he went, leaving his pills behind him.

—Through its treasurer, A. P. Martin, the Pearl Hill Lithia Spring Co., Boston, makes the following statement of its financial affairs: Real estate and buildings, \$21,

—E. V. Elliott, vice-president of the Hutchinson-Elliott Drug Company of Paris, Texas, is in the city with a view of making extensive purchases for the fall trade.

—The Compressed Gas Capsule Company, No. 1 Madison avenue has issued a very artistic and attractive prospectus containing the illustrated "Story of Sparklets".

—No less than twenty drug, chemical and proprietary men, are seen on the Sandy Hook boat every evening going to their homes on the North Jersey coast.

—H. N. Good, general salesman for the Grape Capsule Company, No. 133 William street, returned from Philadelphia on Monday to resume work in this city.

—F. C. Schramm, a prominent pharmacist of Salt Lake City, Utah, was in New York two days last week. He made several business calls in the drug section.

—W. L. Strauss, of W. L. Strauss & Co., 27 Warren street, is detained in Europe on account of the death of a friend. He is at Frankfort-on-the-Main.

—Twelve of Schieffelin & Co.'s working force returned from vacations the same day early last week, taking up their work in the various departments.

—O. H. Scheffer, has sold his store at No. 1341 Fulton street, Brooklyn, to Francis J. Murphy, who will continue to conduct a general drug business.

—Lehn & Pink have secured the services of E. H. Powell, formerly with S. H. Whitmore. He will travel in his old territory in his new capacity.

—A. G. Burgdorf, with Whitall, Tatum Co., has returned from his vacation, which was spent at Delaware River points. He reports good bass fishing.

—F. D. Rollins of Rollins & Rice, proprietors of three stores in Aurora, Ill., is in the city with a view to buying for the fall and winter trade.

—B. S. Hughes, buyer for Barnes & Hall the well-known Lexington, Ky., druggists, is in New York on business connected with his firm.

—Mrs. J. A. Griffing, who owns the Edgewater Pharmacy at Edgewater, N. J., has suffered a severe bereavement in the death of her father.

—Mr. Emmert, the senior partner of the firm of Emmert & Burrell, well-known druggists of Freeport, Ill., was in the city August 29 on business.

—A. J. Cramp, with Schieffelin & Co., in the sundries department has returned from a pleasant two weeks' outing at Deposit, N. Y.

—Samuel Bennett and William Churchill, with Parke, Davis & Co., are away on a two weeks' leave of absence, enjoying a vacation.

—C. D. Rosengarten, of Rosengarten & Sons, manufacturing chemists of Philadelphia, was a visitor at the Drug Club August 30.

—Karl F. Behrens, a prominent pharmacist of Brooklyn, has returned from a vacation of two weeks, spent in the Catskills.

—C. A. Milford, a pharmacist of Abbeville, S. C., has been in the city several days buying for the fall and winter trade.

—C. Liersch, who is the owner of several large drug stores in Kansas City, was in the city the early part of the week.

—Mr. Nelson Frye, who is the proprietor of a large store in Philadelphia, has been in town the past week.

—J. N. Ruffin, pharmacist, of Asuncion, Paraguay, South America, is registered at the Drug Trade Club.

—J. C. Spratt, of Detroit, manager of the Parke, Davis & Co., traveling force was in the city September 1.

—W. P. Huckle, a Kansas City druggist was in the city August 27. He is buying for the holiday trade.

—J. E. Rodgers, secretary of the Hyde Drug Company of Malone, N. Y., was in the city August 29.

—S. M. Allen, New England salesman of R. W. Robinson & Son, visited the home office last week.

—K. G. Rosahn has opened a new pharmacy at the corner of Stanton and Goerck streets.

—A. L. Phillips, one of the foremost druggists of Warren, Pa., was in the city August 27.

—A. Odebrecht, with H. Braun & Sons, Columbus, Ohio, was in New York August 31.

—T. Edwin Brown of Franklin, Pa., was a visitor at the Drug Club August 27.

164; machinery, \$3,800; cash and debts receivable, \$1,202; manufacturers and merchandise, \$2,046; miscellaneous, \$1,160; profit and loss, \$16,528, a total of \$46,494. Against this there is a capital stock \$30,000 and debts, \$16,494; total \$46,494.

—Friction from some of the chemicals at the factory of the Boston Chrome Company, on Grove street, Arlington, caused a lively fire one evening this week. The chemicals were being ground and set fire to the wood-work. The fire was soon under control, but it did damage estimated at \$6,000, on which there was a partial insurance.

—For the purpose of making and dealing in flavoring extracts, and druggists' supplies, with \$10,000 capital stock, of which \$2,500 is paid in, the Royal Worcester Extract Company has been organized, under the laws of Maine, with these officers: President, W. B. Bragger, of Worcester; treasurer, H. J. Woodward, of Worcester.

—Among those to enter the Massachusetts College of Pharmacy at Boston, this fall, is Louis A. Webber, of Easthampton, who has been serving as clerk at C. J. Smith's drug store in that town. Before entering college, he is to work in a drug store in Roxbury for a few weeks.

—Congratulations are being given Dr. P. J. Cuddyer, a well-known South Boston druggist, on event of a fine little girl who is already the queen of the household. Incidentally, it has cost the genial doctor of pharmacy many cigars and free drinks of soda to square himself with those proffering their good wishes.

—Benjamin F. Smith, a druggist of Weymouth Centre, has been a member of the board of registrars of voters in Weymouth ever since the board was established, nearly 20 years ago. Only the town clerk equals him in serving in that capacity.

—The death is announced, at his home in Jamaica Plain, of Arlie B. Toward, a druggist forty-two years old. He was well known in the drug trade. As a younger man he was a clerk in Chaffee's pharmacy in Somerville.

—John Connors, who is employer at Desmond's pharmacy on Broadway, in Lawrence, has returned to his duties after three weeks' stay with his friends in Boston.

—Fred. E. Chapman, a clerk at Paddelford's Gilman-Square Pharmacy in Somerville, is spending two-weeks' vacation in visiting the shore resorts of Massachusetts.

—W. J. Duffy, the Cross street druggist in Lawrence, has been sojourning for a short time in Gloucester, accompanied by friends.

—Edward Arnold, a clerk at J. J. Estes's pharmacy at Rockland, is now enjoying his annual vacation.

The Growing Demand for "New-Skin".

North Yakima, Washington, July 22, 1901.

Douglas Mfg. Co.,
107 Fulton Street,
Gentlemen:—

Sample package of "NEW-SKIN" sent me arrived some days ago, and find it works admirably. I have frequent use of something of this kind, as in my work of Candy making, get many cuts and burns and with it all have continually to wash hands, and your preparation is the best I have found. Kindly send me a large bottle for the enclosed 50c.

Very Truly,

John E. Diels.
Care, Dittler & Mechtel,
North Yakima, Wash.

This is the only one of the many orders the Douglas Mfg. Co. are receiving direct from consumers. Druggist should see that they get their share of the rapidly increasing demand for "NEW-SKIN" by carrying the three sizes in stock.

PHILADELPHIA.

BUSINESS QUIET WITH OUTLOOK FAVORABLE FOR FALL TRADE.

Philadelphia, Aug. 31.—The past week has shown a noticeable falling off in business, trade being very dull and quiet up to Thursday last when matters improved a little. From Friday last up to this time there was a smaller prescription business done by druggists in general than for any week of the year. Two causes are responsible for this condition, one the absence of so many people from the city, and the other the generally healthy state of Philadelphia for the past month. Even the usual "hay fever" epidemic that comes about this time of the year has not amounted to much, probably owing to the excessive dampness of the month, and sickness in general is very little. One physician in a good residential section who is attending to the calls of three other doctors besides his own, remarked that he had had only eight calls from the four lists as a daily average for the week. So, while the good health of the community is a blessing to all, the poor druggist has to put up with more or less loss and see his prescription trade dwindle down to the vanishing point. There has, however, been a decided improvement in trade this last day or so, and the outlook for the next few weeks is quite good. People will be returning to the city then and a brisk business is looked for by most of the retail trade. There has been little activity in wholesale and manufacturing circles this week, orders have fallen to the lowest amount of the year, soda accessories being the only ones holding their own. Drug sundries are in fair demand.

Narrow Escape for Druggist's Wife.

Philadelphia, Aug. 31.—Mrs. B. Grant Clapham, wife of the well-known Germantown druggist at Haines and Morton streets, had a very narrow escape from a horrible death in the wreck of the steamboat "Trenton" last Wednesday. With her two little daughters, Mrs. Clapham was a passenger on the "Trenton" Wednesday afternoon, the trip being a birthday celebration for the youngest, little Amanda. Mrs. Clapham was sitting by a piano on the middle deck when the explosion of the boiler occurred and she was hurled up in the air and descended alongside of what was left of the upper deck. When she was being placed in a boat by a rescuing party she recollected her children and began a search for them, to find the youngest wedged fast beneath a pile of wreckage visible only by the blue ribbons on her dress. The frantic mother at once tore away the obstructions and succeeded in freeing the little one before the wreckage there caught on fire. The mother was badly burned on the right leg, the children escaped with slight injuries. This terrible accident will long be remembered in Philadelphia because of its suddenness and unexpected happening and for the great loss of life that occurred. The general verdict is that the boat was racing and carried too much steam and the sudden filling up of the boiler with cold water caused it to explode.

A SCARCITY OF DRUG CLERKS.

Philadelphia, Aug. 31.—One of the seeming anomalies of the summer is the scarcity of drug clerks. One would think that during the dull season that drug clerks would be found in plenty and only too glad to take a "job", but for the past month there has been from all over the city a continual cry for "a good clerk" and the supply has not near begun to fill the demand. The reason for this, according to a prominent Market street druggist, is that numbers of local clerks put in two or three months clerking at summer resorts where they can get good pay in the busy season and at the same time, manage to secure an outing by seashore or mountain. There is a demand for good drug clerks all the year round, however, that seems not to be met; there are plenty of second and third rate men, but the really good ones who can be depended on to run a store properly and to relieve the proprietor of routine work can get their own price almost any time and stay idle but a short time.

NOTES.

—Some very interesting stories are being told of the fishing trip indulged in by several prominent druggists of this city at Ocean City last week, it even being hinted that tribute was paid to Neptune by a gentleman high up in local circles. Anyhow, the palm was taken by Chas. Leedom, who caught eighteen of the twenty-three fish caught and any amount of crabs and "bites", the others of the party not knowing just how to "spit on their bait" it seems.

—The usual monthly meeting of the Philadelphia Association of Retail Druggists will be held at the College of Pharmacy, 145 North Tenth street, September 6 at 2:30 p. m. It is understood that the telephone question, i. e., the securing of a 25 per cent. commission from the Key-Stone Telephone Company, will be brought up for settlement and that there will be important steps taken in the matter of apportioning ward work among the various ward chairmen.

—While riding in an express wagon with his seven-year-old son, Louis Genois, late owner of the drug store at Twelfth and Chestnut streets, was slightly injured by an accident caused by overturning of the wagon by a trolley car. Mr. Genois was returning home from Atlantic City with his son and was riding home in a wagon hired to carry up baggage when the accident occurred. Fortunately, the party escaped with slight scratches.

—D. E. Bransome, city representative of Johnson & Johnson, is reported to be having great fishing luck at Wildwood, a little settlement on the Jersey coast below Ocean City, where they have mosquitoes as big as sparrows. One can always be sure of getting bites there, says a drug man who was inveigled down, "but you don't need a hook and line to catch the mosquitoes that give 'em to you."

—H. H. Headley, a well-known Bristol druggist, met with a painful accident lately which kept him in bed for two weeks. While superintending the cleaning of the gutter in front of his store, a heavy iron plate fell on his foot, rupturing and bruising the tendons and blood vessels, laming him for a long time. He is now able to get around with the help of a crutch.

—One of the most popular men at Ocean City is W. W. Chalfant, the "up-to-date druggist" of Fifteenth and Tasker streets. Mr. Chalfant has been appointed advertising manager of the Casino there and has become quite prominent in Ocean City affairs, his store being the Mecca of visitors in search of cooling summer beverages.

—W. A. Rumsey, president of the local retail druggists' association, expects to have extensive alterations and improvements made in his store in the near future. His store, 929 North Forty-first street, is splendidly adapted for showing up fine fixtures and it will be the handsomest in that section when completed.

—The firm of Rosengarten & Sons, well-known manufacturing chemists of this city, was dissolved August 31, and immediately reorganized under the laws of Pennsylvania as a corporation to be known as "Rosengarten & Sons, Incorporated". The business was established in 1822.

—J. C. Whitely, head clerk for Perry's Lancaster avenue store, is away on a vacation trip to Buffalo and the Pan-American Exposition, where he is expected to "jolly" the Buffalo belles in his usual style.

—Geo. W. Harris, Twentieth and Christian streets, is spending his vacation at Atlantic City, where he owns one of the largest and handsomest drug stores on its main thoroughfare—Atlantic avenue.

—E. M. Boring whose store at 933 Fairmount avenue is one of the landmarks there, has just returned from a visit to York Furnace, Pa., where he attended a reunion of civil war veterans.

—Mr. Scott, of the firm of Scott & Smyser, who recently bought Ridenour's drug store, Germantown, has taken a cottage at Ocean City for the summer for his family.

—Chas. Leedom, the Philadelphia sponsor for the "Worcester Plan", expects to take a week's fishing trip up the Neshaunig River early next month for black bass.

—Frank Groff, of Funk & Groff, Lancaster avenue, will spend his vacation in a trip "down South" visiting friends and relatives there.

BALTIMORE.

A WEDGEWOOD CLUB DISAGREEMENT.

Baltimore, Aug. 30.—Much food for gossip and speculation is being furnished by a tangle in the Wedgewood Club, which took the form of a disagreement between two prominent members of that sprightly organization relative to the respective rights of the secretary and the secretary pro tem. Last week members of the club were surprised to receive a postal card announcing that "after a lapse of two months we will meet at Electric Park, Thursday, Aug. 23, 1901, at 8 P. M., sharp." The recipients of these notices were further urged to "be on time, as we will take in the entertainment, 'Pauline Hall.' Immediately after the entertainment we will have our regular dinner at the Electric Park Cafe." These notices bore the name of Owen C. Smith, secretary pro tem.

Several days later, or, to be precise, under the date of Aug. 26, the Wedgewoodites were surprised to get another postal card. This missive showed at the top of the reading matter side the word "Official," printed in bold type, and read as follows:

Members, nearly all, think it unwise

In August meeting to devise,

Please take notice and remember

There will be no meeting till September.

The members of the Wedgewood Club, being under the impression that there will be no meeting in August the called meeting for this month is hereby declared off. The next regular meeting of the Wedgewood Club, of which due notice will be given, will take place Thursday, Sept. 26th.

J. WEBB FOSTER, SECRETARY.

Diligent inquiry failed to locate any Wedgewood Club member who answered the invitation sent out by "Owen C. Smith, secretary pro tem." An attendance of eleven or twelve, it is said, had been counted on, but the "official" notice evidently served to keep intending diners at home. The "postal" mailed by J. Webb Foster, secretary, it will be observed, is very diplomatically worded and gives no intimation of a disagreement. It is likely, therefore that the entente will remain undisturbed and that it will not be necessary for one side or the other to recall its ambassador from the opposition court as a sign of extreme displeasure.

DR. DOHME ILL.

Baltimore, Aug. 30.—Numerous expression of sympathy are heard in the drug trade for Dr. A. R. L. Dohme, of Sharp & Dohme, who is lying seriously ill at his residence in Roland Park, near Baltimore, of typhoid fever. He was stricken by the malady on Friday of last week and has since been under constant medical attendance. While his condition is not alarming, the disease taking a normal course, yet considerable apprehension is nevertheless felt, and the trade is unanimous in its expression of hope that his recovery may be speedy. Should he be incapacitated for active work for many weeks or months, the movement in favor of state pharmacy law and in behalf of pure food and drug legislation, of which he has special charge as chairman of the Maryland Pharmaceutical Association committee on legislation, will suffer. His illness will also lessen the attendance of Baltimoreans at the annual meeting of the American Pharmaceutical Association in St. Louis next month. It was the intention of Charles E. Dohme and Dr. Dohme to go, but if the patient's condition is at all critical, Charles E. Dohme will remain at home. In this event the Baltimore delegation is likely to consist of only two members—Prof. Charles Caspari, Jr., and H. P. Hynson. There is a possibility that several others may make the trip.

BUSINESS ABOUT THE SAME.

Baltimore, Sept. 1.—While no pronounced changes are to be reported in the drug trade, it remains to be said that the volume of jobbers' transactions last week showed an appreciable increase. Both the domestic and the out-of-town movements were strong and nearly all

houses were kept busy. The manufacturers of pharmaceuticals received a gratifying large number of orders and the laboratories were kept busy. The trade in heavy chemicals is about normal, while the market for botanicals continues to show a lack of stability in some directions. The retailers generally are doing a satisfactory amount of business.

NOTES.

—Among other returned travelers is George L. Muth, senior partner of Muth Bros. & Co., East Fayette street, who extended his explorations far west of Minnesota and also took in the Buffalo show and Niagara Falls. He was absent from home nearly a month and derived great benefit physically and otherwise from his outing.

—Dr. William Simon, professor of chemistry at the Maryland College of Pharmacy, is performing some climbing feats in the White Mountains, in which pastime several medical friends accompany him. In a message received from him last week he sent greetings from the summit of Mount Washington.

—Miss Adele Dohme and Ouida L. Dohme, daughters of Mr. Charles E. Dohme, of Sharp & Dohme, sailed last Friday from New York on the North German Lloyd steamer Grosser Kurfuerst for Bremen. They will meet their uncle Mr. Louis Dohme, who has been traveling abroad since last year.

—H. C. Spetzler, of Druid Hill avenue and Oxford street, and C. W. De Frehn, proprietor of the Altamont Hotel drug store, arrived home last week from a trip to the Pan-American Exposition, which was also extended to other points. They had an enjoyable time.

—William H. Booth, who recently made an assignment after having conducted the pharmacy at the corner of Druid Hill avenue and North avenue for some time past, has accepted a clerkship with J. A. Wager, at Highlandtown.

—Dr. Isaac Kramer will open a new pharmacy within the next few days at the corner of High and Lombard streets.

—Among the visiting druggists here last week was Dr. J. A. Mann, of Fairfield, N. C.

—Dr. Roy E. Goodman, a prominent druggist of Cape Charles, Va., has been visiting friends in this city.

Pink Tops.

Substitution by druggists has been so frequently condemned, that it would seem to be almost unnecessary at present for manufacturers of standard medicinal products to take extraordinary precautions to prevent substitution of drugs or chemicals when regularly prescribed or called for by their customers. We regret to say, however, that there are yet certain druggists who will substitute in their prescription department something which they may or may not consider to be just as good as the article called for by the physician. Various means have been adopted by manufacturers for the purpose of preventing as far as possible the act of substitution.

Among the most recent and apparently the most original ideas yet suggested, is one devised by Allen H. Still, Manager of the Etna Chemical Co., the manufacturers of Phenalgin. His idea is to put up Phenalgin in 5gr. capsules, designated as "Pink Top Capsules". These capsules are of two colors, the lower or container is transparent and shows the color of the powder, being white; the cap is of a pink color, thus making a striking combination and identifying Phenalgin capsules beyond any question. Then, too, physicians are requested to write for "Phenalgin Capsulae Rubrae et Albae". These capsules are sold in one ounce bottles. The Etna Chemical Co. have obtained a trade-mark for the "Pink Tops", which are sold to the trade in one ounce bottles, and the wholesale drug trade is fully supplied with them. Over two million "Pink Tops" were recently sent out by the Etna Chemical Co.

The Etna Chemical Co. announce that it is not their intention to discontinue putting up Phenalgin in its usual form, i. e., powder and 2½gr. tablets; but, that the pink top capsules are being thoroughly advertised to the medical profession, as a method of identifying the genuine product.

PITTSBURG AND VICINITY.

WOE OF THE JOBBERS.

Pittsburg, Sept. 2.—The recent action taken by the wholesale dealers of St. Louis and other cities, accounts of which have been appearing in The Era, have occasioned some interest among local retailers who keep posted on current events concerning the trade. It is hard to get a fairly representative expression on the part of the retailers, as to how such action on the part of the jobbers of Pittsburg would be received. It is, however, a fact that some such move is contemplated, the jobbers claiming such action being necessary for their protection and arguing it will eventually redound to the benefit of the retailer. The greatest grievance seems to be in the matter of the return of unsalable goods purchased from agents of manufacturing houses. It frequently happens such orders are given. The agent turns them over to the wholesaler, who, finding them properly signed, places his order for a quantity sufficient only to fill the orders given. The goods are shipped in due time, and for some reason no demand has been created. The retailer packs the goods and returns them to his jobber without so much as a thought as to his right to do so. Of course the jobber has no demand for the goods, and now he must either accept them, to be added to his junk pile, or risk offending a customer. In one instance, to which the attention of the writer was drawn, a retailer returned his goods with a note saying a mistake had occurred, as he had never ordered such goods. His original order was mailed him for the verification of his signature, and even then he said he had made no demand for them, and as the original seller had not fulfilled his contract he would not keep the goods.

1851-1901.

Pittsburg, Sept. 2.—Linford B. Hughes, a prominent druggist of this city, was married last week to Miss Wilhelmina Geides, daughter of W. H. Gerdes of Winebiddle street, by the Rev. J. L. Lawson of the East Liberty Lutheran church. The young couple left at once for Punxsutawney, Pa., where the parents of Mr. Hughes, Mr. and Mrs. Alexander Gilson Hughes on the following day celebrated their golden wedding anniversary, and received the congratulations of friends, many of them being neighbors of their youth in the pioneer days of Pennsylvania. After the celebration the younger Mr. Hughes and his bride left for Buffalo for a tour of the lakes and Canada.

Drug Store Burns.

Pittsburg, Sept. 2.—A fire which started in the drug store of Dr. J. L. Kelly completely destroyed the building and stock, and nearly wiped out the business section of Bolivar, Pa. The total loss before the flames were extinguished being \$17,000, of which Dr. Kelly's loss is \$1,600, with small insurance. The fire is supposed to have been caused by a spark from a passing locomotive.

CASH REGISTERS.

Druggists who are in need of a cash register, or who want to change the one they now have, or who want to buy cash register paper, should send for the price list of the Standard Cash Register Co., Wabash, Ind.



The attention of the druggist is called to the reliable house of THE SURGICAL FABRIC CO., 328 N. 10th St., Philadelphia, Pa., manufacturers of Elastic Stockings, Supporters etc.; their prices are reasonable and each article is listed, making it a very convenient form for the trade; they request druggists who supply the goods to send for a descriptive list."

CLEVELAND.

N. O. D. A. OUTING.

Cleveland, Aug. 31.—The annual outing of the Northern Ohio Druggists' Association was held at Avon Beach on Thursday, August 29. A large number of those interested, together with their wives and children, and the clerks with their best girls were in attendance. The programme was carefully carried out and the list of prizes was all that could be desired. Almost everyone on the grounds was rewarded in one way or another, from a \$5 gold piece down to a box of chewing gum. At the close of the day's contests all participated in a grand drawing; seventy prizes were distributed.

NOTES.

—A display in the window of Strong, Cobb & Co.'s retail store on Superior street has attracted a great deal of attention during the past few days. The virtues of a proprietary dandruff cure are put forth by an oil well in full operation, the wonderful "cure" being pumped on the bald pate of an old gentleman seated in an arm chair, an attendant behind the chair rubbing the oil briskly in with his hands. A few moments of rubbing, and presto! a new crop of hair appears. The display is surrounded by a liberal supply of the remedy advertised.

—The quiet in drug circles continues. Jobbing houses report orders unusually slim for even the slow month of August. A repetition of last Spring's good business is looked for this Fall, however, and indications are that the orders will be plentiful and of the right kind.

—P. Shirley, city salesman for Strong, Cobb & Co., spent a pleasant two weeks with his family at Stag Island. The trade was looked after during his absence by Harry Morse.

—The numerous friends of Thomas V. Sords are commenting freely on his bright looks and happy disposition since making his recent matrimonial venture.

—Alois Jilek, the Quincy street druggist, spent a week's vacation at the Pan-American and Niagara Falls.

—J. J. Schmidt has purchased the branch store of F. A. Reynolds & Son at No. 3419 Euclid avenue.

CINCINNATI.

FOOD AND DAIRY COMMISSION WILL PROSECUTE DRUGGISTS.

Cincinnati, Aug. 31.—It is rumored that the State Food and Dairy Commission will wage war against the druggists of this city. It is said that agents of the department visited here several months ago and took samples of soda water syrups from some of the leading drug stores. Similar action was taken throughout the State. It is also stated that many of the samples contained aniline and salicylic acid and other foreign substances. Deputy State Food Commissioner Kinney of this district is out of the city at present, and it is believed that he is preparing for the prosecution of the cases. The various dealers in food products and drugs, it is understood, have combined with merchants generally all over the State, and a fight will be made to resist the prosecution by the food commissioners. The plan of the proposed combine is to employ chemists in this city, Cleveland, Columbus and Toledo, also an attorney in each city, and to take the cases to the highest court. Each member of this new combine will be taxed according to the expenses incurred. Some of the druggists say they favor the plan, as they are not responsible to any extent for the syrups, as they purchase them, and believe that the prosecution should be against the manufacturers.

NOTES.

—An old landmark was removed this week when John Keeshan, the pioneer druggist, at the northwest corner of Sixth and Walnut streets, removed his pharmacy three doors north to 611 Walnut street. Mr. Keeshan has one of the oldest pharmacies in Cincinnati, and for forty-three years has been located at Sixth and Walnut streets.

—Emil Zorn and Otto Groenland have been appointed by President A. O. Zwick of the Ohio Valley Druggists' Association as delegates to the convention of the National Association of Retail Druggists at Buffalo, October 10-12. C. H. Jones, local organizer, will also attend.

—A surprise in drug circles was the sale at public auction of the Koehnken Pharmacy, on Walnut Hills, for \$2,550 to A. W. Frankman of Versailles, Ohio. Mr. Frankman will refurbish the store and it will be one of the finest drug stores on the hill.

—The many friends of E. F. Hollenbeck will regret to learn that he was compelled to part with his elegant drug store in Avondale on account of ill health. Alfred DeLang, ex-president of the Ohio Pharmaceutical Association, is the purchaser.

—Dr. John C. Otis, the popular druggist at Sixth and Vine streets, will open a new store at Fourth and Vine streets, opposite the Chamber of Commerce. This is one of the most desirable locations for a drug store in the city.

—Dr. Lausanne of Liberty and Central avenues has sold his drug store to Oscar Hoffman of Wade and Baymiller streets. Mr. Hoffman will conduct both stores.

CHICAGO.

TRADE IN CHICAGO ACTIVE.

Chicago, Aug. 29.—Business during the week has shown satisfactory signs of the coming of a good fall trade. Not only are inquiries from the country on the increase, but orders are coming now in better numbers and more satisfactory volume. A numbers of buyers have been in the last two weeks and the outlook for the trade in the country districts seems to be much brighter than it was anticipated it would be early in the summer. The crop failure at most is only partial and applies in some section to corn, but the wheat crop is quite generally good. The very high prices prevailing for corn and potatoes will help to keep up the general average. Chicago merchants are not repining over the prospects, for the outlook is for a good year. The demand is good for all the staple drugs and pharmaceutical products, and both manufacturers and jobbers are busy.

NOTES.

—Numerous requests for prices recently have set on foot an inquiry as to the firm styling itself F. S. Baker & Co., wholesale druggists, 252-260 Clark street. Inquiry developed the fact that the firm had small offices in the building at that number, but these who have gone there have had much difficulty in finding any member of the firm in. Your correspondent was informed this afternoon that the company had moved to West Randolph and Halsted streets. The stationery of the company would incline one to believe that it occupied a considerable portion of a large building, but in the language of the late lamented Daniel Webster, the reality, if one may believe all reports, "does not quite come up to the phrases of the manifesto." However, we heartily wish the new firm success if they deserve it, and we hope they do. Competition is the life of trade.

—W. J. Tarpenney, of St. Louis, is another gentleman of whom inquiries have been passing freely of late. Mr. Tarpenney is, it appears, ordering drugs quite extensively. Inquiry develops the fact that his connection with the trade has been as a salesman to druggists of a penny-in-the-slot machine. It is reported that he recently sent inquiries for prices on a carload of a kind of medicine that is little used, which fact would indicate a newly discovered market, perhaps for a line of goods not hitherto supposed to be a great sellers.

—South Bend, Ind., will make a vigorous effort to secure the meeting of the American Pharmaceutical Association in 1903. The South Benders are an active and energetic race, and when they come with their joints girded up and their weapons whetted for the fray they are adversaries worthy of the prowess of citizens of more pretentious communities. They are the kind of men whom, if they don't always get what they go after, make it very interesting during the contest for the fellow who does get the prize.



W. L. CAMPBELL, Vice-President,
Economical Drug Company, Chicago.

—Oscar Leistner, Western representative of the drug importing firm of William L. Strauss & Co., of New York, returned yast week from his Western trip. He states that the crougt in the West is not so bad as reported, and that it will have less effect on business than was at first thought when the reports began to come in.

—G. W. St. Clair, Western representative of Johnson & Johnson, has just returned from the East where he visited the company's factory in New Brunswick. On his way home he stopped a day in Buffalo to view some of the more interesting features of the Exposition.

—Frank J. Ellis, a well-known druggist of Homan avenue and Madison street, was married last week to Miss Margaret Davis of this city. Mr. and Mrs. Ellis have gone East on their wedding trip and will return about Oct. 1.

—D. S. Sattler, one of the best known druggists on the West Side, was married to Miss Mary Hines of Chicago on Aug. 15. Mr. and Mrs. Sattler are spending a few weeks at the Dells, Wis., but will return to Chicago early in the fall.

—E. A. Renick, manager of the Western house of William R. Warner & Co., is spending his vacation in Northern Wisconsin. Friends who desire a mess of fish should send in a request as early as possible to avoid the rush.

—W. F. Eggert, Fifty-third and Halsted streets, accompanied by his wife, has spent the past two weeks at Paw-Paw lake, Mich., enjoying the summer advantages of that well known resort.

—John F. Matthes, Western representative of Whittall Tatum Co., has just returned from a trip to the factory and the home offices of the company in Philadelphia.

—W. Bently, of the Green & Bently Drug Co., of Oskaloosa, Ia., spent a few days in Chicago this week laying in supplies for the fall trade.

—It is reported that Richard Brothers of Des Moines, Ia., druggists and confectioners, will discontinue.

—Miss Alta M. Hosier has succeeded Mary C. Hosier in the drug business at Spring Valley, Ill.

—Dr. L. A. Le Mieux, druggist and optician of Semour, Wis., was in Chicago this week calling upon the trade.

—P. M. Nichols, a well known druggist of Pana, Ill., died this week.

—The drug stock of A. H. Kerth at Evansville, Ind., has been sold.

ST. LOUIS.

A. PH. A. ENTERTAINMENT PROGRAMME ABOUT COMPLETED.

St. Louis, Aug. 29.—The finishing touches are being put on all the arrangements for the A. Ph. A. meeting here next month. The interest and enthusiasm extends all over the city and through all branches of the trade. The East St. Louis druggists are active and have a reception committee appointed which consists of the following local druggists: Thos. Knoebel, chairman; H. F. Bader, W. B. Harris, M. Sondag, A. G. Schluter, A. O. Kring, Albert Trauble and C. F. Merker. They are posting up on all places of interest so they will be able to show any visitors who desire to visit their city the most interesting things in the shortest possible time. At the regular weekly meeting of the Committee on Arrangements at the Southern Hotel last Wednesday, C. H. West, C. P. Wallbridge, F. L. Seeley, Dr. O. F. Claus, T. F. Hagenow and R. C. Reilly, were present as visitors. They came to report on what they had done as members of various committees, and to ask for further work. At this meeting it was decided to employ Weil's Band, consisting of twenty pieces, to furnish music on the boat excursion. The local ladies' committee is especially active. There is considerable mystery about the Twentieth Century Auction they are arranging and they have just insinuated enough to arouse the curiosity of the gentlemen; but their lips are sealed to all questions. The only information given out is that none of the sterner sex will be allowed to come anywhere within hearing distance of the auction room.

NOTES.

—Frank Koencke, the good-natured city desk man at the Moffitt-West Drug Company, organized a fishing and squirrel party among the employes of the firm and started last Saturday evening for Big River down among the Ozarks. The members of the party intended to drive out about fifty miles where they were told that fish and game were in abundance. They reached a small town by the name of Fenton about dark, and found out there was to be a big country dance there that night. They attended and danced until morning and resumed their journey. None of them knew the road and every person they inquired of told them a different story. It is a section of the country remote from railroads and the grangers out there do not have much use for city people, so the boys say. They would take one road a few miles, then some one would tell them they were wrong and direct them to another road, thus keeping them traveling all day. About sundown Sunday night they were directed to take a certain lane which would lead them to a creek where they would find an ideal camping place. After following it three miles they drove up to a farmer's barnyard and the end of the road. When the farmer came out, found out who they were and what they wanted, he ordered them off his premises. They drove until nearly midnight and the next morning struck a road for St. Louis. They camped Monday night on the Meramec River and reached St. Louis Tuesday forenoon. It was a sad experience for some of the boys who were taking their week's vacation and they justly feel that half of that time has been purely wasted.

—Mrs. Dr. Rosa Liebig of Marshalltown, Ia., recently passed through this city on her way home from Hot Springs, Ark. She was at one time secretary of the Iowa Pharmaceutical Association. She has attended several meetings of the A. Ph. A., and promises to be on hand at the St. Louis meeting next month.

—C. R. Judge, president of the Judge & Dolph Pharmaceutical Company, with his manager, A. J. Davenport, are spending a few days in Chicago inspecting some of the leading drug stores of that city with a view of getting some pointers in regard to opening their big store at 515 Olive street.

The drug store located at 518 Olive street for the past ten years, and formerly owned by M. W. Alexander, is being moved to-day to Sixth and Olive streets. In future it will be known as the Cosmopolitan Drug Store. R. Gregg will be manager of the stand.



A. BRANDENBERGER, Jefferson City,
Member of the Missouri Board of Pharmacy.

—Invitations are out to the wedding of Mr. C. Frick and Miss Anna Meise. The prospective groom is prescription clerk at the Wolff-Wilson Drug Store, Sixth street and Washington avenue.

—H. H. Heard of Arkadelphia, Ark., has been in the city this week purchasing stock and fixtures for a new drug store which he will open in his native town.

—J. Johnson, city salesman for the Moffit-West Drug Company, is back from his vacation spent up among the northern lakes.

NEW ORLEANS.

New Orleans, Aug. 31.

—New Orleans boasts of a woman pharmacist who has successfully conducted an excellent drug business for almost twenty years. She is Mrs. L. Shelley, and although seventy-five years of age, is her own prescription clerk and attends to all the details of the business. When Mr. Shelley died in 1885 his widow was left with a good business, but with no one to take care of it. She had, in years of companionship with her husband, learned a great deal of pharmacy, and applying a naturally active mind to the studies attendant upon the duties, she was shortly admitted into the ranks as a registered pharmacist. The business has flourished and Mrs. Shelley promises several more years of usefulness in the trade.

—With September there is every promise that local trade will in a measure awake from its summer lethargy. It is the general opening of the commercial season in all New Orleans branches of trade, and with the return of citizens from the summer resorts and the general livening of business the drug trade expects its share in the awakening.

—The local agency of Parke, Davis & Co. is moving into more commodious quarters. The new agency will be at Lafayette and Camp streets, in one of the modern and handsome buildings of the city.

—The William S. Merrill Chemical Company's agency in this city will shortly occupy new quarters in Camp, between Foydras street and Natchez alley.

—F. Adams, proprietor of the People's Drug Store, at Milan street and St. Charles avenue, is touring Central America.

Why not sell patent medicines you can make a profit on. Four-fold Liniment, for instance.

THE NORTHWEST.

St. Paul, Minn., Aug. 30.

—C. E. Chilstrom, a Minneapolis druggist, was given an antiseptic yesterday by the officials at the quarantining hospital, and then brought into the municipal court and fined \$5 for entering a quarantine house. Judge Holt had refused to receive offenders of this character at the municipal court, because they had been exposed to an infectious disease, and Dr. Hall decided that the only way to secure the conviction of Chilstrom was to see that he was thoroughly disinfected before having him arraigned.

—A fire occurred yesterday in the wholesale drug house of T. H. Spence Drug Company at La Crosse, Wis. The blaze caught from a lighted match in the hand of Bert Spence, who was seriously burned about the head and face. The match came in contact with a barrel of alcohol, which exploded and shattered windows in the immediate neighborhood. The fire was confined to the upper floor and roof. The loss by water and smoke is heavy.

—Successions: E. F. Bishop, Melbourne, Ia., by Hunt & Co.; Paul W. Jones & Co., Peterson, Ia., by G. J. Johnson & Co.; Maiben & Aldrich, Mt. Pleasant, Utah, by Maiben & Erickson; H. Arsenau, Minneapolis, Minn., by Martin Aune; N. F. Reed & Co., Eldon, Ia., by J. A. Bundy & Co.; Julia A. Scheu, Troy, Ia., by Scheu Bros.; Anton E. Wanek, Miligan, Neb., by Joseph Simceck.

—D. R. Noyes, of Noyes Bros. & Cutler, St. Paul, has gone to Saratoga to attend the meeting of the creed revision committee of the Presbyterian general assembly, of which committee he is a member.

—J. F. Connolly is sick at Missoula, Mont., and J. P. F. Agthe has gone from Little Falls, Minn., to take his place in the Northern Pacific Hospital.

—E. A. Edelman is back here on a visit—the first time for some years. He is now a prominent pioneer druggist at Sheridan, Wyo.

—By a fire at Elma, Ia., this week, the establishment of the Richmond Drug Company and Leo C. Wachtel were destroyed.

—G. A. Presley has gone to Fergus Falls, Minn., to help out Barker & Reiff for a little while during Mr. Reiff's absence.

—New: Ed S. Lovely, Palmyra, Neb.; R. H. Murphy, Badger, Minn.; F. A. Lyman, Montpelier, Idaho.

—Dr. J. A. Van Camp, Johnson, Neb., has bought out the Tecumseh Drug Company, of Tecumseh.

—Aug. E. Jensen, of Baldwin, Wis., has gone to Robinson's drug store, Great Falls, Mont.

—R. R. Jones and G. L. Baker were burned out at Britton, S. D., a few days ago.

—Fred J. Feherenson, Salt Lake City, Utah, will move to Pleasant Grove.

—F. W. Collier & Co., La Crosse, Wis., have given a bill of sale.

—Chester O. Rouse, Mt. Pleasant, Ia., has sold his stock.

—Richard Bros., Des Moines, Ia., will discontinue.

—W. O. Floden is now working in Minneapolis.

—C. A. Hoover, Montpelier, Idaho, has sold.

Corrugated Paper Cartons.

The problem of how best to wrap fragile articles for shipment is one that daily presents itself to druggists. Corrugated paper wrappers of various kinds are now very popularly used for this purpose. No matter how valuable, fragile or delicate the articles you want to ship, if you desire a safe wrapper, it will pay you to communicate with the Hinde & Dauche Paper Co., Sandusky, Ohio, or 171 Duane street, New York. They make a specialty of corrugated paper cartons, partitions, mailing envelopes, etc. Write to them for catalogue and prices.

These Goods Will Bear Investigation.

If you have never handled any of the lines of cigars manufactured by Chas. Jacobs & Co., it will pay you to investigate regarding the quality and prices of these goods. They are sold on a positive guarantee to be the best goods in this line ever sold at so low a price. Have you seen the numerous letters from druggists regarding these cigars published in recent issues of the Era? Samples furnished liberally to responsible dealers. Write to Chas. Jacobs & Co., 353 E. 78th street, New York.

MONTREAL.

—What was considered the most important event connected with the drug trade in the province this year occurred this week in the shape of the annual meeting and banquet of the Proprietary Articles Trade Association of Canada. The banquet was held at the Windsor and was the most elaborate held in the annals of the trade. The president Henry Miles, occupied the chair and seated on his right and left were: J. A. McKinnon, of Northport; Lyman; Henry Lyman, of Lyman Sons & Co.; Chas. Lyman, of Lyman, Knox & Co.; and Judge Archibald. Among those present were: Henry Willis, Quebec; L. G. Levee, Slocum Chemical Co.; Alex B. J. Moore, Evans & Son, Ltd.; J. J. Gibbons, Vapo Cresolene Co., New York; J. N. Findlay, Bovril, Ltd.; A. P. Reid, Czone Co.; C. S. Underhill, Leeming, Miles & Co.; J. A. McKee, Dodds Medicine Co.; T. Reid, Wingate Chemical Co.; W. J. Edmonson, Edmonson, Bates Co. At the meeting of the association which was held in the afternoon, the following officers were elected for the ensuing year: Hon. president, Senator G. F. Fulford; president, Henry Hills; vice-president, E. D. Howe; secretary-treasurer, L. S. Levee; Board of Control, David Watson, W. J. Edmonson, E. H. Wooley and F. S. Warren.

—What is called a war of pharmacists is now going on in Canada, but fortunately it does not effect us in the Province of Quebec. It appears that the Ontario College of Pharmacy, has received notice from the Manitoba Pharmaceutical Association, that in the future the latter will not recognize any Ontario diplomas which means that Ontario graduates (and they are many) cannot practice in Manitoba. The Ontario men feel it as a snub and will in the natural course of events retaliate; the Ontario Association some time ago endeavoured to reciprocate diplomas with the Quebec Association, but the latter would not listen to the proposal.

—The Druggists and Chemists Rifle Association is now happy after a great deal of work on the part of the officials of the club, it has been managed to get the rifles from the Government, also the stipulated number of rounds of free ammunition. Everything is now in readiness for the series of shooting matches which will come off next month. Good score is expected from the Knights of the pestle and mortar as over fifty per cent. of the members are past members of the Militia and about twenty-five per cent. are active members.

—The long drawn out and celebrated case of the Pharmaceutical Association of the Province of Quebec versus J. Livernois, Quebec, has at last come to an end and is a victory for the association. It has just been decided by the Privy Council of England, which refused Livernois leave to appeal his case before that body. His case has just been fought before nearly every court in Canada with various results and the end which has now come will be hailed with delight by all the pharmacists of the province.

—Davis & Lawrence Co., Ltd., had a very close call from being wiped out by fire this week; three box factories which were in close proximity were burned to the ground and it was due to the extensive precautions against fire that the D. & L. building was not consumed. The damage which occurred was due principally to water. Wm. Bates of the New York firm has been in town for the past week adjusting the insurance and is the guest of his nephew Arch MacParlane, Chestnut street.

—T. H. Robinson has returned from a trip by water to the lower ports. He had quite a thrilling experience as the vessel he travelled by had to put back to Quebec for repairs after having been in collision with a schooner in the river. The journey to sea was resumed and ere the vessel arrived at its destination had to put in shore owing to the stress of weather.

—The provincial revenue department has made a seizure of the stock of Geo. Wood, Notre Dame street, and is prosecuting him for selling medicine without a license. The stock consist of herbs and patent medicines.

—A. B. Evans, managing director of Evans & Sons, Limited, has returned by the steamer Oceanic from England, and on his arrival on this side spent a week with his family at the Seaside near Portland.

—H. Guerin, M. C. P. 90, for the past ten years clerk with J. H. Nault, has opened a pharmacy at the corner of Versailles and Notre Dame streets.

—Alex B. J. Moore has gone on a trip by water to Sidney and Louisburg, C. B. and Boston Mass. He expects to return about Sept. 10.

—John Lewis, St. Catherine street, has returned from his summer holidays spent on the Maine Coast.

—H. H. Scharff has gone on a tour West and intends taking in the Pan-American ere he returns.

—A. W. Moffatt is at the present spending his holidays fishing in the streams around Rimonski.

—R. H. Bryson returns next from his summer island home near Brockville.

N. A. R. D. NOTES.

Chicago, Aug. 28, 1901.

As an illustration of what the N. A. R. D. is accomplishing in its quiet and unostentatious way for the less populous as well as the more densely populated communities, the case of the Nicolet county, Minn., may be cited. There are only six druggists in that county, but in conformity with the present methods of N. A. R. D. organization work this county received the attention in its regular order. Mr. Post, an organizer for the N. A. R. D., formed an association of the Nicolet county druggists at St. Peter, Aug. 25th, the entire six being present. Finding that the prices on counter goods in the county were lower than in any other county in Southeastern Minnesota, he advised the local association to advance the prices on these articles and establish uniformity, which plan was agreed upon at the meeting, and has since been carried out to the great satisfaction of all concerned. P. W. Satory, of St. Peter, was elected president; C. W. Ray, of Nicolet, vice-president; J. O. Poetz, of St. Peter, secretary; and C. H. Clark, also of St. Peter, treasurer. Resolutions were passed, condemning the action of certain manufacturers in keeping up prices of their goods after the internal revenue tax was repealed.

Many letters are being received at N. A. R. D. headquarters similar to the following from President Horace G. Stone, of the Racine county, Wis., Retail Druggists Association:

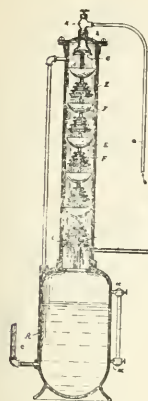
"Allow me for our association to accept your kind words of welcome to the fellowship of the N. A. R. D. We are very much pleased with what has been accomplished so far, and hope that in the future our lot will be less oppressive and more justly remunerative than in the past. All thanks to the N. A. R. D."

The other officers of the association are Mr. Prasch, Burlington, vice-president; A. Holmberg, Racine, secretary; W. L. Spencer, Racine, treasurer. The organization includes the proprietors of nineteen out of the twenty drug stores in the county and was organized by Geo. W. Schodde, a representative of the N. A. R. D.

A SYLLABUS OF NEW REMEDIES AND THERAPEUTIC MEASURES. With Chemistry, Physical Appearance and Therapeutic Application.—By J. W. Wainwright, M. D., member of the American Medical Association, etc. 16 Mo., cloth, \$1.00, Chicago, G. P. Enghard & Company, 1901.

The title explains the scope of this book. Pharmacology, not being contained in the medical school curriculum, the author maintains with truth is too little understood by physicians at large. The knowledge of the science of medicines, perhaps more than any branch of the profession, bears directly upon the success of a physician while for that very important knowledge he has, as a rule, to rely upon biased literature. Though this volume is especially designed to meet what the author believes to be the need of the physician, it is applicable equally to the pharmacist. The subject is ably treated and the book should find a place in the library of every member of both professions.

PATENTS, TRADE MARKS, ETC.



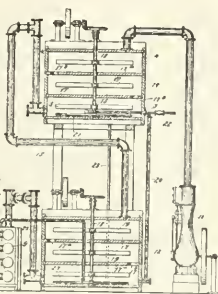
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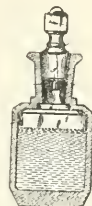
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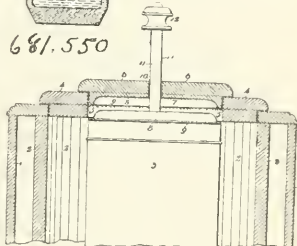
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PATENTS.

Issued August 27th, 1901.

- 681,178.—William V. K. Ayers, Newark, N. J. Non-refillable bottle.
 691,333.—Charles Nelson, St. Louis, Mo. Cover for ice-cream cabinet.
 681,338.—Gustave Otto, Jersey City, N. J. Ether inhaler.
 681,387.—Martin Bohlig, St. Paul, Minn. Combined speculum and medicine distributor.
 681,433.—Albert L. Baron, Brooklyn, N. Y. Filter.
 681,436.—Charles Bellamy, Philadelphia, Pa. Manufacture of casein and casein glue.
 681,483.—Henry C. Lovis, New York, N. Y. Sterilized surgical dressing.
 681,505.—Max Meyer, New York, N. Y. Quinin methyldihydrazin perchlorate and process of making same.
 681,526.—William J. Young, Cleveland, Ohio. Liquid-carbonating apparatus.
 681,556.—William Kinghorne, Westport, Md. Bottle sprinkler.
 681,568.—Andrew C. McLaughlin, Austin Tex. Process of making ammonium ichthyol sulfonate.
 681,586.—George C. Stebbins, Watertown, N. Y. Apparatus for producing bisulfite liqoure.

DESIGNS.

- 34,994.—Moriz Bauer, Vienna, Austria Hungary, Inhaler.
 34,995.—Christian William Melnecke, Jersey City, N. J., assignor to Melnecke & Co., New York, N. Y. Bag for ice or water.

TRADE-MARKS.

Registered August 27, 1901.

- 36,961.—Certain Named Medical Preparation and Soap, Benjamin J. Bruns, San Francisco, Cal. The words "Bro, Benjamin's" and the bust representation of a longhaired, elderly quaker.
 36,962.—Anti-malarial Remedies, Levi W. Perdue, Wilcox, Ark. The representation of a swamp with trees rear and foreground and an owl on the limb of a dead tree.
 36,963.—Blood Purifier, Charles H. Lucas, Walnut Springs, Tex. An arrow pierced Indian holding a bush.
 36,964.—Remedy for Lung and Throat Diseases, Maximilian Hrnjak, Alleghany, Pa. The letters "C. T. B." with a star arranged centrally of a square field having radially extending lines and a fac-simile of registrant's signature on the field.
 36,965.—Certain Named Medical Compounds, Joseph H. Schenck, Philadelphia, Pa. Fac-simile of the name "J. H. Schenck," being a fac-simile of the signature of registrant's father.

36,966.—Medicine for Certain Named Diseases, Atco Chemical Co., Jacksonville, Fla. Representation of a palm-leaf with the word "Comfort" thereon.

36,967.—Preparation for the Treatment of Certain Named Diseases, Cook Remedy Co., Chicago, Ill. A fac-simile of the name "Cook Remedy Co." in the handwriting of George A. Joslyn, president of said corporation.

36,968.—Remedy for Certain Named Diseases, The Eucalyptine Medicine Co., Dallas, Tex. The representation of a leaf, branch flower, and seed-pod of the Eucalyptus tree. The leaf being arranged at the left in a vertical position and curved to the right.

36,969.—Sticky Fly Paper, Grand Rapids Sticky Fly Paper Company, Grand Rapids, Mich. The words "Sticky Olee" and the central character which represents a large script "O" with a stick passing through it.

8,625.—Title: "Bourdon's Liniment" (For Liniment.) David A. Burdon, Worcester, Mass.

8,626.—Title: "Tar Heel Chili Cure." (For a Medicine.) Charles D. Higgins, Greensboro, N. C.

ADAM

was a very popular man in his day. All the women in the Garden of Eden were very much taken with him. This is not surprising, because nearly all men who raise Cain acquire popularity with the gentler sex, but he should have been more careful in going about after Eve. He ought to have staid around and kept her out of mischief or dalled by the way-side until she had made up her full mind about the chap with the pretty hair. He might have been compelled to enter a monastery before she could have accomplished this, however, so perhaps we shouldn't find fault, although all's well seems to have ended ill in his case. It was a cold day for the garden party when the fruit scandal leaked out. As soon as they realized the change in the weather they were up against the questions of styles and material for gloethal. Adam objected to flowerlike simplicity and she kicked over the traces on what she called "divided skirts." Then there were domestic troubles. The first white baby born at Eden's gate was white as paper, but his descendants "Imperial" Nipples, but his descendants able existence, and them an aid to comfort-

MARKET REPORT.

NEW YORK MARKET.

Outlook Favorable to Improved Conditions.

New York, Sept. 3.—The volume of business does not show any material increase, but there is rather more inquiry, and the outlook is favorable to improved conditions, with the advent of more seasonable weather. Price changes during the past week have been few, and with one or two exceptions, of no special importance, but the general market has a fairly steady undertone.

OPIMUM.—A continued tame market is reported, with business wholly of a light retail character, but jobbing quotations remain nominally unchanged at \$3.25@3.50 for 9 per cent., and \$3.45@3.60 for 11 per cent. Powdered continues to move fairly in small lots at \$4.50@4.75 for 13 per cent., and \$5.00@5.25 for 16 per cent., as to quantity, the inside figures for single pounds.

MORPHINE.—Market conditions are practically as noted for several weeks past, any tendency toward improvement being checked by continued competition among manufacturers. Jobbers continue to quote on the basis of \$2.20@2.40 for eighths, as to brand, less the usual rebate of 12c per oz. on lots of 16 ozs. or over.

QUININE.—Manufacturers have reduced their quotations 2c per oz. under the influence of a 15 per cent. decline in prices of bark at the last Amsterdam sale. The revised jobbing prices are 25¢@30c in 100 oz. tins, 20¢@30½c in 50-oz. tins, 30¢@31c in 25-oz. tins, and 30¢@37c in ounce vials.

THYMOL.—Prices have reacted to the extent of 25c per lb., owing to more or less keen competition among importers, and jobbers have reduced their quotations to \$3.55@3.75. The ounce prices are unchanged at 35¢@40c.

SPERMACELE.—Manufacturers' prices are lower, and in a jobbing way quotations show a decline to 34¢@38c for lump and 35¢@40c for cakes.

BISMUTH PREPARATIONS.—Manufacturers have reduced their prices, owing to the recent decline in values of the metal, and the revised jobbing quotations are \$1.65 @1.90 for subnitrate, \$2.05@2.35 for subcarbonate, \$1.80@2.05 for subgallate in pounds and 17¢@21c in ounces. Ammonio-citrate is quoted at \$20.10@2.30 per lb. and 19¢@23c per oz. Oxide hydrate, \$2.80@3.30 per lb. and 24¢@27c per oz. Salicylate, \$2.05@2.30 per lb. and 17¢@21c per oz. Sub-lodide \$3.60@3.80 per lb. and 29¢@34c per oz.

GAMBOGE.—Ordinary pipe is cabled firmer abroad and spot quotations for jobbing parcels have been advanced to 60¢@65c for whole and 65¢@70c for powdered.

ANISE SEED.—Italian is decidedly stronger, owing to unfavorable crop news, and jobbers have advanced their quotations to 15¢@18c for whole and 18¢@21c for powdered.

FLAXSEED.—Primary markets are easier and spot quotations show a corresponding decline. Whole cleaned is quoted \$7.25@7.75 per bbl. and 50¢@6c per lb. for less. Ground by the barrel, 3¢@4c, and for smaller parcels 5¢@7c.

CARAWAY SEED.—Dutch is lower, owing to arrivals of new crop and consequent increase of available supplies, and jobbers have reduced quotations to 9¢@11c for whole and 14¢@16c for powdered.

SUNFLOWER SEED.—The tone of the market is firmer, owing to reports of crop shortage, but jobbing parcels are still obtainable at the old range of 7¢@10c as to quality and quantity.

OIL, PENNYROYAL.—New crop has begun to arrive, and the market is easier, with jobbing quotations reduced to \$1.50@1.70.

During the current month the space occupied by the Goodyear Tire & Rubber Company, Akron, Ohio, makers of "Imperial" Rubber Goods, will be devoted to brief biographies of famous ancients. Careful perusal will be amply repaid.

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—The Georgia Board of Pharmacy held a meeting for the examination of applicants for registration at the Kimball House, Atlanta, Aug. 20. There were nineteen applicants of which number eight failed to pass. Those who passed were as follows: A. J. Clayton, Dawson, druggist; Herman M. Hicks, Ph. G., Columbus, pharmacist; J. W. Johnson, Columbus, apothecary; E. Ross Jordan, Waycross, druggist; Milton Harter King, Pelham, druggist; Morris O. Lee, colored, Albany, apothecary; Chas. S. Miller, Ph. C., Shellman, apothecary; David E. Morgan, Ph. G., LaGrange, pharmacist; C. M. Shelton, Atlanta, druggist; C. T. Whipple, Ph. C., Cochran, pharmacist; Seals L. Whiteley, Atlanta, druggist. George F. Payne, secretary.

The Pharmaceutical Era.

EVERY THURSDAY.

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INDEX TO THIS NUMBER.

VETERINARY KNOWLEDGE FOR THE PHARMACIST.

This journal, like many others, has frequent calls from pharmacists for information and lists of books relating to veterinary medicine, and while these serve not only to emphasize the widely diversified character of American pharmacy, they also give rise to a few thoughts concerning the possibilities and financial remuneration for the pharmacist along the lines of veterinary science. No one is more often called upon to enter its domain. With the country druggist this statement is especially true. He is not only requested to compound certain remedies whose formulas may be given to him, but his opinion and advice are also not infrequently sought in connection with the remedy and its application, the treatment and other pertinent suggestions. It is imperative that every druggist who desires to achieve a modicum of success should keep in touch with the various needs of his trade. To do this he must be able to grasp the opportunity as it is presented, and he should therefore have some knowledge of what medicines are employed by veterinarians; knowledge that is best gained from standard books on the subject, some good formulas and a keen sense of being able to determine his customers' wants. There is probably no field in the practice of pharmacy to-day which can be made to produce greater results for the money invested, the labor involved, or the skill and knowledge necessary.

It is not intended by these remarks to convey the idea that the pharmacist is to usurp the prerogatives of the character of the skilled veterinarian. and become

a "horse doctor"; the profession of the latter demands special study and training for its prosecution. It is a branch of medicine, the successful practice of which depends upon a most careful observation of facts and an accurate knowledge of the basic principles of comparative anatomy. But there is, as we have indicated, a field unoccupied by the professional veterinary practitioner. In his absence the community naturally looks to the druggist for information regarding the disease and injuries of domesticated animals, veterinary remedies and their administration, besides a general knowledge of treatment. To make an earnest effort in this direction is worthy of careful consideration.

TWO TO ONE ON MAN.

If it takes nine tailors to make one man, it takes but four and a half tailors to make one woman. At least so say, in effect, two learned judges, one of Maine, the other of New Jersey. Time was when woman was at par, but now it seems she is a great many points below. Also, time was when she ruled the world in moulding the young generation, but that too is apparently gone—that government she has resigned to whomsoever will tend it, hoping to attain a more concrete power in the world. But, alas for her hopes!—and therefore the reason that the odds are two to one against her.

These two judges, so widely separated, except for the telephathy called forth by a common foe, acted with a perfect unanimity of purpose in declaring that while the maximum amount of damages for which judgment can be obtained for the death of a man is \$5,000, the maximum of a woman is but half, \$2,500. With great erudition, and by a process of reasoning of which he is the inventor—let us not say the discoverer—the judge of the Supreme Judicial Court of Maine holds that, though she was the mother of a healthy son of five years of age, the wife of a man in poor health, herself in splendid health and but thirty-five years of age, almost the sole support, as a milliner, of her husband and child, prudent, industrious, affectionate as wife and mother, fairly well educated, with a strong likelihood of becoming the sole support of her son before he attained a self-supporting age—though this new Daniel come to judgment actually admits that a mother's training of her child is better than an orphan can receive—still he feels it incumbent upon him to uphold the uses of his office by interpreting the statutes to mean that damages in the case at hand could not be punitive on the defendant, and that \$2,500 was a sufficient amount. The name of this judge will go down to posterity—though we confess to not knowing it—beside that of Bacon. True

genius is sure at some time to assert itself.

But behold! out in New Jersey a judge of the Supreme Court also decrees a woman's life worth but \$2,500, likewise advising that amount to be established as the maximum, thereby declaring himself to be a disciple of the former learned jurist.

What do Susan B. Anthony and her learned compatriots say about these Solomons and judicature in general of the States of Maine and New Jersey? Marvel that the wraith of Mrs. Bloomer does not resurrect itself to wreak vengeance! Will the living cohorts of woman's rights, so lately routed in battle forensic, swoop down as "the Assyrian came down like a wolf on the fold," and massacre the fortified power of usurping man? Or will the idea of Tennyson's Princess be finally resorted to with perfect success?

CATALOGUES OF UNIFORM SIZE.

The catalogues of to-day, with especial reference to those issued to the retail druggist, fail of their intended utility because of their too varying sizes. It is next to impossible to classify alphabetically a number of price lists of such inequality. The thickness, of course, must be governed entirely by the quantity of the material to be listed, but the length and breadth should be made to conform to a certain standard. Catalogues form an important part in the trade library of every druggist, and contain much useful trade information which every manufacturer is desirous of seeing disseminated. But in the absence of any uniformity in their size, they will not, in all likelihood, be kept by the druggist with any kind of system; moreover, in most drug stores they will be found thrown promiscuously into a drawer—catalogues ranging from a vest-pocket size to a large quarto. As a matter of fact, in every such case these lists would be kept on the shelf beside the Pharmacopœia if it were not for the impossibility of arranging them in some kind of order.

The National Association of Manufacturers, which includes manufacturers of all lines, have the matter, we are advised, under consideration. The association will do wisely if it takes definite action by establishing a standard of size for catalogues, and its members will find a material advantage in pleasing their respective trades.

DRUG CLERKS WANTED.

From Philadelphia, Pittsburg, Chicago and two or three other cities come the information that drug clerks are wanted, good, practical, well educated men. If we may believe the letters that have come to hand, there is a general dearth of good clerks, and the question naturally arises, What is the cause? A Pittsburg correspondent says the country's "prosperity" is responsible for the situation, while a prominent Philadelphia druggist says that numbers of clerks are engaged at summer resorts, where they get good pay in the busy season, and at the same time manage to secure an outing; they, therefore, leave the cities. Both of these observers undoubtedly accurately reflect the conditions obtaining in their respective localities. But these conditions cannot be general, notwithstanding the fact that the state of business is dependent upon the country's prosperity. Does not the

enforcement of the pharmacy laws have something to do with the dearth of good clerks? Clearly it does, and while the law manifestly protects the public, its proper enforcement protects the pharmacist from irregular competition, and it helps the clerk who can come up to the requirements. Salaries for competent drug clerks have largely increased within the past few years, and good men are in no danger of being compelled to go long without a situation.

OHIO PURE FOOD PROSECUTIONS.

In our issue of last week was reported the information that the Ohio State Food and Dairy Commission would wage war against the druggists of Cincinnati and other cities in that State for violation of the pure food and drug laws. It was also stated that the various dealers in food products and drugs had combined to resist prosecution by the Food Commission, holding that they, the dealers, were not responsible for the character of the products condemned by the commission's inspectors, namely, soda water syrups found to contain aniline, salicylic acid and other foreign substances, and that they believed the prosecution should be against the manufacturers of these products. How the court will pass upon this contention remains to be seen. We have always believed the druggists of Cincinnati and Ohio were and are in favor of pure drugs, and prosecutions in the past have always shown them to be in favor of any reasonable law which would attain this end.

THE A. PH. A.

Before another issue of this journal reaches the subscriber, the forty-ninth annual meeting of the American Pharmaceutical Association will have begun. The various deliberations will follow the traditional rules of procedure, but we cannot help but feel that they will be of more than usual interest to the members. The "old guard," so long identified with the interests of the association, is growing less in numbers as the years go by. It is safe to say that some of them will be present and perhaps talk of things not of this day. There are others who will attend their first meeting. All will have a good time, and each, we are sure, will resolve to be present next year to help celebrate the jubilee of the organization of the association.

A committee to prepare a new Pharmacopœia has been organized by the pharmaceutical and medical societies of Switzerland. As in this country the committee is made up of physicians and pharmacists and in addition a pharmacologist and an official member of the State Department of Health.

STRAMONIUM FOR HORSE FLIES.—According to the Chasseur Illustré, a decoction of one part of stramonium leaves to three parts of water, boiled for twenty minutes and applied, when cool, to the face, about the ears, inside the legs, about the belly and croup, is sufficient to keep a horse free from its tormentors during a whole day. Stramonium is said to be much more efficacious when thus used than tobacco.—(Bull. Gen. de Therap.; Pharm. Journ.)

CONCERNING CASCARA SAGRADA.*

By BRIDGET ROSE CLINTON.

The fundamental law of ethics, says Herbert Spencer, is that life-preserving acts should be pleasure-giving acts. The preliminary principle of pharmacy, I mean the neo-pharmacy of the twentieth century, is that health-giving drugs should be pleasure-giving draughts; and the application of this principle to a concrete case—that of cascara—is the purport of this paper.

Probably one million pounds of cascara are now used per annum to stimulate the sluggish excretory apparatus of citizens of the world. No other bark, except cinchona, can compare with this, and yet a quarter of a century ago an analogous species, *Rhamnus frangula*, although well known as a cathartic, was the only kind used in medicine, and of that probably not one thousand pounds per annum. It was universally considered so drastic a cathartic as only to be fit for dyspeptic dogs and constipated curs. Now, everybody loves a laxative but loathes a cathartic, and that *Rhamnus* should be raised from the lowest and most despised to the highest and most prized of splanchic stimulants is a triumph for pharmacy. The irritant principle of *Rhamnus frangula*, which produced the intense gripping pain and the sanguinous exudate from the intestines was discovered to be a kind of ferment. Now an allied species of *Rhamnus*, distinguished as *purshiana*, was ascertained to be almost free from this ferment, and it has been further discovered that the ferment disappears, or rather is changed into a harmless substance, when the cascara is stored for a couple of years. The credit of introducing *Rhamnus purshiana* to modern medicine seems to be largely due to that American firm whose name is associated inseparably with the drug, and the kudos of demonstrating the importance of keeping the bark a couple of years before use, as well as of demonstrating the utility of cold extraction, appear mostly to be the researches of John Moss, whose work has by no means been sufficiently recognized, although with his conclusions I cannot always agree.

Although the preparation of the American firm inspired the introduction of extractum cascara sagrada into the British Pharmacopoeia, the official extract has always been confessedly different and less potent. It is a notable fact that in the classical monograph published by that firm cascara is held to yield its virtues only to alcoholic solution. It has been since demonstrated that, although these active principles may not be soluble in water, per se, they certainly are in water containing other constituents of the bark in solution. This fact is the justification of the B. P. process. The purport of this paper is to devise a satisfactory formula for syrupus cascara aromaticus. Now, any fool can write a formula. The trouble is that, like the famous constitutions of the Abbe Sieyès, they don't work. Every addition to a formula which is not distinctly useful is injurious. Even sugar disagrees with very many dyspeptics, and every aromatic oil has its enemies, a peculiar idiosyncrasy exists in patients which makes certain flavors distasteful to many of them, and hence the aim of the pharmacist must be to devise a flavoring which will disguise the nauseous taste of the drug, make it more active if possible, and supply a carminative property which is confessedly lacking in cascara. Important though the question of flavoring may be, it does not rest as yet on any well ascertained physiological basis, and hence much of our experimenting must be merely empirical.

If there be any physiological foundation it is this: Pure bitters are perceived by means of filaments of the gustatory nerve: resins and characteristically odorous substances depend for their perception on the glossopharyngeal filaments. Excitants of the former never give rise to nausea, and for a like reason pungent substances like capsicum, which act mostly on the gustatory nerve, are of comparatively feeble use in correcting the nausea excited by princi-

ples like the resinoid and extractive constituents of cascara, which operate in filaments of the glossopharyngeal. On the other hand, certain of the volatile oils, as coriander, angelica, anise, etc., appear to have a selective action on the glossopharyngeal nerve, and hence these may be expected to relieve the acidity of substances which irritate it. The aim of the British Pharmacopoeia has always been to present the drugs in the forms of greatest potency and convenience. The elegancies of taste have been ostentatiously flouted, except in a very few instances, and of these the syrupus cascara aromaticus is a sorry example. I had thought that the Conference was mainly responsible for the formula, but its genesis is to be found in a passing reference in a third-rate American text-book, where it is stated that the taste of cascara can be effectually disguised by aromatic syrup. The formula, anyhow, is a failure. There is a potential demand for tens of thousands of gallons of it, yet it is seldom asked for. But now to reform it.

(1) Keeping to the orthodox proportion of cascara, I substitute glycerin for syrup. This keeps better, will be more active, and the flavor has a happy lack of the sugary bitterness of the official syrup.

(2) All the fluid extracts of commerce found in the shelves of the pharmacies are of an acid reaction and acetous in character. Most of all is this the case with that of cascara. Moreover, there is a certain amount of ammonia found in the bark, and it seems to keep the active principle in solution when the extract is fresh, whereas the sour extract deposits solid or active matter. Hence I try a formula with sal volatile.

Liq. ext. cascarae.....	5xvi
Tr. aurantii.....	3iv
Alcohol.....	3iij
Spt. am. ar.....	3i
Aq. cinnam.....	3iij
Syrupus.....	5xvi

This I consider an improvement. It is clear, keeps well, and has a decided aromatic taste, but it is yet rather bitter.

(3) There are obvious objections to the use of an alkali, should the aromatic cascara be prescribed in combination, and here a neutral syrup would be preferable. Now, the carminative tincture of the B. P. covers a multitude of unsavoriness, and I tried it as follows:

Liq. carcarae sagradae.....	5viij
Tr. aurantii.....	3iij
Tr. carminative.....	3i
Glycerin.....	5viij

Now I look on this as quite a delicious formula, but I am reminded of Bentley's criticism of Pope's "Homer": "It is a very pretty poem, Mr. Pope; but you mustn't call it Homer." This is a palatable elixir, but one can hardly call it a syrup. For a modification one may try:

Liq. carcarae sagradae.....	5xvi
Tr. carminative.....	3iv
Alcohol.....	3iij
Aq. cinnam.....	3iij
Syrupus.....	5xvi

which at least is better than the B. P.

(4) Everybody knows that liquorice disguises the taste of cascara fairly well, but the bitter after-taste persists, and requires an aromatic to modify it. The following modification does so:

Liq. carcarae sagradae.....	5xvi
Aq. cinnam.....	3iij
Liq. ext. glycyrrh.....	3iij
Alcohol.....	3i
Syr. zingiberis.....	5xij
Tr. aurant.....	3iv

(5) Questioned as to the sense of retaining saffron in decoctum aloes co., the Pharmacopoeia revisers asserted it was the sovereignest thing on earth to disguise the taste of aloes. Saffron, of late, has been publicly denounced as inert, but it certainly covers the taste of cascara in the following formula:

Liq. cascarae.....	3viij
Liq. ext. glycyrrh.....	3iij
Tr. aurantii.....	3i
Ol. cassia.....	m. ij
Syrup. croc. (1 ad. vii).....	ad. 5xix

(6) Next I proceed to plagiarize. The American cascara cordials are by far the most popular in the

*Read before the British Pharmaceutical Conference.

market, and it becomes necessary to try a variant of the published recipes, such as one finds in the "Pharmaceutical Formulas":

Liq. cascaræ sagradæ.....	℥i
Liq. ext. berberis aquifolias.....	℥i
Alcohol.....	3iv
Ol. coriandri.....	m. v
Ol. anisi.....	m. ij
Ol. aurantii.....	m. ij
Ol. cassia.....	m. i
Syrupus.....	ad. ℥jss

This does not keep well, is somewhat muddy, and obviously is much overcharged with volatile oils. Many might like the flavor, but de gustibus non disputandum est.

(7) Berberis aquifolia is rather an innovation in these countries, so we must try a formula without it. This I rather like:

Liq. cascaræ sagradæ.....	℥i
Alcohol.....	3iv
Ol. coriandri.....	m. v
Ol. anisi.....	m. ij
Ol. aurantii.....	m. ij
Ol. cassia.....	m. i
Ext. glycyrrhizæ liq.....	℥jss
Syrupus.....	ad. ℥jss

Now, if there be any fruit from this little series of experiments it is this: The proper aromatics to flavor cascaræ are orange, coriander, anise, and cassia, while liquorice is an almost essential constituent. If I had to select one special formula, it would be this:

Liq. cascaræ sagradæ.....	℥i
Liq. ext. glycyrrhizæ.....	℥jss
Ol. coriandri.....	m. ij
Ol. anisi.....	m. ij
Ol. cassia.....	m. i
Tr. aurantii.....	3iv
Ol. aurantii.....	m. i
Syrupus.....	ad. ℥jss

Finally, if the subject be trivial, blame the Blue List; and if the formulas be commonplace, they will be improved by your criticism.

ADVICE TO BOYS AND YOUNG MEN ENTERING BUSINESS.

By JAMES A. SHAW.

The average boy starting out into business life does not appreciate the importance and seriousness of the step he is taking; the failure of many may be due to that fact. If they are fortunate or unfortunate enough to be situated where attention to business and accuracy make no difference, they may drift along until they commence to think for themselves and realize that their success depends entirely upon their own efforts. A boy's future should not depend upon luck or chance, however, but upon the solid foundation of a proper start and a thorough realization of his position; what is expected of him and the reward in store for him for the successful accomplishment of his work.

Too many start out blindly. They haven't any idea as to what they want or are aiming for, but drift along in a haphazard way, thinking more of their salary at the end of the week than the success of their work.

If a boy could commence business life with even a small portion of the judgment and common sense he enjoys later on, how differently he would act. As he cannot start that way, however, with his own knowledge, why not profit by that of others and benefit by the observation of those who have learned by experience and can give such advice as will do much good, and perhaps assist in his success. In the first place, too many boys in entering into business fail to realize the dignity of their new life, but cling to their boyishness and schoolboy pranks, which seriously interfere with their work and are a handicap to their own success. Such foolishness will not be tolerated in business, and the sooner a boy learns it the better for himself and employer. It isn't necessary for him to assume the air of an old man; but that he attend to his work during business hours and forget the time-wasting and useless nonsense so many boys are guilty of.

Business men want people around them that will attend strictly to business, and if a boy cannot start out on that basis he had better not commence until he knows he can. A boy starting at the bottom, as he should in order to secure a good foundation, is

liable to think that he does not cut much of a figure in the success of the business, and so allows those duties for which he is responsible to remain undone or drag along in a slipshod manner. He could not make a greater mistake; he must do all that is given him to do in the most accurate, prompt and gentlemanly way possible. If in doubt he should ask for information rather than make an error, but for the development of his own mind he should not ask assistance unless he is sure he cannot figure out the work correctly. Not only should he perform his own duties promptly and well, but he should not be afraid to do a little more than is expected of him. Employers notice all these things, though the boys sometimes think they do not, and if one shirks his own work or seems unwilling to do more than his own, he retards promotion if he does not lose his position. His responsibilities may seem small and unimportant at the start, but they must be done to the best of his ability, for unless he proves himself competent to master the little things he will not be trusted with the more important positions and work. Every boy should aim to do all his work at least a little better than any one else can. He should give it thought, figure out how he can save time and money for the firm, and yet improve the character of the work done, thereby making himself necessary to his employers and his service invaluable. He should study economy in the transaction of that part of the firm's business he is looking after, and try to find short-cut methods of doing certain work that will serve the purpose, but save time and money. Suggestions are always in order. He must always be in his place of business on or before the time expected, and if sickness or anything makes him late he should immediately explain it to his employer. During the day he should not watch the clock. It is time enough to go home or think of it when his work is all done. If he runs out of duties he should look for more. The more he can do and do well, just so much more does he increase his knowledge of the business, responsibility and value to the employer, as well as fit himself for larger and more important duties.

Do not think, my boy, that if you do that and thereby prove your ambition and interest in the welfare of your employer that it will not be noticed and rewarded when a better position occurs, for it will. We want bright, ambitious boys around us, prepared by their experience in the humbler positions to fill higher ones as they become vacant. If you have been doing your work well and shown your desire to advance by learning all you can about the work higher up, you are just the one we want to step into the shoes of the fellow who is leaving to better himself or has not done his best and so compels us to give you the position, which you have shown you deserve by hard work, attention and accuracy. We would greatly prefer having you take the place, for we know you and you have demonstrated your value, while at the same time it saves us the annoyance of bringing in an entire stranger and teaching him many of the things you should know about if you have kept your eyes open. We do not want boys who are not ambitious and capable of filling the better positions after proper training and development; but we do want and insist upon having in the lower places bright, wide-awake boys to fill better places in case of necessity.

ANTISEPTIC CASTOR OIL.—Although castor oil is the best aperient for children, it has in itself no antiseptic action. F. Blowski recommends that benzonaphthol and resorcin should be dissolved in the oil. The formula employed is resorcin and benzonaphthol of each 20, castor oil, 260, or resorcin and benzonaphthol of each 10, castor oil, 280. The doses are the same as for castor oil. Salol is not suitable for use as an intestinal antiseptic in this way, on account of the large amount of phenol it liberates. In the above formula the resorcin disinfects the stomach, and the benzonaphthol the intestines, by splitting up into benzoic acid and beta-naphthol.—Pharm. Zeit.; Pharm. Journ.)

BUSINESS PHARMACY.

The Experience of Druggists with Profit-Bringing Methods. Hints and Suggestions.
Original Papers from Practical Business Druggists. The Various
Phases of Drug-Store Management and Economy.

WHAT IS THE COST?

By J. T. PEPPER, Woodstock, Ont.

It is surprising how many good business druggists there are who deceive themselves regarding the amount of their profits, or, in other words, they do not calculate closely how much it costs them to conduct business. Of course, we agree with the people that drug profits are large, and in cases where profits are in such a satisfactory condition it can make little difference if the druggist does not figure closely, but if the profits are small, the neglect of careful estimation may be disastrous.

We sometimes hear druggists say that it only costs 10 or 12 per cent. to run their business, but I think that if the matter was more closely investigated it would probably be found that several items of expense had been omitted, and that the actual cost was nearer 20 to 25 per cent.

Interest on the capital invested should be considered an item of expense at a fair rate, say 5 per cent. A salary for the druggist himself should be figured as part of the expense. All money paid to assistants, whether clerks or apprentices, rents, taxes, insurance, heating, lighting, advertising, postage, freight, express, cartage, as well as all materials used in the store, such as paper, twine, sealing wax, elastic bands, etc., should be included. In fact, the expense of doing business includes every cent paid out, except the invoice cost of goods, and no drug business will last long unless enough profit is added to the invoice cost of goods to cover all expense of every description. Any druggist can make a very fair estimate of how much the expenses of his drug business amount to, and I am sure that if he considers all the different items of expense he will find the cost of doing business is somewhere in close proximity to 20 or 25 per cent.

I have frequently heard druggists remark, when referring to some closely made sale, that so long as they obtained cost they were satisfied, and by cost they meant invoice cost. Sales made in this way close to invoice cost are made at a loss. If the invoice cost of a hot water bottle is \$1.00 and it is sold for \$1.25, it is easy for the druggist to deceive himself and say that he had made 25 per cent., but if the cost of doing business is 25 per cent of the sales, the hot water bottle has been sold at a loss of about 6 per cent., instead of at a profit of 25 per cent. It is necessary to remember that 33 1/3 per cent. should be added to the invoice cost to cover the expense of 25 per cent of the sales. You can easily figure this out. Add 33 1/3 per cent. to \$1.00 and you have practically \$1.33; then deduct 25 per cent. and you are back to the invoice cost of \$1.00. So you see that in order to have any profits accrue to the drug business you must add more than 33 1/3 per cent. to invoice cost; that is, providing the cost of doing business is 25 per cent. of the sales. Perhaps 20 per cent. would be a nearer average of expense for a greater number of drug stores than 25 per cent. It is easy to add this rate of expense to invoice cost. Twenty per cent. is one-fifth. If the invoice cost of a hair brush is \$1.00, add one-fifth of \$1.00 and you have \$1.20 as the actual cost. It must then be sold for some amount above \$1.20 in order to have any profit accrue to the business.

This fact being established that actual cost to the druggist is invoice price plus one-fifth. I fear that all

druggists frequently sell to physicians at a loss. If a pharmaceutical preparation costs the druggist \$1.00 a pound or pint, and he adds one-fifth to obtain actual cost, which would be \$1.20 a pound, and then sells it to a physician at \$1.10 a pound, he certainly is selling it at a loss. Thus, if \$10.00 worth of goods are sold at an advance of 5 or 10 per cent. over invoice cost, it will be necessary to sell another \$10.00 worth of goods at an advance of 40 or 50 per cent. above invoice cost, in order to keep the business on a paying basis. Of course, this is done in the drug business, and on account of other profits being larger, the druggist comes out all right at the end of the year with a good average. But if he sold no goods at less than actual cost, his total profits would show an increase.

The patent medicine man comes along and wants to sell us his prescriptions at \$8.00 a dozen, and tells us that we sell it at retail for \$1.00 each, thus making a total of \$12.00 for what cost us only \$8.00, and he says that we make 50 per cent. by pushing his remedy. Do we? Only apparently, not practically. Where druggists cut prices and sell patents for 67 cents that cost them \$8.00 per dozen they make a loss every time they make a sale.

A SMALL LABORATORY IN A SMALL TOWN.

By OLIVE GREEN, Whiting, Kas.

Of course a small laboratory in a drug store in a large town pays, but can we not have a small laboratory in a small drug store in a small town that will bring us a nice profit.

It will be seen that the most of things that are needed in the laboratory are also needed and used at the prescription case, so that the expense of fitting up a laboratory is not great. By beginning on a small scale and gradually adding more apparatus as it is needed it will not take long before you can have a nice laboratory. Above all things, try at the very first to make the laboratory pay for itself. If it does not, the best thing is not to have one.

So often in a country town there are boys who would like to stay in a drug store. If you are so fortunate as to have a good apprentice you can do him a great service and also turn his time into money by having him put in his free moments in the laboratory, thus preparing him for some good school of pharmacy.

In the first place, care should be taken in selecting the apparatus. Do not try to buy the largest articles in the market, but select the very best that is made in medium size. About the first thing needed is a one-burner gasoline stove. This is really needed in a drug store, where there is any pretense of a laboratory. Hot water is needed nearly every day in the year. An alcohol lamp is very convenient, but it cannot take the place of a gasoline stove. The next thing needed is a nest of beakers, also one of test-tubes.

If you are in the habit of using the metric system in prescription work, use it also in the laboratory. It is more convenient than the old system, but at the same time do not use one in the laboratory and another in your prescription work.

Of mortars we need three sizes to begin with—a four-ounce, an eight-ounce, and a sixteen-ounce. We should have five glass graduates—sixteen-ounce, an eight-ounce, a three-ounce, a one-ounce, and a dram. We can get along nicely with two glass funnels—one a four-ounce and one a sixteen-ounce. Always get

good white filter paper. Never use the gray just because it is cheaper. A copper water bath with a steam escape tube in it is oftentimes needed. If you need a sand bath, an old iron teakettle cover can be very nicely converted into one. A retort I came near forgetting, and we could do nothing at the laboratory table without one. Any old counter or table will make a good laboratory table by the expenditure of a few hours in making shelves, one drawer and a board that can be pushed in when not needed.

It is almost useless to say what you can make in a laboratory like this one is supposed to be. All the official waters, powders, syrups, etc., can be made nicely. Most of your solutions, mixtures, everything, in fact, that is easy to make. Don't at first try to make some complex preparations, but begin with something that is very simple. There is nothing that counts so much as one's own experiments. Make your own seidlitz powders. Of course it takes time, and time is money, but in a little town a druggist is supposed to have so much time that he becomes dusty with the outside world—yes, even dusty as to the contents and proportion of each of the ingredients in the seidlitz powder. This is only one article that a druggist may make himself; there are many more. Find out what elixirs your doctor uses, and what combinations he likes; then make them yourself and have him try them. Take him into your laboratory and tell him when he wants any particular thing in your line just call on you, even if it is only to make a poultice for some poor unfortunate being.

I think that many druggists who have not a laboratory will find one of great assistance, and also a money maker.

SOME POINTERS.

By DIOGENES.

With the many points which the pharmacist of the present day has to look for in the conduct of a successful business, there is one which, I fear, has been somewhat overlooked; and that is, the sizing up of his customers and knowing just how to treat each one. And to be able to rightly size up a person is no small task either, as will be proven if one takes the trouble to give the matter a little study. The old chestnut of "fine weather we are having just now, Mrs. B—," invariably sprung on the waiting customer, is not, of course, out of the way, but the church woman would much rather have you inquire how the last social turned out, or the sport as to the probable winner of the next handicap, and they are lead to think that you have taken some distinct recognition of them and will be very apt to drop into your store the next time anything in your line is wanted by them. This method of winning and holding customers has been impressed upon me several times during my experience in the country stores, and I recall one place in which it was the habit of the proprietor to let his clerks go forward to wait on the customer and, while waiting for their purchases, he would engage them in conversation on the special subjects in which he knew them to be interested, concluding usually with some joke, no matter how aged or antique it might be. This leaves a good impression on the minds of the customers, and they do not hesitate to tell their friends of the fine treatment which was accorded them down at A's or B's pharmacy the other day.

Another thing which conduces to a successful carrying on of a business is advertising; and by this is not meant the running of an entire newspaper, but there are various other and less costly ways of keeping one's name before the public. Among these may be mentioned keeping the store bright and clean, thus showing a desire to be up to date, for the dark, dingy, dirty store reminds one of ages past and gone. Courtesy and affability on the part of the clerks is likewise a great factor in advertising a store, for the old adage that "molasses will catch more flies than vinegar" proves just as true in the drug business as any other place. A good window display also adds to the

appearance of the place; and by this I do not mean that it should look like a junk shop, as some that are seen closely resemble, nor should it be packed with goods marked down from nine dollars to ninety-nine cents, for the public may become sceptical as to their quality; but good, seasonable goods which the passer-by is on the lookout for at that particular season of the year. Remember that the public can be humbugged some of the time, but not all of the time.

In conclusion we are reminded of the thought that a good name is rather to be chosen than great riches, but in our line of business if one can get that good name well before the public there is little doubt that the "great riches" will follow as a natural consequence.

SHORT NOTES AND PHARMACEUTICAL SUGGESTIONS.

By A. B. BURROWS, Takoma Park, D. C.

At the next meeting of the committee for the revision of the Pharmacopoeia the subject should be discussed relating to the necessity of placing tincture of iodine in the class where it belongs, with the spirits. The official spirits are described as being alcoholic solutions of volatile substances, and if iodine is not more volatile than camphor we are much mistaken.

For numbering prescriptions the handiest thing we have yet found is one of those small, cheap, rotating rubber machines which can be bought for the trifling sum of twenty-five cents, and which can be universally used on small pill boxes, powder boxes and labels. How many druggists make mistakes in numbering prescriptions, when for this trifling sum they can preserve accuracy in their numbers. For writing prescription labels, or copies of prescriptions, or lengthy directions, druggists will find it will pay them to use a typewriter. Now it is not every typewriter that is adapted to the druggist's needs, but we find that the "Blickensderfer" fills the bill. If, however, druggists will stick to the pen, why not save a great deal of annoyance by using fountain pens? Have three or four arranged in convenient holders like the illustration, and writing will be a pleasure. (Fig. 1.)

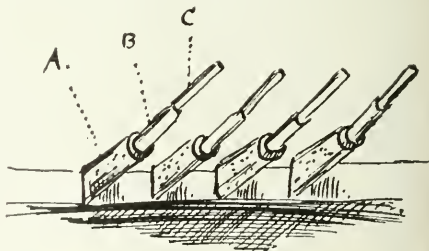


Fig. 1.—A. is a bored cork or piece of wood secured to the edge of a shelf or to wall.

B. is the cap or cover to a Waterman's Ideal fountain pen.

C. is the bowl or reservoir of same. The cover fits tightly into cork or wood that the other part may be withdrawn when to be used.

A New Use for Hunt's Bottle Caps.—Reverse and place them on the inside of round pill boxes. This makes a neat lining to the boxes and is much appreciated by the customer. (Fig. 2.)



Fig. 2.—Hunt's bottle cap arranged on the interior of pill box.

Why will druggists fume and sweat over making suppositories in warm weather, when they can make them cold and shape them with the hand or spatula by mixing powdered cacao butter with 25 per cent. of wheat flour and very little vaseline. A finish can be put on them after shaping by pressing gently into a mold.

Improved Zinc Ointment.—Make a paste of the oxide with water. Rub down fine and mix with the base either benzoated lard or petrolatum. During the process of mixing, if petrolatum is used, the water will be forced out, and should be poured off. To facilitate incorporation of the watery paste, add a little lanoline. If warm water is used, it will form a hydrated oxide of zinc which is smooth and makes a superior ointment without much labor involved. This formula has been criticised because petrolatum has been recommended and is not absorbed. The desirability of having a 20 per cent. oxide of zinc ointment absorbed by the pores of the skin does not strike us forcibly. It is not intended to be absorbed, being merely a protective and external antiseptic.

SHOP TALK.

The Era man was shown a very good thing in the way of an emergency case by the owner of a Philadelphia drug store located in the neighborhood of several large mills and workshops. It is a box with a wide drawer in the bottom and about two feet long, a foot wide and about a foot and a half in depth, made of pine wood and kept under the sundry counter in a space made for it, closing with two doors. In the box are bottles containing Carron oil, lime water, solutions of carbolic acid, mercury bichloride, sodium bicarbonate, etc., emergency remedies like aromatic spirit of ammonia, whisky, ipecac, etc., which are kept in place by strips of wood dividing the space into little squares, while the drawer contains medicated gauze, absorbent cotton, lint, bandages, plaster, oiled muslin, pins, needles and thread, etc., etc., articles that are needed for dressing wounds, cuts and so on. "The reason I keep this emergency case" said the druggist, "is that hardly a day passes but that I have some one come in from the nearby mills with more or less serious injuries and generally the serious ones would come in at the most inopportune times, so after wasting lots of time one day getting things out to dress a man who had had his foot crushed, I decided to fit up a box that would hold everything likely to be needed in such cases and to put it in a handy place. Of course, in serious cases I do not try to do anything more than to control the flow of blood and to cleanse the wounds and put on first aid dressings until the ambulance comes, for I have learned that a thorough cleansing and such dressings are the best help the surgeon can have. Minor cases either I or my clerks dress and we have a fixed scale of prices for such services based on the value of the materials used; we do not charge for the service, that would bring us up against the law and the doctors, only for the dressings used and we often sell quite a goodly amount of dressings for use after the first one is removed. I find this practice pays me well, so well that I and both of my clerks have taken a course in "first aid helps".

What would be to many a novel sight may be seen at a drug store located near Philadelphia's "Chinatown" nightly, Chinamen in blouse and baggy trousers sitting at the soda fountain sipping soda water through a straw or scraping up ice cream from a glass with a spoon. The Chinese seem to be partial to strong flavors like sarsaparilla, ginger, lemon, raspberry and orange, not going in much for the more delicate and lighter kinds and have taken to ice cream soda with great delight. The owner of this drug store says that he often has the same Chinamen in four or five times a day for soda water and that they come in groups of three or four almost as often, one of their greatest pleasures seeming to be the bringing in of a novice who gags and splutters at the unaccustomed beverage

to the great delight of the others. Quite a number of Chinamen scattered over the city at the various laundries have taken to sending over to the nearest drug store for a "growler" of soda.

A South End drug store in Boston has a clever arrangement whereby the attention of all passers-by is called to the place. On the outside of the large show window at the top, a small pipe is placed, running way across the width of the window. It is not unlike a curtain roller, in its appearance and position. It is well perforated with small holes and is connected with an inside pipe supplying it with water and by its use it is possible to have a continuous shower, in small jets, streaming down the window glass with charming effect. This is especially so in the evening, when the colored globes from the window reflect their rays through the water-covered glass. As an attraction it proves a great success, for it arrests the attention of everyone who passes the place. Moreover, on a warm evening it seems to freshen the atmosphere wonderfully. By the way, it is a curious fact, little known, probably, that Moorish druggists of Arabia were the first to display colored globes in their windows.

The Columbia Drug Company, Monroe street, Lynn, recently has had a window exhibition which, although strong in drawing power, was certainly rather gawdiesome. The window contained a large wire-covered box filled with many snakes of various kinds, including several ugly-looking rattlers. There also were water moccasins and other reptiles, all twisted and squirming and never still a minute, to all appearances. There must have been several dozens in all in the big box. Then all around the box were skins or serpents of all varieties, including the mosaic-like skin of large boa constrictors, anacondas, pythons and serpents of lesser size, and there were belts and purses and many other articles made from all these skins, the whole making a varied exhibition which attracted a crowd at all times. It was all done to call attention to the virtue of a snake oil liniment of some kind, guaranteed to cure all manner of aches and pains.

It is a good deal of a knack to dispose of "dead" stock, but one of the leading St. Paul druggists has the science down pretty fine. John Jones will drop in with: "Mr. Powders, my horse has a stiff knee. What's good for it?" Mr. Powders promptly produces a bottle of liniment that nobody has called for for years and sells it to Mr. Jones at standard price. And so it goes. Whenever some ailment is reported by a customer and no particular medicine is called for, Mr. Powders works off "dead" stock and does this to such an extent that it really is far from "dead", though it sleepeth. This kind of stock is kept in as conspicuous a place in the store as any other and Mr. Powders hasn't lost a dollar on it yet, nor does he propose to.

The placard has always been a valuable medium in keeping before the public the features and qualities of the tradesman's stock, but its use has been extended in an effective manner by a large number of enterprising up-town pharmacists. The cards are gotten up in funny colors and designs in large quantities of a uniform size, containing different announcements and are neatly framed. They are then hung around the top of the shelving case, forming a striking fresco that always attracts attention. The cards are changed about once a week, the same frames being used. This style of bringing goods before the public and announcing special preparations has been introduced into about ten prominent up-town stores.

EUCAIN HYDROCHLORATE may be combined with 2 per cent. sodium sulphate for subcutaneous injection. For application to mucous membranes, when local ischaemia is desired it should be followed by or combined with suprarenal extract.—(Medical Record.)

THE COMMERCIAL SIDE OF PHARMACY.*

By W. LAMOND HOWIE.

After spending a long time at college, where the scientific studies have more than filled the days, after learning so much and being the recipient of prizes and hard-earned congratulations, one cannot wonder that the student is apt to be imbued with the idea that the pharmacy is a profession, and that the commercial element, that business, will play but a subordinate part in his future. Nothing could be further from the truth. Most of you have heard the growl of the 'old chemist and druggist,' who holds that as an assistant the college man, the brilliant student, if you will, is of little use. Laboratory and book work have spoiled him. Who will deny that our ranks have furnished many justifying examples? There are those who, on leaving college, seem to think that there is now no more to be learned. This attitude is that of the artisan. Mr. Druce's bricklayer, for example, who, when he becomes a journeyman, by mere length of service and independent of ability or the want of it, claims and is paid journeyman's wages. It must be neither more nor less; his trades union wills it so. Surely, the man of education does not set up the artisan as his model. No, gentlemen, your college life, instead of turning you out a finished article, will have furnished you with axiomatic principles, and taught you how to apply principles, so that with this golden key you may be enabled throughout life to unlock chamber after chamber of the storehouse of knowledge. Leaving his school in this mind, the wise man continues to add to his information, practical and business detail, and if he is observant he soon discovers how very largely the business element begins to bulk in his life. He will find that the pursuit of knowledge for its own sake has called no college of pharmacy into existence. Men have not studied our essential departments of science for pleasure. It is impossible to practice pharmacy as a profession. In order to earn a livelihood by pharmacy—I use the word in its widest sense—we have to go in to the market place; we have to buy and sell.

In a word, it is found that pharmacy is essentially a business, and that college training is over, the acquisition of the commercial and the practical must now engage all the student's energies. At this point of his career he may show to a disadvantage alongside of the unqualified assistant who has uninterruptedly been extending his practical experience. It is now that the growl of the old-time chemist and druggist is justified. But who shall say that the relative inferiority of the educated to the uneducated can be permanent? It ought not to be; other things being equal, it cannot be. Once a student, always a student; I mean the true student, the man of open mind and observant eye; and so our student, the major man even, whom the old chemist and druggist distrusts most of all, will continue to investigate and study carefully all that makes for progress. He will find that in pharmacy business which he must not neglect is not limited to the mere arithmetical acts of buying and selling; but that science, morals, energy, all the arts and graces may be rungs on his ladder of success. He may say truthfully that science is business, that morality is business, that energy is business. His college training will be found to be the chief factor in making him in the end a successful business man. Now, it is not my purpose in an after-dinner address to teach; I leave the details to others. I only hope my words may inspire. Remember that science without business will avail you little. They must go hand in hand. As well could an omnibus go without wheels as a mere scientist be a pharmaceutical success. Pardon the crude simile suggested by the noise of the streets. You may have your wheelless omnibus packed with all the sciences, the minor degrees inside and the higher flights of the major filling the garden seats on top. This load of science will not compel progress.

Mount your omnibus on wheels and see that for team you have capital, then your well-laden vehicle can be easily driven on to fortune.

Had the great Napoleon lived at this end of the century, his famous sneer that we are a "nation of shop-keepers" would have been pointless. It would nowadays merely indicate that we held a pre-eminent position of which other nations are showing themselves to be covetous. These nations now do too much of the selling, we English do the buying. Germany and America are giving all attention to business training. The Philadelphia College of Pharmacy and other American colleges have added commercial classes to their curricula. We must look to our laurels—never forget that commerce has made Britain powerful among the nations of the earth. It was not her arts and science, nor her literature, nor her military genius, although these are no mean qualities; she has been excelled in all. The supreme attribute exhibited during the past century has been the commercial genius of Britain's sons. Their untiring energy, their business tact, their pluck and resource have carried her flag far beyond the sound of her guns. You whom Ibsen calls "the younger generation knocking at the door," this is your heritage; each has his share of his country's credit, and each will be answerable for it. Acquit yourselves, therefore, of the honorable duty incumbent upon each one of you. You now have your opportunity.

Time was when a college-bred pharmacist was one of a thousand. The chemical laboratories of my early days were meager and simple beyond modern belief. The equipment of the best of them might have been purchased for less than your principal has thought fit to expend on one of his balance rooms. The ordinary pharmacist was then content with small things. The world demanded little of him. His pharmaceutical knowledge was obtained from a meager, unchanging library of standard works. Our leaders, however, were awakening; waves of suggestion were following each other from the Continent, and even from America. In 1868 the Pharmacy Act was passed. This was followed by a scientific awakening, and that again by a wave of cram which squeezed crowds of men, many without professional pride or feeling, through the ever-stiffening examinations. This transition stage has been a sad one for pharmacy, alongside the manufacture of what I might call the artisan pharmacist—the sort of man who leaves all scientific interest behind him when he finally steps out of the examination room—we had the rise of what has been called the socialistic great limited companies. To these our weak brethren turned, lured by the high salaries offered to qualified poison vendors. Whether an early enforced curriculum would have modified this movement—who can tell? It is, I think, undoubted that in such service many have found a business and a scientific grave. I may be wrong—correct me, if I am—but I think with only one or two exceptions we look in vain for advancement or help from that great army of qualified men who make the practice of pharmacy by grocers, brewers, and half-pay officers limited, possible. You know that were it not for pharmacists, company store trading would be impossible, dispensing departments could not remain open for a single day; no poison can be sold without our personal aid. What a future for pharmacy, handing ourselves over, body and brain! All that is professional in us farmed for the payment of dividends to outside capitalists. The educated pharmacist brought to the level of the publican in the tied house belonging to the millionaire brewer! But is that business? Certainly not for the pharmacist whatever it may be for his Masters, Limited. Be ware, therefore, of any unprofessional conception of your calling; be careful how you help the further growth of this hydra, which is already, perhaps, too strong for subjugation. Remember your business interest is to retain your independence. In that independence alone can true advancement be possible. Some say that cheapness is everything. Receive that statement with a critical scepticism. The world is not entirely peopled with bargain hunters. Offer it

*Address delivered to the students of the Metropolitan College of Pharmacy (London). (Journal of Pharmacy National Druggist).

of the best. All of us like to be well served, and most are willing to pay for such service. In all departments of work there are they who have set themselves to produce the high class. They have their just reward. It is well known that the higher you go, it you carry your skill with you, competition becomes less strenuous. "There is always room at the top." It is among the producers of the cheap that competition is keenest.

With such a training, therefore, as you have had, do not play to the gallery. Perfect yourselves. The world is calling for the best, but there are few who offer it. Excelsior is a grand watchword. It is the most inspiring motto for a business man. By the exercise of ability, aided by insight and foresight, business knowledge and determination, not forgetting those more amiable qualities which shall carry you serenely above the "rude banter of the market place," business or profession, whichever you like, there can be but one issue, and that an abounding success. In my mind's eye I can see your mathematics bearing fruit, and as in the laboratory you found that a molecule of a monobasic acid would but neutralize a molecule of a univalent alkali, so in business you will find that a sovereign will only pay a twenty-shilling bill. And to carry the simile further, just as you may add your acid uselessly beyond saturation point, so you may, by going into a bad market, wastefully pay twenty-five shillings for a sovereign's worth. I hope your analytical experiences will enable you to precipitate the precious metals into your till, and who shall say whether, when you are worried by the gaseous vapors of some irate customer, what your knowledge of the uses of the fume cupboard may not serve you? The grace and beauty of botanical forms may live again in your well selected labels and decorations, and the sweet odors and color of the wayside blossoms in your creams and unguents. Natural science will make the mechanics of photography and optics easy. You must never allow your scientific attainments to rust. There are now technical schools and polytechnics for all classes, and we find the modern brewer and baker, even the butcher and milkman, call in help from science; you who propose to occupy a higher plane than they must not forget the necessities of modern competition. Keep before you the great principle—the only law by which your existence can be justified—that you are fitter than others for your position. Always keep abreast of current trade literature.

Finally, and in a word, I ask you all to attain if possible the major qualification. If you cannot see an immediate occasion for its use, it will keep, and cost nothing in the keeping. Its day will assuredly come. This is good business. Then do not forget your duty to your craft. Have a voice in the management of your own affairs; this can best be done by being a member of the Pharmaceutical Society. All is then open to you. This also is business. Then there is the "Benevolent Fund." Every man of you should make it a point of his pass year whether he joins the society or not, to put his name down for at least the one vote—half-crown. The sacrifice of a single evening yearly at the theatre will do it. Do not, therefore, let our unfortunate brethren languish while we enjoy the feasts of fat things. Even this is business. I am reminded that should the evil day come to ourselves, all the votes we have given will be counted again to us. What magnificent business!

Pray do not misunderstand my eulogium. I do not preach that business is supreme. I do not ask you to believe that we have had too much of science, but rather that of late in pharmacy we have had too little of the practical—too little of business, which is, after all, subordinate. The discoverer of the least part of our knowledge is the scientist, the maker of empires is the scientist. The mere practical man is his hewer of wood and drawer of water. Science conquers all. Who has seen the evolutions of an army in the field but has been struck with the magnificent display of apparently irresistible physical life? You may remember the fearless horsemen of the

Mahdi, who at the battle of Omdurman, despite their dauntless courage, were swept in their thousands out of existence by the cold, calculating science of Hiram Maxim. The Maxim gun, you know, saved Upper Egypt for England. What I wish in these last words to emphasize is that, while making the most of the business side of life, and, despite insularity, Englishmen are yet the best business men in the world; we must bear in mind that, whether conducting a national war, running an ocean liner, or a pharmacy, the victory is ultimately with science.

SOLUBILITY OF CAOUTCHOUC AND GUTTA-PERCHA.*

Diluted acids and concentrated alkalis do not attack caoutchouc, either at ordinary or at raised temperatures. Concentrated sulphuric acid decomposes it, likewise concentrated nitric acid. Six parts of fuming nitric acid give, with one part of caoutchouc, a solution, with effervescence, which is precipitated in a flocculent state by water. When caoutchouc is digested for some time with spirit of sal-ammoniac, it passes into an emulsion-like condition, and gives a liquid with it, which leaves pure caoutchouc upon evaporation. Neither cold nor hot water dissolves caoutchouc, though boiling water extracts from several varieties some resinous substance. In warm water it becomes very soft, and swells considerably, making the whole mass more accessible to solvents, but prolonged exposure to the air restores it to the former state.

Payen found that a thin disk of caoutchouc upon lying in water for thirty days absorbed 18 to 26 per cent. of water, and that in case of an absorption of 18 per cent. its volume increased 15.75 per cent. and its length 5 per cent. Absolute spirit of wine penetrates caoutchouc still more rapidly, especially when it is repeatedly heated with it to ebullition. The weight of the piece increased 18.6 per cent., the volume 9.4 per cent., the length 4.6 per cent., the spirit even dissolving 2 per cent. of the caoutchouc besides. In ether, turpentine oil, and a mixture of 100 parts of carbon disulphide and 4 parts of absolute spirit of wine, it swells up to 27 times its volume; in a mixture of 6 volumes of anhydrous ether and 1 volume of absolute spirit of wine, to 4 times its volume; in rectified coal-tar oil up to 30 times its volume. Ether, benzene, carbon disulphide and turpentine oil permeate caoutchouc and cause it to swell up strongly, a portion being dissolved, but tenaciously held back by the insoluble one, so that for extracting it large quantities of the solvent are required. According to Payen, caoutchouc soaked in carbon disulphide dissolves rather quickly in spirit of wine. In 6 to 8 parts per 100 parts of carbon disulphide it is again precipitated from this solution by admixture of double the quantity of spirit of wine, but it encloses much carbon disulphide and spirit of wine, so that it subsequently dissolves again. By repeated precipitation and re-dissolution it can be obtained in a transparent solution free from dyestuff, and the other substances occurring with it. Parkes recommends as dissolvent the liquid, which is obtained when sulphurous gas is conducted over camphor until the latter has deliquesced entirely. In fats, volatile and unctuous oils, it also swells up considerably, dissolving in many; it dissolves very well and easily in caoutchouc oil obtained by the dry distillation of caoutchouc.

As a rule caoutchouc is dissolved by lavender oil as well as by turpentine, but by linseed oil only when warm. Bouchardat has made the observation that turpentine oil, by repeated distillation at a higher temperature, alone or over bricks, undergoes a change which renders it far more suitable for the dissolution of caoutchouc. With all dissolvents attention should be paid to an absolute freedom from water; it is also advisable to dry the caoutchouc for some time before

*Translated for the India Rubber World from Neuste Erfindungen und Erfahrungen.

the dissolving, and very commendable are a previous boiling with soda solution or caustic soda lye and careful washing and drying. Most solvents do not dissolve the caoutchouc completely. If a complete dissolution of the caoutchouc is effected at a higher temperature it suffers a decomposition, the solutions do not contain unchanged caoutchouc and on evaporating leave behind a mass of softer consistency and absolutely different qualities, so that it dries only with difficulty, even in thin layers.

According to Hanauisek, oil of turpentine and coal benzene are especially good solvents for caoutchouc; 100 parts of oil turpentine or coal benzene dissolve about 4 to 5 Ceara rubber, 5 parts of negroheads, 47 of Sierra Leone rubber.

The most suitable solvents are ether (free from alcohol), chloroform, carbon disulphide, coal benzene, and purified turpentine oil. For industrial purposes solutions in ether are useless. Turpentine oil only dissolves when very pure and used hot. To prevent the viscousness of the solution, 2 parts of turpentine oil have to be worked together with 1 part of caoutchouc into a thin paste and $\frac{1}{2}$ part of a hot, concentrated solution of potassium sulphide added. When the yellow liquid has thickened, the caoutchouc remains perfectly elastic and is not viscous. If it is desired to unite pieces of caoutchouc, the best solvent is coal benzene, but the odor remains perceptible for a long time. Chloroform being too expensive for ordinary use, carbon disulphide is the best dissolvent. The solution dries quickly, owing to the volatility of the solvent. When alcohol is mixed with the carbon disulphide it does not exercise any dissolving action, but only renders the caoutchouc softer and more fit for vulcanization.

The preparation of a caoutchouc solution is performed as follows: Fill pure caoutchouc, cut in small pieces, in a spacious linen bag and suspend the latter by means of a thread, in a bottle containing one liter of benzene, in such a manner as to completely immerse it. After six or eight days the soluble part of the caoutchouc (40 to 60 per cent.) has been extracted and the insoluble residue has swelled up to an enormous size. The clear, slimy solution containing 1.2 to 1.5 per cent. of dissolved caoutchouc solution is subsequently kept in the dark. In the light the caoutchouc solution decomposes, becoming quite thinly liquid; even in the dark a change takes place, but much more slowly.

In order to bring the total of the caoutchouc mass to a solution, Hoffer causes caoutchouc to swell up in carbon disulphide (the swelling will take place quicker if the well closed flask is allowed to stand in a moderately warm place) and adds, after this end has been attained, 10 per cent. of absolute alcohol for every 100 parts of carbon disulphide. After a few days a complete solution will have formed in the flask, from which, after prolonged rest, all foreign admixtures will settle to the bottom. If the solution is mixed with a large quantity of alcohol, the latter will precipitate the caoutchouc again in a swelled state, while the foreign bodies remain dissolved. By pouring off the brownish solution from the precipitate, dissolving the latter again and repeating the precipitation several times, the caoutchouc is obtained free from dyestuff as a perfectly white or only faintly yellowish mass.

It being desired to employ turpentine oil for the preparation of caoutchouc solutions, the same must be free from water (the caoutchouc itself may be kept anhydrous by drying it for a week previous over sulphuric acid).

The dehydration of the oil of turpentine is conducted in the simplest manner by shaking the oil with about 10 per cent. of its weight of English sulphuric acid in a well closed flask and leaving stand until required for use. The sulphuric acid will form a layer on the bottom of the vessel, from which the turpentine oil may be drawn off. In place of the sulphuric acid melted calcium chloride may be employed with equal success. If large quantities of turpentine oil are to be treated it is advisable to rectify it over burnt lime and to pass the vapors of the oil, before condensa-

tion, through an almost red-hot iron pipe. This changes the character of the oil, rendering it still more suitable for dissolving caoutchouc.

Gutta-percha is insoluble in water, dilute acids, and alkalis; it gives off 22 per cent. of soluble substances to alcohol and ether, and swells up in ether and essential oils to a tough paste. It is readily soluble in chloroform, carbon disulphide, benzene, and turpentine oil upon heating. It is little soluble in hot unctuous oils and separates out again after cooling. From the solution in chloroform, gutta-percha can easily be obtained colorless.

SCIENTIFIC TRAINING FOR PHARMACEUTICAL STUDENTS.

By AN OLD STUDENT.

At this time of year it is customary for many would-be pharmacists to give up for a time the practical study of pharmacy in the shop, and supplement it by a course of scientific training at a school or college. For the especial benefit of such, the following notes have been penned, in the hope that the hints on study embodied therein may prove as useful to the many as they have to the writer.

It is fortunate that under the new conditions of registration as students of the Pharmaceutical Society, the student has to go through a course of study that renders him fairly well equipped for the study of chemistry and physics. Of the different examination certificates accepted by the Society, that which will generally prove most useful to the student, and is here recommended for its own value, is the Matriculation of the University of London.

It is a great loss to the student when, in the course of his work, he finds that, before he can continue, he must retrace his steps to make himself acquainted with things that must be properly grasped in order to understand the matter with which he is dealing, and for this reason he should begin to prepare himself for his curriculum a year before it commences.

To learn by heart the dry and bare facts of a science is not only an excessive tax on the memory and mental power, but furnishes an unutilizable knowledge even when well remembered; yet, just as one has to learn arithmetic, so the student of chemistry and physics ought to begin by committing a number of facts to memory. In chemistry he should know the symbols and atomic weights of the elements and the formulæ of commonly occurring compounds. He should also gather what knowledge he can of their most evident properties, such as their solubilities, and whether they are rapidly or slowly volatile at common temperature. The experience of the pharmacist's apprentice gives him greater opportunities to do this than that of most other beginners. For example, he becomes acquainted with the fact that a sugar solution dissolves more lime than water does, and he knows nearly how much chloroform a pint of water will dissolve.

The Importance of Mathematical Knowledge.

In physics he must begin by directing his attention to mathematics. There is no need for him to enter into all the theorems that one will study who wishes to become a pure mathematician—indeed, it is hardly necessary to say he has no time for this, but he is to know certain theorems, the truth of which has been proved by others, that he may use them as an instrument for his own work. A knowledge of algebra extending to quadratic equations is important, but it would also be helpful to know how to use the binomial theorem.

Geometry is equally important; the student should be so familiar with his subject that he knows without waiting to think about it what is meant when he is told that a certain quantity is proportional to the sine or tangent of a given angle.

Knowing the binomial theorem and how to determine the functions of an angle (sine, cosine, etc.) from those of its parts, it is but an easy step to an ele-

mentary knowledge of the differential and integral calculus, the importance of which in physical science cannot be overestimated.

Thus knowing that the variable diminution of pressure of the atmosphere per foot, as one ascends, is proportional to any height, one is enabled by means of the calculus to write down at once the law by which the pressure can be determined at any height.

If he has not studied elementary statics and dynamics, he ought to learn the composition of vectors by the parallelogram law, in order to be able to determine velocities and forces.

Being equipped with these things, the student will find his work easy and attractive. He will be able to read the text-books fluently and with little fatigue.

The Study of Chemistry and Physics.

Unless there is an opportunity to attend a course of elementary lectures, such as are given by the Science and Art Department at various centers, it would be well to do as much elementary reading as possible before attending the lectures designed for the Minor and Major examinations. For this purpose Atfield's "Chemistry," supplemented by Newth's "Inorganic Chemistry," will serve very well. It is inadvisable to read from more than one author, since one is otherwise apt to fall into a narrow method of treatment of the subject. One could hardly do better in physics than to begin with the little work written by Belfour Stewart. A useful book on magnetism and electricity is that of Silvanus Thompson, but for more advanced study Joubert's "Magnetism and Electricity," which has been rewritten by Carey Foster, is more complete. Deschanel's "Natural Philosophy" is a useful book for general physics. After a certain amount of progress the student will find it desirable to read parts, at least, of several different books which he can obtain from libraries. For a thorough study of physical chemistry, it is necessary to be well acquainted with thermodynamics, and this subject will be treated in Maxwell's "Heat." It may be best not to go too far into organic chemistry before doing practical experiments under the supervision of demonstrators, and obtaining the aid of lectures. A few of the commoner organic reactions can be carried out by the unaided student, and will prove instructive. Such are the preparation of iodoform, and ethyl ether, and the hydrolysis of alkyl salts.

After a certain stage of his progress, the student will be led to consult the standard dictionaries, such as Watts, on inorganic chemistry, and Beilstein on organic chemistry in place of the ordinary text-books. Beilstein is, of course, written in German, and here it may be remarked, that whoever wishes to study organic chemistry thoroughly, will find it necessary to be able to read German. It is not, however, so difficult for the English chemist to read a German treatise on chemistry as it would be for him to read other German literature. The names of substances correspond closely with their English names, so that a knowledge of the grammar and of a small vocabulary is sufficient.

There are two classes of students to whom a few hints of advice may be of service. There are those whose imaginations magnify the difficulty of understanding a problem and there are others who with only a superficial insight believe that they thoroughly understand a law and all its consequences. Both facts are the result of giving an insufficient consideration to the matter. As an example, some men will learn the rules for finding a specific gravity without ever understanding that the numerical result obtained only means the number of the grammes a cubic centimeter of the stuff weighs, or the number of ounces a fluid ounce weighs. Tell such a one the price of a truck of coal, the total weight, and the tare of the truck, and he will tell you at once the price per hundredweight, yet he does not understand the purpose of each of the weighings necessary to find a density. In a certain examination, a candidate was given some pure arsenous anhydride, a solution of iodine, and a sample of arsenous anhydride to be tested by the

iodine after its strength had been determined by means of the pure substance. The unknown sample was pure, and it so happened that the candidate took the same quantity of it for determination as he had taken of the pure arsenous anhydride for testing the iodine.

Both quantities of course required for oxidation the same measure of iodine solution, and this fact should have at once convinced the candidate that his unknown sample was pure, yet by misapplying his ill-understood rules for calculating its strength, he arrived at the conclusion that the unknown sample contained 84 per cent of arsenous anhydride. It is but fair to say that this fault was not due to the lack of intelligence in the candidate, as the writer can vouch, but it was due to the system of cram to which he had been subjected. The occurrence of such cases, it is to be feared are too frequent among pharmaceutical students, and it would be far preferable for men to learn and understand a certain amount with common sense than to learn double the amount parrot-wise. All the considerations belong to such matters as these, when regarded from the point of view of common sense, become very simple, and yet it should be the aim of the student, whether he be brilliant or not, to gain a clear view of his subject by comparing it, as is almost always possible, to simple, everyday analogies. Great help is often afforded in the study of physical science by plotting curves to represent any given changes, such as the change of specific gravity, with increase of temperature or the change of the intensity of light with increase of distance from its source. Such curves need not be more appalling to the student than the curves of barometer readings published in some of the daily papers, and when he becomes familiar with their use he will find that they clearly illustrate and fix on his memory properties that might otherwise have even escaped his notice.

On the other hand, those who readily grasp the principles of a subject must distinguish carefully the attendant conditions under which those principles remain true, and must not draw conclusions rashly, or they may have many things to unlearn before they are out of the danger of committing great faults.

Thus, in dealing with Boyle's law—namely, that the pressure and volume of a gas, however they may be altered, when multiplied together, always give the same result—care must be taken to note that this is only true of a chosen quantity of gas, that the temperature must remain the same, and that if the pressure rises beyond a certain limit the rule no longer holds.

Again, there is a tendency among beginners to assume that because barium sulphate is insoluble in water it would be unaffected in a solution of sodium carbonate. This, as will be learned after some progress, is by no means the case.

Hints on Practical Work.

Practical chemistry includes three different kinds of work: the making of chemical preparations, qualitative analysis, and quantitative determination. They are distinguished by each requiring a peculiar experience for its proper performance, but are alike in requiring careful manipulation. The secret of success in this branch, as in most other things, is diligent practice. Often an experiment or operation appears at first sight too simple to be worth performing, or sometimes the thought, "I have done it before, or something very much like it," is the student's excuse to himself for neglecting it. This is a great mistake: the observant student will generally learn something from the simplest experiment, and something more from repeating it. In fact, up to a certain limit the value of the experience gained is proportional to the time diligently spent at the work.

The treatment of qualitative analysis must be thoroughly systematic. A student was given a substance which he thought looked like potassium bichromate. He proceeded with his examination as far as passing into an acid solution of it some hydrogen sulphide, and, on finding that the liquid became green,

and contained a yellow precipitate, he at once reported it to be potassium bichromate. It happened to be ammonium bichromate.

If a student finds a substance to be, let us say, either cane sugar or milk sugar, and if the distinguishing test of these two is not quite conclusive, he is at first tempted to write down the one he guesses it most probably is, and feel content if he has guessed aright. This is, he is strongly urged to avoid doing. He should convince himself in all possible ways of the identity of the substance before leaving it, otherwise he will never possess the confidence in results which is essential to successful work of any kind.

Quantitative work requires great application. Only by repetition is it possible to assign errors to their proper causes and to know where to expect an error.

It is hardly possible for a staff of tutors to teach a class of students every little detail that they have to learn, and, indeed, it is better for the student that he should cultivate for himself the habit of close application. He who does so will soon notice that after running about twenty cubic centimetres out of a burette a very different reading is obtained immediately, from that obtained after waiting a minute for the liquid to run down from the burette sides. Similarly, a thermometer rapidly heated to a high temperature gives a lower reading when the mercury first appears stationary than it does five minutes after, when the mercury column standing outside the source of heat has itself become heated by conduction. In all cases one should investigate for himself what is the maximum limit of error connected with any operation. When one has done this, and finds that the error of a burette reading comes into the third figure, he will at once know that in weighing a substance to be titrated it is useless to carry the weighing as far as the fifth figure.

Results should always be calculated with the aid of logarithms. For the sake of those who have not learnt to use them, it may be stated that one can learn the method in five minutes; calculations can usually be done by means of them in about one-tenth of the time required by the ordinary method, and when one is accustomed to their use there is far less risk of an arithmetical error. (Pharmaceutical Journal.)

FORMALDEHYD IN MILK.

The adulteration of milk by the use of formaldehyde is probably becoming much more common than is generally suspected. For a time its use was a "trade secret," but it has been so thoroughly advertised that every obscure individual who has a milk route is now familiar with the preservative qualities of formaldehyd. In our large cities the health officers are on the watch, and hence in these its use is being curtailed, but in the smaller towns and villages the people have not this protection. It would be well, therefore, for physicians to guard against this and keep it in mind when mysterious illness develops in milk-users. They should also be prepared to make an analysis of milk at any time as to its freedom from the drug. This is a simple procedure, and yet one that requires considerable technical skill in the use of some of the tests. We copy from the *Lancet-Clinic* (Jour. Am. Med. Assoc.), the various methods for testing formaldehyd as laid down by Herman Harms, some of which are quite simple:

Rimini Test.—A—Phenyl-hydrazine muriate, 0.5 gm.; distilled water, 100 c.c.; dissolve. B—Sodium nitroprussid, 0.5 gram; distilled water, 30 c.c.; dissolve. C—Soda U. S. P., 15 gm.; distilled water, 60 c.c.; dissolve. To 15 c.c. of the suspected milk in a test-tube add 10 drops of A. mixture; add 3 drops of B; mix and let 5 drops of C run in slowly on the side of the test-tube. In the presence of formaldehyde a blue color is instantly produced, changing, on standing, to red. On adding to the mixture of milk and solution A 2 drops of ferric chlorid solution, and then about 2 c.c. of concentrated hydrochloric acid, a red color is produced, which later changes to orange yellow. In sour milk the above-mentioned blue is supplanted

by green. The Rimini test is easily applied, and readily detects formaldehyd when present to the extent even of 1 part in 25,000 or 30,000.

Phloroglucin Test.—Dissolve 1 gram of phloroglucin in 100 c.c. of distilled water. Put 10 c.c. of the suspected milk in a test-tube and add 5 c.c. of the phloroglucin solution; shake and add 1 c.c. of solution of potassia, U. S. P. If formaldehyd is present a red color is developed at once, fading, usually, within ten or fifteen minutes; hence, the color must be observed at once. One part in 20,000 gives a decided reaction.

Hehner's Test.—To 15 c.c. of concentrated sulphuric acid in a test-tube add 1 or 2 drops of ferric chlorid test solution, U. S. P., and mix. Then pour upon this, in such manner as not to mix the layers, the suspected milk. A violet color indicates the presence of formaldehyd. In the case of cream, dilute the cream with an equal volume of water, and then apply the test as above described. The violet color is sometimes produced at once, but oftener not for five or ten minutes, and sometimes not for an hour or so, depending upon the amount of formaldehyd present. By this test a part in 10,000 or 15,000 is readily detected.

Liebermann Phenol Test.—In the presence of small traces of formaldehyd, distill off from the milk a few cubic centimeters and add to this one drop of very dilute aqueous phenol solution. Then pour this mixture slowly upon concentrated sulphuric acid in a test-tube solution so as to form a layer. A bright crimson color appears at the zone of contact. This is easily seen in as little as 1 part in 200,000, and in greater proportion in 1 to 100,000. There is a milky zone above the red color, and, if more concentrated, there will be a whitish or pinkish precipitate. Sometimes the zone will appear in about one hour, one-tenth of an inch below the line of contact.

Hydrochloric Test.—Fifteen or 20 c.c. of suspected milk, together with 2 or 3 c.c. of strong hydrochloric acid, are boiled for a few minutes in a test-tube. A red color indicates formaldehyd. Other tests are known, but they are more complicated and require apparatus or reagents not kept by the average pharmacist. The above tests are all simple in their application and afford a ready means of detecting formaldehyd in milk and cream.

Remarks on the Foregoing Tests.—The Rimini test is highly recommendable. The reaction in sweet milk appears rapidly and with certainty. *Hehner's* test, as well as the phloroglucin and phenol tests, are very reliable and are all extremely sensitive. The hydrochloric acid test is very simple, but is not to be depended upon. It may show formaldehyd in most instances; however, cases have come under our observation when it has utterly failed to show the reaction, probably because of the milk having undergone some unknown changes. The *Liebermann* test is simple, delicate, and shows formaldehyd very readily.

As corroborative evidence, it is well, after the tests are finished, to let the suspected milk or cream stand in a warm place for twenty-four hours. A pure sample will invariably turn sour and separate. A sample which has been "doctored" with formaldehyd, however, will show, at the end of twenty-four hours, but a very slight separation, if indeed any at all, and will have but a slight odor.

A Word of Caution.—It is desirable that all test solutions be freshly prepared, especially the nitroprussid of sodium solution in the Rimini test; and that the suspected sample be as fresh as possible. Sour samples are difficult to test, and may yield variable results, because in these the formaldehyd has been oxidized, and is no longer present as formaldehyd. In carrying out the tests for formaldehyd, it is advisable to work side by side the suspected sample and the one known to be pure. Finally, do not expose your tests or have your milk placed where a bottle of formaldehyd is being opened, for the vapor is very penetrating, and you may thus be easily led to misleading results. When formaldehyd has been found to be present by at least three of the aforementioned tests, it may be considered that its presence has been shown.

CHEMICAL STANDARDIZATION OF GALENICAL PREPARATIONS.*

By N. H. MARTIN, F.C.S., F.L.S.

Since the publication of the last edition of the British Pharmacopœia and the valuation for the first time of the galenical preparations of belladonna and ipecacuanha by a quantitative estimation of the alkaloids contained in them, a considerable amount of criticism has appeared in the pharmaceutical journals; and, in consequence of the success which, it is assumed, has attended the standardization of these substances by chemical analysis, it is suggested that the method may be serviceably extended to the valuation of other substances such as aconite, stramonium, etc. I have no intention in this paper of offering any criticism or suggestion as to the minutiae of the processes adopted in the Pharmacopœia, but I think the time is opportune for an inquiry as to whether the methods which have been adopted are certain to secure not only constancy in the strength of one particular principle, but also those most important factors—the identity of the preparation with its nominal source, and the full therapeutical value of all the constituents of the crude drug.

In reading the papers and remarks of the various authors who have published their experiences in connection with this subject, one is struck by the lack of uniformity in the results obtained, and this is in all probability due to what Merck in his "Annual Report" for 1900 calls the "incalculable factor" of the varying individual interpretations of the pharmacopœial directions. Another point which must strike us in the pharmacopœial instructions is that whereas in opium and cinchona chemical tests are given for the crude drugs as well as for their preparations, and in these, as also in *nuxvomica*, the alkaloids are required to be identified as morphine, quinine and cinchonidine and strychnine, respectively, in the case of belladonna and ipecacuanha; and the other hand, the advisability of identifying the substances obtained by the processes described is not even suggested. Further, in the case of ipecacuanha, although the physical characters of the root as given would distinctly exclude the Carthagena variety, yet a preparation from the Carthagena variety alone, or the Rio and Carthagena mixed, might easily respond to the tests for the liquid extract. With regard to the belladonna, an entirely fictitious substance might easily be made to answer the chemical test as it is stated in the Pharmacopœia. Merck, in the Report to which I have alluded, says, in reference to the German Pharmacopœia tests for the extracts of henbane, belladonna, etc.: "Certain it is that it is quite as easy to adulterate an extract and yet to satisfy the requirements of the Pharmacopœia, as it is difficult, in many cases even impossible, to demonstrate the fact of adulteration." This statement, as well as the whole paper on the subject, coming as it does from a firm possessing such an extensive experience, not only in the assay of drugs of vegetable origin, but in the manufacture of a wide range of alkaloids and of active principles, is worthy of the careful and thoughtful consideration of all who have to do with galenical preparations.

The assumption underlying chemical standardization is that there is in other drugs besides opium, *nuxvomica*, and cinchona some substance or substances which can be isolated, identified and estimated with the same certainty that we can separate morphine, strychnine, and quinine, and that the therapeutic activity of such drugs is due to and identical with such substances. It takes no account of the precise condition in which these substances exist or of other valuable constituents which may, and probably do, take part in the pharmacological activity of the whole. If we study the history of all vegetable drugs, we shall find that their reputation for the relief of pain or for the cure of disease preceded any knowledge of their chemical constituents, and was built up by an

accumulated consensus of experience to the effect that certain results invariably followed the administration of such drugs in their crude form, or in the form of the simplest preparations—for example, extracts, infusions, etc. Cinchona bark had an established reputation long before the discovery of quinine, and even now preparations of cinchona bark have a wide field of usefulness which cannot be limited to the quinine factor alone. Digitalis and ergot are as much used to-day as ever they were, and, owing to their value and importance, no drugs have been submitted to more prolonged or capable chemical investigation, but we look in vain for an accumulation of united opinion as to the value of any of the glucosides or principles which from time to time have been announced as the active substances which would represent digitalis or ergot. Another assumption requiring close examination is that the variations which have been observed in the activity of certain preparations is due to the natural variation of the crude drugs, and that this can be controlled by chemical assay, but in this no account has been taken of the use of drugs collected at improper times and under improper conditions, and of those which have been damaged by age and improper keeping, and have been used in the manufacture of galenical preparations because they were no longer fit for sale as crude drugs, under which circumstances changes affecting the clinical value of the drug may have occurred which could not be detected by the methods of chemical analysis. It is unfair to assume that a manufacturing chemist who would use such samples of crude drugs would also manipulate any preparation of the drug up to the titration standard required in the Pharmacopœia by the addition, if need be, of innocuous alkaloids, or even of organic bases totally innocent in their origin of any connection with the drug whose name was attached to the finished product.

What, then, should be the aim of the compilers of the Pharmacopœia with reference to galenical preparations of crude drugs? I think it should be, in the first instance, to enable every pharmacist to guarantee from his own knowledge the absolute identity of the finished product with its supposed source. If processes of manufacture which can only be worked economically on the large scale are introduced, and if assay methods which admit of sophisticated preparations being made to respond to the standards are adopted; and, again, if such methods of valuation are relatively costly in time and material, this initial factor of identification is of necessity taken out of the hands of the pharmacist, who should be responsible.

In the next place, I think simplicity in the processes for galenical preparations should be adopted and resolutions should be made which will present to medicine fluid or solid preparations of the crude drugs, with the least possible splitting up and interfering with the activities of the substances in the precise combinations in which nature has elaborated them in the plant. To accomplish this I would avoid making preparations which are concentrated almost to saturation point with organic matter and the application to them of heat, to which many alkaloid substances are so sensitive, and by which they are very liable to become altered. I would further suggest that crude organic drugs be described in the Pharmacopœia with much greater care and fulness than at present. In addition to the botanical source, the time of collection and the external characters of the drugs, and—whenever it will conduce to greater certainty and uniformity—the microscopical characters and percentages of ash and extractive should be given. Where it is possible to indicate the activity of the drug through an investigation as to the presence of a known chemical principle, instructions for testing the crude drug should be given; where we have accumulated knowledge enough to be able to fix a certain percentage of this principle as the minimum standard of quality, it should be stated.

I think that in every case the chemical assay should be carried out on the crude drug, and, if in addition, there are certain preparations of such drug which admit of being standardized, this should be done by a

*Read before the British Pharmaceutical Conference.

process which would render the identification of the separated alkaloid a certainty. Starting with such carefully identified and assayed crude drugs, if precise instructions are given as to fineness of powder and general treatment, the preparations of tinctures, extracts, wines, etc., will not vary within limits which will interfere with their usefulness. I hope I may not be understood to undervalue or to wish to discourage the researches and discoveries of chemistry in connection with vegetable drugs, but in the present state of our knowledge most galenical preparations are more complex than can be expressed in the terms of a chemical principle and it is not wise or fair to the medical men who still use them to introduce misleading valuations into the pharmacopoeial tests.

The Pharmacopoeia might contain a very much wider range of alkaloids and of definite proximate principles than it does now, so that medical men may have their choice, and doubtless when these principles are proved by experience to fulfill all the pharmacological conditions of the crude drugs and galenical preparations, the latter will disappear by natural selection. There need be no theory about the matter, and no attempt should be made artificially to hasten the process, lest in so doing medicine lose some of its most valuable remedies.

I hope by means of this paper and the suggestions I have made, to stimulate discussion, not only in galenical preparations. It will require the intelligent co-operation of a large number of practical men who may have special opportunities for observing the effects of climate, soil, seasons, age of plants, times and conditions of collections, etc., to make comprehensive experiments and investigations in the assay of crude products and especially as to the identification of isolated principles. In this way we shall accumulate the knowledge and be able to decide whether it is wise to continue and extend the present plan of assaying the finished preparation, or whether it may not be better to apply all the tests possible—including the assay—to the crude drugs which can be identified, and to trust to careful directions and manipulation to produce preparations which, although they may vary as to strength within small limits, will, to the certain knowledge of the individual pharmacist, be free from adulteration or substitution.

SANITARY RULES TO GOVERN BARBER SHOPS.—The Health Board of San Francisco, Cal., recently sent the following rules to the supervisors to be adopted as an ordinance, and they will also be submitted to the State Barber Examiners for approval:

Mugs and shaving brushes shall be sterilized by immersion in boiling water after every separate use thereof.

Razors shall be wiped with alcohol before and after being used.

Hair brushes known as "sanitary brushes" must be used after first being sterilized.

Razor strops must be kept clean and never wiped off with the hand or blown upon with the breath.

A separate clean towel shall be used for each person.

Barbers shall keep their finger nails cut and clean. Alum or other material used to stop the flow of blood shall be used only in powder form and applied on a towel.

The use of powder puff, finger bowls and sponges is prohibited.

No person shall be allowed to use any barber shop as a dormitory.

All barbers' instruments must be disinfected after using.

These rules shall be placed in a conspicuous place in the shops.—(Am. Med.)

QUESTION BOX.

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of the Era. Copies of these may be obtained at ten cents each.

Stamping Liquid.

(C. L. B.) You are, of course, aware that in the majority of cases a stamping powder is employed, and the Era has several times published formulas of this nature. For a liquid we are told that the following serves well: Dissolve 1 dram each of rosin and copal in 4 fluid ounces of benzine and with a little of this liquid triturate ½ dram of Prussian blue and finally mix thoroughly with the remainder.

Here is another, somewhat of the nature of an oil paint: Zinc oxide is to be ground in oil and then thinned with lard oil to the consistency of cream. If desired colored, Prussian blue, also ground in oil, may be admixed with it. Such a paint is to be applied through a stencil, preferably with the use of a spatula. If it is desired to remove this afterward from the fabric, benzine may be employed. This method, it seems to us, is hardly satisfactory one, and doubtless the first suggested you will prefer.

The Era Formulary gives the following information concerning stamping powder for embroidery patters: Ultramarine, to which has been added a small proportion of powdered resin, is generally used for stamping embroidery patters on white goods. The powder is dusted through the perforated pattern which is then covered with a paper and a hot iron passed over it to melt the resin and cause the powder to adhere to the cloth. The following are said to be excellent powders:

(1) White.—One part each of resin, copal, damar, mastic, sandarac, borax and bronze powder, and two parts white lead.

(2) Black.—Equal parts resin, damar, copal sandarac, Prussian blue, ivory black and bronze powder.

(3) Blue.—Equal parts resin, damar, copal, sandarac, Prussian blue, ultramarine and bronze powder.

In all these powders the gums are first to be thoroughly triturated and mixed by passing through a sieve, and the other ingredients carefully added. Other colors may be made by using chrome yellow, burnt or raw sienna, raw or burnt amber, vandyke brown, etc. For stamping fabrics liable to be injured by heat, the stamping is done by moistening a suitable powder with alcohol and using it like a stencil ink.

Powdered Flavoring Extracts.

(W. H. B.) By "powdered flavoring extracts" is generally meant the preparations obtained by triturating the various volatile oils with sugar, after the general formula given in the National Formulary for "oil sugars." Under the title of "oleo-sacchara" the work named directs the following, which is practically identical with the formula under "Eloeo-sacchara" in the German Pharmacopoeia:

Volatile oil	1 drop
Sugar	2 grams

Triturate the sugar with the volatile oil to a fine powder.

The oleosaccharates are intended as a pleasant aromatic vehicle for administering medicinal substances in powder form. Those prepared from volatile oils should be freshly made when wanted for use. Only the best quality of fresh volatile oil should be employed, as old resinified oils impart a bitter, unpleasant taste, as well as terebinthinate odor, to the sugar.

Vanilla Flavoring.—In confectionery pure crystallized vanilla may be used, according to Schimmel, in the form of a 2½ per cent. vanilla sugar which, weight for weight, equals in aroma the best vanilla and should be used in precisely the same manner. To prepare it take of crystallized vanilla 25 grams, dissolve it in 100 grams deodorized alcohol, pour this solution upon 975 grams of sugar, and mix it thoroughly. After having evaporated the alcohol in a warm place, and when the sugar has become thoroughly dry, it should be powdered in an earthenware mortar and sifted. It is then ready for use and may be kept an indefinite time without losing aroma. The yellow spots which occur on the sugar after drying are caused by the vanilla. This vanilla-sugar should not be confounded with the vanilla-sugar used by confectioners. The latter may be prepared by adding the necessary amount of sugar to the above 2½ per cent. vanilla-sugar.

Tuberculin.

(J. L. J.) Coblentz ("Newer Remedies") states that "Prof. R. Koch has produced three new tuberculins: Tuberculin A, Tuberculin O, and Tuberculin R. The latter alone is of therapeutic value, and is decidedly active in immunizing against tubercle bacilli. Patients suffering from pulmonary tuberculosis were decidedly benefited in the early stages, and so was every case of lupus. Prepared by extraction of pure cultures of tubercle bacilli with 40 to 50 per cent. glycerin, and repeated precipitation with alcohol. The pure preparation is a snow-white mass, which becomes light gray upon drying at 100 degrees. It is easily soluble in water, but the aqueous solution is unstable; its solution in 50 per cent. glycerin remains unchanged. The preparation is administered subcutaneously in the muscles of the back between the shoulder-blades, after cleaning the parts with an antiseptic solution. After injection the spot is covered with iodoform collodion and bandaged with iodoform gauze." Dose, ¼ to 1 Mg. (1-250 to 1-65 gr.), subcutaneously.

Coblentz also states that "Behring reported at the Congress of Madrid that the tubercle antitoxin obtained by him from mammalia is very injurious to the human system, which precludes its employment. Further investigations of the subject showed that the fault did not lie with the antitoxin as such, but with the serum per se, as also serum of healthy animals and diphtheria serum produced the same disturbances with tuberculous patients. On the other hand, he succeeded in obtaining a suitable serum by the immunization of certain birds. This new antitoxin does not differ in its essential character from Koch's tuberculin, but principally in strength."

Asbestos Cement.

(C. A. M.) Ground asbestos may be made into a cement which will stand a high degree of heat by simply mixing it with a solution of sodium silicate. By subsequent treatment with a solution of calcium chloride the mass may be made insoluble, silicate of calcium being formed.

A cement said to stand a high degree of heat and to be suitable for cementing glass, porcelain, or other vessels intended to hold corrosive acids, is this one:

(1) Asbestos	2 parts
Barium sulphate	3 parts
Sodium silicate	2 parts

By mixing these ingredients a cement strong enough to resist the strongest nitric acid will be obtained. If hot acids are dealt with, the following mixture will be found to possess still more resistant powers:

(2) Sodium silicate	2 parts
Fine sand	1 part
Asbestos powder	1 part

Both these cements take a few hours to set. If the cement is wanted to set at once, use potassium silicate instead of sodium silicate. This mixture will be instantly effective, and possesses the same power of resistance as the other.

Rouge for Buff Wheels.

(J. J. C.) The rouge employed by machinists, watchmakers and jewellers is obtained by directly subjecting crystals of sulphate of iron or coppers to a high heat by which the sulphuric acid is expelled and the oxide of iron remains. Those portions least calcined, when ground, are used for polishing gold and silver. These are of bright crimson color. The darker and more calcined portions are known as "crocus", and are used for polishing brass and steel. Others prefer for the production of rouge the peroxide of iron precipitated by ammonia from a dilute solution of sulphate of iron, which is washed, compressed until dry, then exposed to a low red heat and ground to powder. Of course, there are other substances besides rouge which are employed in polishing, as powdered emery, kieselguhr, carborundum, rotten stone, etc.

Borated Talcum.

(Talcum.)

Purified talcum, N. F.	2 pounds
Powdered boric acid	1 ounce

To perfume, add the following:

Powdered orris root	1½ ounce
Extract jasmine	2 drams
Extract musk	1 dram

A powder sometimes dispensed under this name is the salicylated powder of talcum of the National Formulary which contains in every 1,000 grams 30 grams of salicylic acid and 100 grams of boric acid.

Here is a formula which contains zinc oleate:

Zinc oleate	1½ ounces
Boric acid	2½ ounces
Talcum	4 ounces

Mix and perfume if desired.

Amesien Eier Oil.

(W. B.) German importing houses and wholesale druggists of this city inform us that there is no "amesien eier oil" (oil of ants' eggs) on the market at the present time. All of them, however, quote spirit of ants, the ruling price being \$1.25 per pound. A formula for the latter preparation may be found in the National Formulary.

PERSIAN TRAGACANTH.—The British Consul-General at Bushire, in a report on the trade of the Persian Gulf, states that the gum-tragacanth industry is making rapid progress, and may eventually become an important item in the export trade of the gulf. The industry, however, does not appear to be conducted with any foresight or method, and may suddenly die if the operations for collecting the exudations are not manipulated scientifically. A few years ago tragacanth was quite unknown in Persia, and only the Kermanshah district contributed toward the exportation of that item via Bagdad. It is now only three or four years since both Shiraz and Ispahan have come forward to contribute toward this trade. The industry in the province of Fars is said to be capable of great improvement, and vast tracts of land full of the tragacanth-producing plant which were lying untouched before, are being much utilized. From the reports which have been received it appears that the peasantry employed in the collection of tragacanth work in a reckless manner, causing much damage to the plants, which are burnt down, after incision, to such an extent as to render the same field unproductive for some years to come. Though the tragacanth fields are numerous and extensive, they will not be able to withstand the wholesale depredations which are now being perpetrated on them unless the Persian Government undertakes their supervision with a view to maintaining and improving the industry. As it is, this nascent industry brings into the country nearly £40,000 annually, and is capable of extensive development if properly conducted. (Chem. & Dr.)

TYRATOL is a carbonate of thymol, and is recommended as a powerful vermifuge. It is a tasteless white powder.—(Ch. & Dr.)

ERA COURSE IN PHARMACY.

Graduates, Class for August, 1901.

	Grade on Final Ex- amination. Per cent.
2505 Samuel E. Massey, Fort Mill, S. C.....	88
2530 Cecil L. Beach, 502 Canal St., New York City.....	90
2568 Clarence Voshell, 604 E. 7th St., Wilmington, Del.....	90
2557 Sylvester L. Brown, Eckerty, Ind.....	95
2590 Chas. W. Jackson, 387 Congress St., Portland, Me.....	98
2600 Philo Soles, Portland, Mich.....	90
2592 Laura B. Heemans, South Lyons, Mich.....	95
2655 J. W. Shaw, Box 494, Ada, O.....	95
2762 Leon V. Officer, Atoka, Ind. Ter.....	90
2605 John W. Bowdoin, Kennebank, Me.....	95
2717 J. H. Bailey, Keene Valley, N. Y.....	96
2752 Francis T. Lay, 1203 Wash. St., Columbus, Ind.....	95
2583 J. T. Loyd, Winona, Mo.....	95
2818 R. L. Windsor, Birch Tree, Mo.....	95
2671 W. B. Palamontain, 1881 Valejo St., San Fran- cisco, Cal.....	98
2879 F. J. Crandall, Athens, Pa.....	95
2618 Al. E. Orton, 738 Adams Ave., Evansville, Ind.....	96
2611 Samuel Thomas, Palestine, Texas.....	96
2908 Martin Wuggazer, 249 Grand Ave., Grand Rapids, Mich.....	95
2786 E. E. Williams, Newberry, S. C.....	98
2769 Ernest B. Jenkins, Gamelle, Ky.....	95
2663 John W. McDonald, Dubuque, Ia.....	96
3020 Charles Hauk, Waynetown, Ind.....	90
2620 Richard G. Raymond, Cumberland Mills, Maine.....	93
2509 J. C. Arthur St. James, 407 E. 71st St., N. Y. City.....	95
2643 Fanny G. Hutt, Waverly, O.....	95
2581 Fred M. Smith, 49 St. Lawrence St., Portland, Me.....	95
2793 George Siegrist, 159 Schuyler St., Utica, N. Y.....	95
2572 Harry F. Morrow, Paris, Ontario, Canada.....	98
2771 William H. Ruf, Manasquan, N. J.....	96
2531 D. R. Osborn, Nadean, Kans.....	98
2625 Miss Hildore A. Bloomstine, 42 S. Center St., Youngstown, O.....	98

The above graduates will receive diplomas within a few weeks. A large and very handsome engraved diploma, printed on parchment paper, with the graduate's name engrossed, especially suited for framing, will be furnished to all who request it for the sum of \$2.00. Those who desire the latter should forward the necessary fee at once, to The Pharmaceutical Era.

THE INCOMPATIBLES OF ANTIPYRIN.—Fischer, in *Die Neuen Arzneimitel*, (Nat. Dr.) gives the following list of incompatibles of antipyrin:

1. Substances which contain nitric acid (amyl nitrite, ethyl nitrite, etc.), yield with antipyrin, a green colored product, isonitro-antipyrin. This substance being toxic, either by itself or through products of decomposition, antipyrin should never be given along with substances containing nitric acid.
2. Bichloride of mercury and antipyrin produce a powerfully toxic combination.
3. Phenol, which precipitates antipyrin from its solutions.
4. Sodium salicylate mixed with antipyrin, partially liquefies, and makes a pasty mass.
5. Chloral hydrate and antipyrin mixed, unite to form an oil-like liquid, the reactions of which are not the same as those of its constituents.
6. Beta-Naphthol and antipyrin mixed, make a mass that soon liquefies.
7. Tannin precipitates antipyrin from its solutions.
8. Antipyrin increases the co-efficient of solubility of caffeine and the salts of quinine.

PANCREONE is the more or less indefinite compound produced when tannic acid is allowed to react with pancreatine. It is a greyish powder, quite odorless, and possesses great peptonizing-power. It is difficult to see, however, how it can give any greater action than that which corresponds with the amount of actual pancreatin it contains, and, therefore, why it should be regarded as a new remedy at all.—(Ch. & Dr.)

THE VALUATION OF DRUGS.*

By JOHN URI LLOYD.

Just now much thoughtful attention is being directed toward the valuation of drugs. We of the eclectic school are disposed to be liberal, patient, considerate in all things toward the betterment of conditions and the elevation of humanity. Ostracism because of our believing in things we think proper, oppression because of our unbelief in things we think improper, tends to liberalize us toward both parties in a controversy in which both parties are honorably earnest in a cause when, seemingly, but one party can be right. But to this controversy.

Some years ago pharmacists, dominated by chemistry, became involved in the idea that standardization of drugs could be done by means of test-tube experiments in the laboratory. The idea ran wild with a few of our friends, who, in my opinion at the time—and I yet hold the same opinion—were partly right and partly wrong.

I maintained the intermediate view. I believed that to a certain degree assay testing of drugs for certain dominating constituents could be made of use in establishing the quality of those drugs as to their carrying powers regarding those constituents, but I maintained that a drug, as such, is as much outside and beyond a simple proximate principle as that of a group of alkaloids. I also believed then, and do still, that while a test-tube reaction could show volume as compared with volume, could show weight as compared with weight, it did not necessarily follow that drug energy followed in accordance with chemical valuations, and in these directions I cited aconite, ergot, and the great mass of valuable remedies for which no chemical reaction is known, in which no definite chemical constituents are established as in any way connecting drug action with chemical touch.

For maintaining these conservative views I was sometimes berated as one lost to scientific advancement; criticized for being irregular in my thought; and, again, sympathized with as not being awake to opportunities. But my experience in eclecticism had taught me to accept both scoldings and criticisms kindly, and to feel that in the end I would be no less thought of for resisting what I felt to be an ultra-enthusiastic stand by men who did not see things as I saw them. I did not believe, outside of a few remedies, that chemical experimentation in dead test-tubes could determine the physiological action of a drug, much less its therapeutic value; and I hold yet the same opinion, stronger, if anything.

Then came the recent idea of establishing the drug valuation of remedies by physiological experimentation on creatures such as frogs, dogs, rabbits, etc.

That I was not ignorant of the scheme, that I gave the matter fair thought from my side, is evidenced from the fact that twenty years ago Professor Roberts Bartholow and myself were concerned in this very subject, as is evidenced in part by the reports made years ago in our "Drugs and Medicines of North America." But in this direction, too, I became confronted with what seemed to me to be facts that led me to avoid ultra-enthusiasm in valuations based on such physiological methods, and for reasons that need not be stated I relinquished prosecution of the scheme.

As with chemical determinations, so with this—persons involved in the work are apt to become over-enthusiastic—more than optimists. But, nevertheless, in such directions we find advancement, and uplifting of thought. Progress must follow when finally the enthusiasm of the investigation is rewarded by establishing just how much and how little is of value.

Then it is that if my words can be taken kindly I would say to both parties to this controversy: "You are both right; you are both wrong; but out of the combined right and the combined wrong will come much that will profit science and the professions."

*Eclectic Medical Gleaner.

NEWS DEPARTMENT.

N. A. R. D. NOTES.

Copies of a 32-page schedule of prices on counterfeit goods, surgical dressings, mineral waters, proprietaries, pharmaceuticals and everything upon which druggists are likely to disagree as to prices, may be secured of Thos. V. Wooten, 153 LaSalle street, Chicago, at 10 cents per copy. The list is very complete and contains blank pages for additions, changes suitable to the particular locality, etc. Every member of every druggists' association should have one of these with the prices changed to suit the members of his local association. It is a pronounced success wherever used and has been extremely valuable in correcting the bad trade conditions of many communities.

The following letter from Thos. Vogeli of Minneapolis is self-explanatory and voices the need of the hour—organization.

"Jos. R. Noel, M. D.,
General Organizer, N. A. R. D.,
Chicago.

Dear Sir:—

Yours of the 8th to hand and noted. Organization and affiliation with the N. A. R. D. should be the rallying cry of the executive officers of the N. A. R. D. until every one of the 35,000 druggists in the United States has identified himself some way with the N. A. R. D., and I am much pleased to learn that efforts are being made to interest the druggists in the smaller towns and country districts in this great work, which, if carried to its logical conclusion will again give to the druggist the station in life to which he is entitled. Let no man delude himself that we ever can win the victory by allowing the few leaders to do the fighting if the balance not only refuse to give their financial and moral assistance to the cause, but deliberately find fault with everything that is done by the leaders in the fight. Victory can only come by an overwhelming majority of druggists pulling together and all in the same direction. It is only then that the manufacturer and the jobber will listen to us and will be honest in carrying out their agreements with us.

The Minneapolis Association is an outcome of the N. A. R. D. as we had no association up to that time. All price difficulties have since been adjusted between the department stores and druggists and our list has been in force with entirely satisfactory results since June 1st, 1901. Druggists are doing better than in years and the department stores are much pleased at the profits which their drug departments now show. I am a firm believer in the ability of every local association, settling the price difficulties prevailing in their respective locality, and in proof of that assertion I cite to you Minneapolis where up to a year ago price demoralization was equal to that of any city in the country."

Since the above letter was written a price schedule has been adopted in St. Paul and so far excellent results have been experienced.

At a meeting of the Retail Druggists' Association of Marion County, Mo., held in the city of Hannibal, on the 20th day of May, 1901, the following was unanimously adopted:

RESOLVED, that it is the desire of this association of proprietaries of medicines on account of the stamp tax, shall be promptly deleted and the original price restored upon the repeal of the internal revenue law.
Signed: J. B. Brown, President.
A. R. Ayres, Secretary.

An enthusiastic meeting of the druggists of Carroll County, Ill., occurred on Aug. 22nd at Savanna, when they were organized into an association and became affiliated with the N. A. R. D., which was represented by Geo. R. Quarles, The Secretary, Wm. G. Law of Savanna, writes as follows:

"My hope has been at last realized and the Carroll County druggists' association is a 'real living thing', and I hope will continue to be as healthy as it now appears. We have cutting at but one place in the county and the cutters are both in. I have asked the president to call a meeting at once, and I think everything can be adjusted readily. We thank you for your kindly interest."

Every druggist in the county joined the association, and they chose as their officers: F. G. Edwards, M. Carroll, president; Wm. G. Law, Savanna, secretary; John C. Myer, Shannon, treasurer.

The following resolution was passed:

"RESOLVED that this association through its proper officers requests through the N. A. R. D. that all manufacturers of proprietary preparations, who have not done so, shall reduce the price on all goods to the prices in vogue prior to the stamp tax."

The Chautauqua Co., (N. Y.), Retail Druggists' Association was organized and became affiliated with the N. A. R. D. through organizer E. C. Bottume, on August 8, at Jamestown. Forty druggists in the county became members.

The following officers were elected to serve until the second Tuesday in September, 1902. Fred E. Hatch, Jamestown, president; H. P. Monroe, Dunkirk, first vice-president; A. G. Saxon, Sherman, second vice-president; C. A. Swanson, Jamestown, secretary; Harold Le F. Brown, Jamestown, treasurer.

A. A. Brodie of Waverly, Ia., whom delegates to the last N. A. R. D. convention will remember, was elected president of the Bremer County, Ia., Druggists' Association, which was organized by W. W. Weeks of the N. A. R. D., August 28. G. A. Shores was elected vice-president; E. E. Farrand of Sumner, secretary, and A. Stevenson of Tripoli, treasurer. The ten druggists of the county joined the association.

Eleven druggists of Dearborn County, Ind., formed an association and affiliated with the N. A. R. D. on August 9th. W. W. Weeks, an organizer of the N. A. R. D., was instrumental in getting them together. The officers elected were as follows: J. A. Riddle, Aurora, president; C. W. Fitch, Lawrenceburg, vice-president; John Ulrich, Aurora, secretary; A. H. Dietrich, Lawrenceburg, treasurer.

Several previous attempts at organization had been made but the plans fell through for one reason or another. It was voted to sell proprietaries at full prices beginning with August 12. Prices have been seventy-five and eighty cents on the dollar articles for some time. The proximity of this place to Cincinnati makes the action all the more interesting, and it is exceedingly gratifying to learn that the very centers of the cut-rate movements are feeling the effect of the N. A. R. D. tidal wave. The following resolution was passed by unanimous vote:

"BE IT RESOLVED by the Dearborn County Retail Druggists' Association that the officers be instructed to use their influence through the N. A. R. D. for a reduction in the price of those proprietaries that were advanced under the stamp act."

August 12th the druggists of Clinton County, Mich., were organized into an association with thirteen members by Fred C. Vincent, an organizer for the N. A. R. D. The following officers were elected: President, A. S. Fildew, St. Johns, first vice-president, J. E. Gerow, Ovid; second vice-president, J. P. Berrum, Westphalia; secretary, Chas. P. Baker, St. Johns; treasurer, C. E. VanSickel, St. Johns. The following resolution was adopted:

RESOLVED by the druggists of Clinton County, In convention assembled,

THAT whereas the N. A. R. D. was the chief instrument in securing the repeal of the war tax stamp and whereas this association is a component part of the N. A. R. D. we hereby demand that such manufacturers as have not already done so, restore the prices that existed upon the respective articles prior to the Spanish-American war, and the secretary of this association is hereby instructed to forward to Thos. V. Wooten, secretary of the N. A. R. D., a copy of these resolutions immediately, and is further instructed to inscribe the same upon the minutes of this county association. Carried unanimously."

On August 23rd, thirteen out of the fourteen druggists in Putnam County, Ohio, were organized into an association by N. W. Hoffman of the N. A. R. D. It is believed the other druggist would have joined except for his absence in Buffalo. The following officers were elected: W. W. Kelley, of Ottawa, president; T. C. Lee, of Ottawa, vice-president; W. E. Huckleby, of Ottawa, secretary; C. E. Anglemire, of Ottawa, treasurer.

After organization the question of formulating a schedule of prices was discussed, and a committee of five was

appointed to meet the week following to arrange said schedule, to be adopted by the association at its next regular meeting. The following was unanimously adopted:

RESOLVED, that it is the desire of this association that all manufacturers of proprietary medicines who raised the price on their goods at the time the stamp tax went into effect, and who have not yet reduced prices to what they were before said stamp tax was imposed, are urged to do so promptly.

NEW YORK AND VICINITY.

AN IDEAL STORE.

Valuable Suggestions for the Progressive Druggist in a New Fifth Avenue Pharmacy.

One of the few pharmacies which have taken advantage of the latest suggestions in the organization and equipment of a model, scientific store of the twentieth century is seen in that of D. T. Larimore & Co., No. 537 Fifth avenue, recently opened under the direction of Dudley J. Larimore with Jonathan Morris as manager. A description of the store should be of benefit to the druggist, who is wide awake, enterprising and progressive. In the first place one is struck with the unconventional arrangement of the store upon entering. It bears none of the earmarks of the old orthodox pharmacy, but is rather modeled upon the style of the modern department store with plenty of open floor space and counters running through the center of the room. The drugs are displayed on glass front shelves which cover the four walls of the room. The supplies are kept in closed lockers in outside rooms, arranged with admirable system, the medicines of each manufacturer being kept in a separate compartment, closed and locked so as to keep out the dust.

A feature of this store is the open prescription laboratory where the compounding is done in full view of the patient. The peephole, and all the alchemic mystery are done away with here. This is a departure that has recently been strongly urged by the most progressive pharmacists. In the compounding of prescriptions, internal remedies are dispensed in clear white bottles; while external remedies are given to the customer in blue glass. A second feature of this store is an emergency room, fitted up with all the convenience and supplies of a hospital out-clinic. In the room are an operating chair and table combined, apparatus for administering oxygen, bandages anaesthetics, antiseptics and instruments and all other necessities for emergency work. Behind the main room of the store is a small laboratory for the manufacture of the special preparations of the store. There is also an analytical laboratory where an expert chemist furnishes analyses of water, sputum, blood, articles of food etc. In the basement of the store, are kept bottles arranged in tiers in a systematic order and other of the crude supplies.

Mr. Larimore thinks that most of the features of his store will be seen in the majority of leading pharmacies of the country within a few years. More especially, he says, will the open prescription laboratory become general?

Kept Fence for Stolen Drugs.

Samuel Flauman, a young druggist, whose store is at No. 20 Second avenue, has been arrested on the charge of maintaining a "fence" for stolen drug goods, which he induced boys in the employ of wholesale druggists to filch and bring to him. One of the boys whom Flauman corrupted has been arrested. He is Edward Lang, aged seventeen, who was in the employ of Max Zeller, wholesale druggist, No. 37 Bowers. Lang admits having stolen over \$400 worth of drugs from his employer during the month of August. Flauman has approached young men

in the employ of almost all the wholesale druggists in the city, urging them to steal goods and turn them over to him upon a 50 per cent. commission basis. None of the dealers know of any losses of goods with the exception of Zeller, but several have suspected crooked work and are keeping a sharp lookout.

An honest boy, Edward Jaworsky, a runner in the sundry department of Schieffelin & Co., was the cause of Flauman's arrest by Detective Sergeant Burns. When he made his proposition to Jaworsky, telling him of the easy money to be made and laying his schemes before the lad, the latter went to his employers and gave them all that he had heard. The matter was put in the hands of the police, and an investigation led to the arrest of Flauman. Other wholesalers are keeping a sharp lookout, and other arrests may follow. A search warrant has been issued for the store at No. 20 Second avenue, and an effort will be made by different dealers to identify their goods. Flauman as a rule urged the boys to steal the more expensive drugs, making a specialty of cocaine. He was also partial to perfumes. The "fence" is a neat little store in appearance, as one will see anywhere in the city. It has been closed.

OFF FOR THE A. PH. A. CONVENTION.

Thomas P. Cook, the New York member of the Committee on exhibition of the American Pharmaceutical Association Convention has gone to St. Louis to assist in the allotment of space and the placing of exhibits so that this feature of the meeting will be in readiness when the convention opens on next Monday. He was accompanied by Prof. Joseph P. Remington, of Philadelphia. The New York delegation to the meeting will be one of the largest that has ever gone from here to a convention of the A. Ph. A. The New York member of the Committee on Transportation has estimated the attendance from here at twenty-five. A number go from Brooklyn. A special party will leave by the Barclay street ferry in this city Sunday morning at 9 o'clock A. M., taking the Lackawanna and Wabash railroads and arriving in St. Louis at 2 o'clock on Monday afternoon, one hour before the opening of the first general session of the meeting. The Philadelphia delegation will go by way of Buffalo. Special arrangements have been made for stop-over privileges at Buffalo. The New England delegation has not as yet made any special arrangements.

A special program has been arranged by the St. Louis local committee of ladies for during the time that the gentlemen are occupied in the sessions of the meeting. This program is as follows:

Sunday, September 15—Reception of incoming visitors; Monday forenoon, informal reception at Southern hotel; Monday afternoon, shopping party; Tuesday forenoon, visit to St. Louis museum of fine arts and the Missouri Historical Society Museum; Monday afternoon, Twentieth Century Auction; Wednesday forenoon, visit to public buildings and other points of interest; Thursday forenoon, carriage ride with luncheon at the Glen Echo Club House; Thursday afternoon, carriage ride; Thursday evening, theatre party; Friday forenoon, visit to public buildings and other places of interest; Friday afternoon, trolley ride; Friday evening, euchre party; Saturday forenoon, program not completed. In addition to the above special program the ladies will take part in all the general program of the entertainment.

"President" Smith Gives Himself Up.

John W. Norton-Smith, who was wanted on a charge of selling diplomas and degrees at \$10 each, as president of the so-called "Central University of Medicine and Science" of Jersey City, and who disappeared about two weeks ago, when his university was exposed, has surrendered himself to the police. No charge has been made against him as yet, but he will be detained. The institution of which he was posing as president was regularly incorporated, and there is some question as to whether or not J. W. Norton-Smith has been guilty of any violation of the law.

NOTES.

—Smith Kline, French & Co., the well-known Philadelphia jobbers announce their annual sponge exhibit in New York for September 16th to the 20th, inclusive at the Broadway Central Hotel. Something striking and original is their card of invitation to inspect their exhibit. It is a neat print on a fancy aluminum card. A similar exhibit will be made on the same dates in Boston at the United States Hotel.

—B. A. C. Hoelzer, resident manager of the branch office and warehouses recently established by the O. Porsch Chemical Company of this city, is not a New Yorker, as was stated in these columns last week. Mr. Hoelzer is a native of Chicago, a well-known druggist, and a member of the various Illinois pharmaceutical associations.

—"I never had such a good time in my life," said Col. J. W. George, of Schieffelin & Co., who has returned from a three weeks' outing on the North Coast of Nova Scotia, and then the nut-brown Colonel proceeds with a string of moon-light trout-fishing stories that discounts anything that has been brought back so far.

—A movement has been set on foot to have the Wholesale Drug Trade Bowling Association open its season earlier than has been the custom in former years. The association may begin play this month instead of waiting until the middle of October, as heretofore.

—The Chair of Pharmacy at Notre Dame, which was made vacant by the resignation of I. V. S. Stanslaus, to take a position with the Osborn-Colwell Company, has been filled by the appointment of Leo. Eillel, of South Bend, Ind., a member of the committee of revision the United States Pharmacopoeia.

—W. J. Bush & Co., 5 Jones Lane, New York, have recently completed a fully equipped plant at Linden, N. J., where they will manufacture for trade their well-known specialties. In addition to this plant, they have factories in London and Mitcham, England; Messina, Sicily, and Grasse, France.

—The delegates to the Mississippi Valley Medical Association Convention, which is to be held at Put-In-Bay, Lake Erie, this week, having been invited to make an excursion to Detroit for the purpose of visiting the laboratories of Park, Davis & Co. The excursion will be made next Monday.

—Among the retail dealers who have given up the joys of single blessedness to become benedicts during the past week are Morris Brodtkin, Allen & Delancey streets, I. Mishkin, No. 214 Rivington street and the senior partner of Davidson Bros., Eighty-ninth street and Third avenue.

—William B. Dick, of the New York publishing firm of Dick & Fitzgerald, better known to the drug trade as the author of Dick's Encyclopedia of Receipts and Processes, died September 5th, at Pittfield, Mass., where he was spending the summer.

—Cuba must be a splendid country to trade with if conclusions are to be drawn from an order and remittance received by the Evergreen Chemical Company from L. A. Cuesta. He encloses \$4 to pay for an order of perfumery that calls for but \$1.50.

—H. L. Berger, the President of the 4th District Pharmaceutical Association, No. 1833 Second avenue, leaves to-day on an extended western trip. After a visit to the Pan-American, he will spend some time at his old home in Covington, Ky.

—One of the most successful of the young travelers on the road is M. J. Osborn, who is covering Northern Indiana for Parke, Davis & Co. He is a brother of President Osborn of Osborn-Colwell Co., No. 4 Cliff street.

—Geo. W. Jarchow, pharmacist, No. 445 Second avenue, has just completed a trip to Buffalo in his steam yacht, going by the way of the Erie Canal. He was gone three weeks. He was accompanied by his wife.

—The opening of the season of the Retail Dealers' Bowling Association, will probably be postponed one week from October 2, on account of the jubilee celebration of the Deutscher Apotheker Verein.

—Russell & Lawrie, proprietors of pharmacies in Tarrytown, Pleasantville and White Plains, have sold their store in the latter place to Hyatt & Wiggins, who will continue in the general drug business.

—A. R. Beardsley, president of the Miles Medical Company, of Elkhart, Ind., has just returned with his family from a trip abroad. Dr. Franklin Miles of Chicago is also a recent arrival from Europe.

—James Conover, a pharmacist of Jacksonville, Florida, made a business trip to this city early in the week. He reports the trade in his section of the South to be in a flourishing, healthy condition.

—Joseph Fields, with McKesson & Robbins, was married on Sunday September 1, and with his wife has gone on a two weeks' wedding tour. They will visit Buffalo and the Pan-American.

—B. Reimus of the Paterson Chemical Company, Paterson, N. J., made several calls in the drug section September 9. He was on his way home from Buffalo, where he has been taking in the Exposition.

—A number of New York proprietors have sent congratulations to A. H. Beardsley, secretary and manager of the Miles Medicine Co., Elkhart, Ind., who has recently been blessed with a male heir.

—Sidney Faber, No. 1102 Second avenue, was badly shaken up by a fall from his wheel at Bayonne, N. J., during the last ride of the Apothecaries Bicycle Club, to Grant City, Staten Island.

—The services of Irbis S. Blue, who has been with William Weis, Thirty-fourth street and Seventh avenue, have been engaged by the Knickerbocker pharmacy Thirty-eight and Broadway.

—Dr. W. H. Knevelt, well-known pharmacist of Rutherford, N. J., will entertain the members of the Passaic Retail Druggists' Association at his residence in that town to-morrow (Friday) evening.

—Gus Kantrowitz, of the Apotheker Zeitung, who was married in Philadelphia, twenty-five years ago on September 6th, spent his silver wedding anniversary quietly at his home last Friday.

—Word has been received in this city of the death of Theodore Budine, one of the most prominent druggists and chemist of Danbury, Conn. His death was due to nervous prostration.

—W. L. Strauss, of W. L. Strauss & Co., No. 27 Warren street, sailed from Germany September 3d, and will arrive on the 11th, after a six months' stay in Europe, most of which time was spent at Frankfort-on-the-Main.

—Meyer Friend, of the Evergreen Chemical Company, is making a Western business trip through Ohio. He will return by way of Buffalo, taking in the Pan-American.

—Dr. J. Takamine, with Parke, Davis & Co., will deliver an address before the meeting of the Mississippi Valley Medical Association, at Put-In-Bay this week.

—Edwin H. Burr, formerly general manager for Lazell, Dalley & Co., is established at No. 18 Cedar street as the American agent for Roure-Bertrand, fils, of Paris.

—E. Bradford, a prominent druggist of Cedartown, Ga., made several calls in the drug section this week. He will see the Pan-American before returning home.

—J. B. Pyne, who has been with J. N. Hegeman, at No. 738 Broadway, has accepted a position as representative of the H. K. Mulford Company of Philadelphia.

—The number of candidates for admission to the Brooklyn College of Pharmacy is twice as great as it has ever been in the history of the institution.

—Dr. C. J. Lincoln, President of Lincoln & Co., the pharmaceutical chemists, of Arkansas, accompanied by his wife, is visiting in New York.

—Geo. E. Evans, No. 3 East Fourteenth street, has returned from a trip through the East and reports a good trade for holiday goods.

—W. E. Grace, a leading druggist of Baker City, Ore., is in New York on a buying tour. He made several visits in the drug section Sept. 7.

—C. A. Frees, No. 845 Broadway, is in Buffalo looking after his exhibit of artificial limbs, trusses etc., at the Pan-American Exposition.

—Names registered at the Drug Club on Sunday were Mr. and Mrs. C. B. Miller of Galesboro, N. C., and Dr. Geo. D. Scott of Boston.

—William Muir, member of the State Board of Pharmacy, who has spent the summer in the Catskills, has returned to the city.

—H. E. C. Kuehn, has succeeded the firm of Kuehn & Lubbers, the Brooklyn druggists, the partnership having been dissolved.

—A. V. Hennicke, western representative of McKesson & Robbins, has returned to his territory after a short visit to New York.

—Max Marlamson has moved his branch store at 165th and Caldwell streets to a new location at 156th street and Union avenue.

—Colonel E. W. Fitch, of Parke, Davis & Co., has returned from a delightful vacation of two weeks at Digby, Nova Scotia.

—Dr. Louis Dohme, president of Sharp & Dohme, No. 41 John street, who has been seriously ill, is reported to be much improved.

—A. L. Page, of the Vapo-Cresolene Co., No. 180 Fulton street, has returned from a month's vacation spent at Block Island.

—The September number of the Century Magazine contains an interesting, illustrated description of the Drug Trade Club.

—J. A. Jamison, who has charge of the shipping department of Schieffelin & Co., is away on a vacation of two weeks.

—W. J. Robinson, of Trenton, N. J., and O. P. Boland, of Scranton, Pa., registered at the Drug Club, September 5th.

—J. D. Vint, of London and C. Langspecht, were the guests of Thomas M. Curtius, at the Drug Club, September 2d.

—Among the out-of-town pharmacists who visited the drug trade this week was, F. A. Seaman, of Perth Amboy, N. J.

—Henry Beck, Chicago manager for Dodge & Olcott, is spending his two weeks leave of absence at the home office.

—M. Beebe, of the Vilar Cork Co., Hoboken, N. J., has been visiting at his former home in Rochester, N. Y.

—Reid, Yeomans & Cubit have secured the services of Perry Robertson as a clerk in their Nassau street store.

—A. H. Kennedy, of Charles N. Crittenton & Co., spent several days last week down East on an outing.

—A. S. Marney, treasurer of Schieffelin & Co., has returned from a two weeks' vacation at Nantucket.

—Charles Weis, with McKesson & Robbins, who has been ill for several days, has returned to his work.

—Nelson Fry, who is the proprietor of several pharmacies in Philadelphia, was in the city last week.

—William L. Haas, with W. L. Strauss & Co., has left for a month's outing at Thousand Islands.

—The Segal Drug Co., has opened a new store at the corner of Eleventh street and 6th avenue.

—After a vacation of two weeks, J. H. Gerathy, with McKesson & Robbins, has returned.

—The Board of Directors of the Drug Club had their regular monthly meeting yesterday.

—Geo. H. Hardy, a prominent druggist of Derby, Conn., was in New York September 7.

IN AND ABOUT BOSTON.

THE MISFORTUNES OF A CLINTON DRUGGIST.

Boston, Sept. 7.—It will be recalled by some readers that Thomas D. Tate, a Clinton druggist, had his certificate of registration revoked by the Massachusetts Board of Registration in Pharmacy, some months ago, because he had been convicted in the courts (lower and superior) of the charge of illegal liquor selling in his store at Clinton. The case was of more than passing interest, because the board revoked the certificate for a period of ten years, something never before done. One year, perhaps, might have been expected by the defendant in this case, if he had lost his right to be considered a druggist; but ten years. It was like a thunderbolt, but the board of pharmacy knew that the exigencies of the case demand severe penalty. This decision on their part was arrived at after a full hearing last spring in the board's department at the State House, at which Tate and a number of witnesses gave testimony. The Era at the time had a full account of the affair, which had its humorous side, inasmuch as the defendant's own witnesses did no little toward fastening his guilt upon the man, in their eagerness to defend him. Just before this hearing took place, a week or so previous, Tate's store had been raided by officers for a second time, and he had been convicted in the court, of illegal selling and was fined \$150 and given thirty days in the House of Correction. This case, however, played no part whatever in the hearing before the board, which based its charge wholly on a raid made last March when Tate was fined \$75 in the lower court and had this fine raised to \$100, as the final result of his appeal to the Superior Court. As the result of this second raid and consequent appearance in court, he appealed from the \$150 fine and sentence to imprisonment, and his case has just come up in the Superior Court, sitting at Fitchburg. There he retracted his former plea of "not guilty" and pleaded "guilty." He always seems to be in trouble of some sort. He formerly was located in Boston, with a drug store in Bowdoin street, but there he had considerable trouble with the board of pharmacy, for one reason or another. He had at that time presented a certificate of registration made out in England and was much upset because the board demanded a new examination here, in lieu of letting him do business as the holder of an English certificate. However, the man passed the Massachusetts examination, as required by law.

TRADE CONDITIONS SATISFACTORY.

Boston, Sept. 7.—Taken all in all, the week is felt to have been one of rather good conditions in the matter of trade. There has been a little brisker demand for the hundreds of things found in all drug stores, and people who are just back are finding that they need this or that article, more frequently something along the line of toilet goods than other things, and renewal of acquaintanceship with their customary druggist has been quite common in the last week or so. Soda trade continues to keep good, with warm summer days still found. From now on the druggists expect to find conditions more normal, with more or less impetus given to trade from time to time as more people return from their summer haunts. In the general market no one drug seems to take prominence over others, the sales and trading being only of moderate proportions, commensurate with the needs of the hour. Chemicals seem to be a bit more active, in comparison, yet without notable change in prices. The more prominent commodities of the tanning materials and dyestuffs keep rather firm on a moderate market. The alcohols are in moderate demand only. Hops are quiet, as far as trading is concerned. Waxes show no features or changes of importance.

NOTES.

D. & S. Licorice and Dean's Patent Ardent Mustard are two old staples made and advertised by W. G. Dean & Son, 361 Washington street, New York. The licorice season will soon be here, and druggists should bear in mind the excellent quality of goods which this concern offers.

—Frank A. Davidson, president of the Theodore Metcalf Co., retail druggists with stores in Tremont street, also in Boylston street, Boston, as well as a third store at Brookline, will spend a fortnight or more at Mr. Wauschuset, Princeton, Mass., getting there the benefit of needed rest from business cares. Mr. Davidson was

born in Clinton, ten or twelve miles from Wauchusett, and the mountain is in sight of his boyhood home. F. M. Lyons, head of the prescription department of the Tremont street, or down-town, store of the Metcalf Company, is expected soon home from Europe where he has been all summer on a vacation trip. Edwin M. Shedd, of this house spent his vacation at Raymond, N. H., his family accompanying him. Bertram E. Hall, a bookkeeper of the company, passed his vacation at his old home in Fitchburg.

—David Palmer Peckham, otherwise known as David Edward Peckham, who recently was arrested in Philadelphia charged with polygamy, is known in Boston where he was a drug clerk. Peckham hails from Old Lyme, Ct. His parents are most respectable people, and he is a distinguished looking man himself, about twenty-nine years of age. He claims to have been a drug clerk, a barber and a manufacturer of barbers' supplies. He worked as drug clerk in Boston at the time of one of his marriages and appears to have been devoted to several other women at the same time. It was partly through his connection with the drug business that his polygamous escapades were traced.

—The first examinations this fall by the Massachusetts Board of Registration in Pharmacy will take place on September 17-19-22-24-30, and one will be held on the first Tuesday in October. These two have been planned especially to accommodate the large number of applicants who have filed their names for examination since the last previous examination, which took place June 20th. There are now sixty applicants and these are to be set apart in squads of ten candidates, as many as the board can conveniently examine at one time. Curiously enough, not a woman is numbered among those who have entered their names for these early fall examinations.

—It is a curious fact that fifty years ago, or to be exact, according to the record, fifty years from September 5, the late Dr. Theodore Metcalf placed in the cellar of his pharmacy, at 39 Tremont street, a barrel of New England (or Medford) rum. This has remained intact without disturbance all the time since then, and still has a resting place in the cellar of the store of Dr. Metcalf Company. It is just possible that now, after a half a century has slipped by, the barrel may be opened and its contents distributed, although it is stated emphatically that the rum is not for sale. "Don't all speak at once."

—Because a leading druggist in Salem named an original popular drink in honor of a well-known citizen who enjoys creature comforts, and who felt honored because his name had been used to immortalize the drink, a complication of troubles has resulted. There is another gentleman of the same name in Salem, who is prominent in church work and who does not enjoy the notoriety that comes with the association of his name with a thirst quencher and he is trying to urge the druggist to abandon it. Salem people are having the laugh, and the drink is becoming popularized.

—President Charles F. Nixon, of the Massachusetts State Board of Registration in Pharmacy, has just returned from an extended tour through Europe, coming over from Liverpool in the steamship Servia. President Nixon, whose home is in Leominster, went through the principal cities of France, Switzerland, Italy, and then went to Vienna, Berlin, Dresden and other North German places. Before returning, he visited the English cities, including London. His trip has done him much good.

—Fire has destroyed the boat-houses on the summer estate of Dr. Green, of Boston, of "Nervura" fame. The estate on Long Island in Lake Winnepesaukee. The steam launch Mohawk and naphtha launch and other contents of the boat-houses were destroyed, involving a loss which will amount to several thousands of dollars. This was partly covered by insurance. The origin of the fire is unknown.

—The death, on Sept. 4, is announced of Hon. Frank H. Chapman, former representative to Congress and for more than a quarter of a century a druggist at Franklin Falls, N. H. He was a native of Lawrence, Mass. At Franklin he was one of the trustees of the Frank-

lin Savings Bank. He was a Mason and had attained the thirty-third degree in the order.

—W. C. Roycroft, a Cambridge druggist having a store on Massachusetts avenue in that city, has gone to Northport, Me., where his family has been spending the summer. They will return together. Fred. Higgins, who was formerly a clerk at the Roycroft Pharmacy, now becomes head clerk for S. H. Talbot, another Cambridge pharmacist.

—A new clerk who has joined the pharmaceutical staff of the Theo. Metcalf Company, this city, is Lewis Graves, who for some time has been employed as prescription clerk at Dickinson's pharmacy in Baldwinville. Fred. Cushing of that town has been engaged to succeed Mr. Graves at the Dickinson store.

—After a month's respite from business, passed pleasantly in Vermont, Walter A. Claffin, a Cambridge druggist, has just returned to business. While away he visited his father at Holliston, Mass.

—E. A. Webster, one of the oldest established druggists in Springfield, Mass., has sold his business in the Masonic Building. He is largely interested in copper and will devote his attention to his mining interests.

—George S. Laporte, a clerk in the employ of Charles Rundlett, a druggist at Worcester, has just finished a vacation, spent at Chapinville.

—J. J. Murphy, a Pittsfield druggist, has added J. J. Carroby, to his staff of clerks at his pharmacy.

PHILADELPHIA.

THE TELEPHONE SITUATION.

Philadelphia, Sept. 7.—The most important happening of the week to the retail trade is the decision of the local association to accept the statements of the Keystone Telephone Company that it cannot afford the 25 per cent. commission demanded by the druggists, and to temporarily give up this demand for the purpose of securing a straight 20 per cent. commission on all service. By the proposals of the telephone company a distinction was to be made between automatic telephones and "booth" telephones the former paying only half of the commission of the latter, so if the straight 20 per cent. commission can be secured from the company it will be more profitable in the end to druggists than 25 per cent. on "booth" phones. One stipulation of the Keystone Company, that telephones must do \$100 worth of business a year to get this commission, has caused some little figuring on the part of druggists who want some idea as to how many calls a day they must average to do this amount. At five cents a call, \$100 a year will mean 2,000 calls, about six a day, less than the average of all but a very few stores. One concession granted by the Keystone Company to druggists may prove of much profit to them, the insertion in their "Book of Rules" of a paragraph fixing a charge of five cents for each square of distance for messenger service in delivering telephone messages. This too will go to the druggist maintaining the pay station. Recent statements by officials of the Keystone Telephone Company seem to indicate that they are very anxious to secure the good will of retail druggists and will be quite liberal in their concessions.

A NOTICEABLE IMPROVEMENT IN TRADE.

Philadelphia, Sept. 7.—With the close of the vacation season and the return of summer tourists to the city, the retail drug trade here has experienced quite a noticeable improvement during the week past. Business is brisker and sales livelier, and both are steadily increasing as the month grows older. At yesterday's meeting of the P. A. R. D., where all sections of the city were represented by bright business men, there was a general expression of opinion that the outlook for a good fall trade was quite favorable, and that business is showing a steady increase, with the summer dullness now a thing of the past. The jobbing district is beginning to take on a livelier appearance, and heavily loaded wagons and busy forces of delivery clerks and porters give evidence

of a quickening of trade. The big houses along Arch street all seem to be busy, and say that orders are coming in very satisfactorily. It is said that one firm contemplates making extensive enlargements of working space in the near future to cope with their increasing trade. The market shows little speculative tendency, trade being confined to the actual purchases of stock and raw materials, and prices of the leading staples keep close to market quotations.

NOTES.

—In spite of the recent enactment of stringent "poison laws," a druggist located near the so-called "Tenderloin" sold morphine to a young woman last week with which she committed suicide in a house of ill-repute. The druggist was strongly censured by the coroner at the inquest for having sold such a quantity of morphine without requiring the purchaser to register her name, and he further hinted that more than one druggist in this section was carrying on an illegitimate trade in supplying abandoned women and their male companions with morphine and cocaine. It is hoped for the good name of Philadelphia druggists that this practice is not as common or extended as the coroner suggested.

—Fire in the drug store of C. W. Farrington, at Seventeenth and Mount Vernon streets, destroyed several hundred dollars' worth of stock, consisting chiefly of drugs and medicines, early this week. A clerk was tapping a barrel of alcohol in the cellar, when the fumes became ignited by contact with the flame of a candle he was holding, and burst into a fierce blaze, which rapidly extended to other stock nearby. The clerk escaped with a few painful burns by running upstairs, where he gave the alarm of fire. The fire was extinguished before it had done much damage to the building, but much stock was destroyed.

—A heavy rain storm swept over the city last Saturday night and did much damage, particularly in the northern sections. Several druggists along the line of the old Coochessink sewer suffered loss from flooded cellars, and others in the neighborhood of Girard avenue east of Ninth street also had similar experiences. Broad street below Allegheny avenue was for a time like a river, and the cellar of Crumble Brothers' drug store at Broad and Allegheny avenue was flooded with water, a large quantity of drugs and stock being ruined and destroyed by the water.

—Not fewer than five deaths caused by persons drinking carbolic acid by mistake for some other liquid were reported in the papers this week. In one case the carbolic acid had been bought in a half-pint whisky flask, and the victim took a drink of it in the dark, thinking from its shape that it contained whisky. The moral is that druggists should never sell poisons in bottles commonly used for holding liquors or harmless beverages.

—By the explosion of a chemical tank in room 417, Odd Fellows' Temple, Monday night, Joseph Humphries, a well-known local electrician and chemist, was seriously injured, his skull being slightly fractured from a flying piece of metal. Mr. Humphries and an assistant were conducting some experiments at the time, and the explosion was entirely unexpected.

—Jos. C. Perry has sold his Haverford avenue store to W. C. E. Kraus, a recent graduate of the Philadelphia College of Pharmacy. Mr. Perry's family are not living at 34 North Forty-first street, having formerly occupied the dwelling part over the store.

—Two other business changes are noted for the week: J. L. Smart has opened a new drug store at Twentieth and Wharton streets, and B. Lutz has purchased O. Sprissler's drug store at Eighth and Oxford streets.

Pabst Malt Extract, the "Best" Tonic, is advertised very extensively to the public. Unquestionably it is one of the best malt extracts on the market. The advertisements to the consumer state, "Your druggist sells it." If there are any druggists who have not yet stocked it, they can obtain Pabst's Malt Extract from the jobber. For counter advertising matter address Pabst Brewing Co., the "Best" Tonic Dept., Milwaukee, Wis.

PITTSBURG AND VICINITY.

PITTSBURG NEEDS MORE CLERKS.

Pittsburg, Sept. 5.—Secretary A. F. Judd, of the Western Pennsylvania Pittsburg Clerks' Association, says that there is an unprecedented demand in the trade for good drug clerks. Arent the shortage of competent help he says:

"The question which most concern the pharmacists of Pittsburg and surrounding towns in Western Pennsylvania is where to obtain drug clerks. The demand for first class clerks is greater than it ever has been. This is a reflection of the remarkably prosperous condition of the trade in this part of the country. A careful investigation of the causes of the shortage in help has led to this conclusion. This state of business is of as great benefit to the clerks as to the proprietors, the scale of wages paid to clerks being higher here than in any other part of the State. This, again, is explained by the fact that our pharmacists want none but the best talent and are willing to pay for it. There is a fine opportunity here for reliable young men of experience or graduates in pharmacy. Some druggists are willing to give positions with college privileges. The association has filled a large number of places, and will continue in its effort to supply clerks for the trade here."

BALTIMORE.

A PHARMACEUTICAL LOCHINVAR.

Baltimore, Sept. 5.—Not all the Lochinvars come out of the West. Some of them hall from behind the soda water fountain. This, at least, was the case recently in Baltimore, when a distracted mother called upon the city detective force to arrest Merton I. Seltz on the charge of abduction. This modern cavalier, though only eighteen years old, had eloped with Miss Ella B. Gleitner, of Brunswick, Md., aged sweet sixteen. The attention of the detectives was directed to the case by a letter from the mother of Miss Gleitner, stating that her daughter had run away with Seltz, and that she was under age, and requesting the department to find her. The couple were soon located. Seltz being employed as clerk in a drug store here. When the stern minions of the law pounced upon the youthful lovers the latter had not yet pronounced the words that bind, but both emphatically declared their purpose to marry and were hustled off to the headquarters, where the young lady's mother awaited them. Acting Captain Hogan talked the matter over with the irate maternal parent and persuaded her under the circumstances it would be best to let Cupid have his way. A license was soon procured and the ceremony which united the two for better or for worse was soon performed. Seltz formerly lived at Brunswick and he became acquainted with Miss Gleitner there. The groom spent his honeymoon behind the soda water fountain in the North Baltimore store where he is employed, waiting on customers.

SOCIAL WEDGEWOODITES.

Baltimore, Sept. 4.—That disagreement between two prominent members of the Wedgewood Club, mention of which was made in the last issue of the Pharmaceutical Era, appears to have been more trifling and insignificant than it was represented in the report. It seems that Owen C. Smith, in his earnest desire to promote the amiability and sociability, inadvertently fell into the error of signing the "postal" which invited the members of the organization to participate in certain festivities at Electric Park as temporary secretary, when the notice should have gone out as the decision of the executive committee. Its purport and significance, however, were fully understood and the second "postal," is not in any sense to be regarded as suggestive of friction. As a matter of fact, some eight or ten Wedgewoodites assembled at Electric Park on the evening in question, and had a very enjoyable time. The regular dinner this month is expected to bring out the full membership.

ALUMNI NEWS-LETTER.

Baltimore, Sept. 3.—The Alumni News-Letter, published by the Alumni Association of the Maryland College of Pharmacy, twice a year, has just been issued and presents a most attractive appearance. It is in the form of a neat pamphlet of twenty pages with a cover, and constitutes a fine sample of the printer's art. The pages are embellished with a number of half-tone engravings, portraits of members of the faculty and prominent alumni. The present number shows, on the second page of the cover, a group picture of this year's graduating class. A conspicuous feature of the first page proper is a portrait of Owen C. Smith, the new association president, together with a short biographical sketch. Included in the text is an account of the commencement, of the alumni meeting, and the banquet which followed the transaction of business, the several addresses delivered in full, and various other matters of interest connected with the annual event and the college.

DRUGGISTS MODERATELY ACTIVE.

Baltimore, Sept. 8.—As has been observed often before, the first week in the new month was signalized by exceptional activity in the jobbing drug trade. Numerous orders from retailers were received by the several houses, and the aggregate of transactions assumed very impressive proportions. The manufacturers are pursuing the even tenor of their way and get their share of business. Already it is apparent that they will be able to show a considerable excess in business for the current year over 1900, while prices are certainly as good and, in many instances, better. The movement in heavy chemicals continues uninterrupted, while the market for botanicals reflects in the main the conditions prevalent elsewhere. Not a few of the retailers are fairly busy.

NOTES.

—Frederick W. Schanze, the leading retail druggist at the corner of Pennsylvania and North avenues, who has not only built up a fine trade, but is the proprietor of one of the most attractive pharmacies in the city, is contemplating matrimony. He will marry Miss Josephine Abbott, of 2017 North Fulton avenue, on the evening of the 18th inst. Cards are sent out for the wedding.

—Representatives of the Fraser Tablet Triturate Co., have been working in Baltimore during the past week to put into operation the new financial arrangement adopted by the company, of distributing stock among physicians and thereby making them directly interested in the products turned out by the company.

—Dr. D. M. R. Culbreth, of the Maryland College of Pharmacy, returned last week from a vacation trip to Spring Lake, N. J. He had a very enjoyable time and will resume his college duties much benefited by the outing.

—The Cafee Cafeeno Drug Co., was incorporated last week with capital stock of \$50,000. John Waters, Edward M. Parrish, Charles B. Parrish and Edward P. Murray, of Baltimore county, are the incorporators.

CINCINNATI.**O. S. P. A. WILL ORGANIZE AN AUXILIARY.**

Cincinnati, Sept. 7.—The Ohio State Pharmaceutical Association is making an effort to organize an auxiliary in Cincinnati. Circular letters setting forth the aims of the association are being sent to local druggists. The principal object is to protect the trade from unwarranted law-suits and legislation. The headquarters of the association are at Columbus, and Cincinnati is the only important city in the state that has no auxiliary. Organizers will be sent here in a few days. The association is distinct from the Ohio Valley Drug Association, the present local organization, whose chief aim is to prevent cut-rating.

NOTES.

—The drug store operated for the past twenty-five years by the Rendigs Bros., at the corner of Gilbert avenue

and McMillan street, has been purchased by Herman Serodino, the druggist at Fifth and Walnut streets. Mr. Serodino will remodel and double the capacity of the store, having secured a lease on the building adjoining.

—Chas. C. Rickert, who has been identified with the wholesale drug business in Cincinnati for the past fifty years, died at his residence, 2521 Auburn avenue, at the advanced age of seventy-five years. His son will continue the business under the old firm name of J. & C. Rickert.

—The Ohio Valley Drug Association has taken in the druggists of Covington, Newport, Bellevue, Dayton and Ludlow, Ky., and Lawrenceburg and Aurora, Ind., as members, and will shortly send their organizer to Hamilton.

—The druggists at Xenia, Yellow Springs, Cedarville and Jamestown have formed an organization to be known as the Green County Drug Association and will affiliate themselves with the N. A. R. D.

—Frank Socim, formerly clerk with J. W. Vester, has purchased the drug store at the corner of Central avenue and Richmond street of E. W. Gray.

—C. R. Hans, the popular druggist of Western avenue, is spending his vacation with his family at Buffalo, and the lakes.

—C. W. Montgomery, of Bethel, Ohio, was in the city this week purchasing fixtures for his new store.

LOUISVILLE.**Passes Ordinance Against Sale of Cocaine.**

Louisville, Sept. 5.—Lancaster, one of the most prosperous cities in Kentucky, is all wrought up over the crimes which have lately been committed, and its citizens claim that about all of the law breaking can be traced directly to the cocaine habit. Accordingly, when the members of the town council got together on Monday night they decided to take action. A delegation of prominent citizens were on hand to see that no lobbying was done, and that the cocaine trade was dealt a death blow. After considerable wrangling, for the druggists were not without friends, a cocaine bill was passed. The ordinance prohibits the sale of cocaine except on a physician's prescription. The fine was made large enough to assure respect for the new law. The members of the council say that the law was not passed to be simply spread upon the records, but that it will be enforced and enforced rigidly.

NOTES.

—Last week was the best week that the Louisville druggists ever had, and it would be difficult to find one who is not in good humor as a result. The Triennial Conclave came up to expectations, and the city was crowded by visitors anxious to be separated from their money. Druggists from all over the country were in the city, and when not parading or attending social functions, were visiting the local drug stores and finding out how business was conducted in the metropolis of Kentucky. One of the most conspicuous of the visiting pill rollers was Henry Davis of Des Moines, Iowa. He is a member of the Grand Commandery of the State. He was the guest of honor at several dinners and was the most feted man in the largest of the Falls Cities last week. The New Albany druggists also entertained many of the visiting brethren. Only one druggist, William Wilson of Chicago, was injured. He was knocked down by a fire engine and seriously hurt. He was unable to leave the city with his commandery, but was compelled to remain over until yesterday.

—Benjamin F. Alford, one of the best known pharmacists of the South, was recently injured by a grocery wagon. Although his condition shows great improvement, he is not yet out of danger. Mr. Alford was standing on the corner of Twenty-sixth and Alford avenue, waiting for a street car, when a horse attached to a delivery wagon became frightened and ran into him. The druggist was knocked down and trampled upon by the animal. When assistance reached him he was unconscious and he was removed to his home. Mr. Alford was formerly surveyor of customs.

—Louisville pharmacists have been notified by letter that South Bend, Ind., would be a contender for the 1903 meeting of the American Pharmaceutical Association, and that the votes and the influence of the Louisville delegates would be appreciated. The South Bend druggists are after it strong and will not rest until they have the promise of the delegates to visit their city in 1904. The formal invitation, which will be extended at the St. Louis meeting, will set forth all of the city's advantages.

—Louis H. Schulmeier, the chemist and druggist, who claims he has at last found a method of manufacturing diamonds which cannot be told from the genuine, is a native of Louisville. He is now living in Indianapolis, and is associated with the Daniel Stewart Drug Company, wholesale druggists.

CHICAGO.

Chicago Business Active.

Chicago, Sept. 7.—The manufacturers report business as improving. Fall orders are coming in their accustomed volume, considering the earliness of the season. Jobbers are uniformly well satisfied, and state that the outlook for fall is more than usually good. The volume of individual orders is improving, and the number of orders is beginning to show a substantial increase. Local trade is moderately active, and collections are good all along the line.

NOTES.

—George C. Scheidig, formerly west side salesman for Peter Van Schaack & Sons, has bought the drug store of J. J. Boehm at Twentieth street and Blue Island avenue. Mr. Kaplanski, a former owner of the same store, takes Mr. Scheidig's place with Messrs. Van Schaack & Sons.

—James H. Wells, proprietor of the Medinah Temple Pharmacy at Jackson boulevard and Fifth avenue, recently bought the N. A. Williams drug store in Evanston, and will operate both stores.

—A. E. Zuber, a well-known druggist at 5105 Wentworth avenue, has just returned from an extended trip to Buffalo, Niagara Falls and the Thousand Islands.

—John P. Hopkins recently foreclosed a mortgage on the fixtures in the drug store at 824 Cottage Grove avenue. The sale occurred Saturday.

—George V. Haering, a druggist at Madison and Des Plaines street, has just returned from a month's vacation at Niagara Falls and Buffalo.

—Albert B. Hunt, city manager of the Fuller & Fuller Company, has returned from a three weeks' vacation in Michigan.

—H. Giddings has succeeded Schroeder & Valbracht at 1451 West Van Buren street.

—C. S. Tirrell has succeeded A. N. Lincoln at 1375 West Van Buren street.

—E. V. Klinkowstroem has succeeded A. Aronson at 405 Lawrence avenue.

SPECIAL TERMS ON CASTORIA.

Castoria—"the kind you have always handled"—is made by the Centaur Co., 77 Murray street, New York, of which Charles H. Fletcher is president. Mr. Fletcher thinks that almost any druggist ought to be able to sell a dozen bottles of his specialty a month, or one gross a year, and to induce effort in that direction he authorizes the jobbers to allow a special discount of 5 and 2½ per cent. on gross lots.

Druggists are invited to send for counter wrappers, cartons and other advertising matter.

A LARGE BOTTLE CONTRACT.

The Welch Grape Co., of Westfield, N. Y., is asking for quotations on their 1902 contract for bottles and agree to take 8,000 gross. To fill these there will be needed over 1,000 tons of grapes and some one will have a contract for 8000 gross of corks, another for 1,000,000 caps, another for 1,000,000 labels, another for 50,000 boxes. The Excelsior Wrapper Co., will furnish 1,000,000 wrappers.

THE NORTHWEST.

ARRAY OF VISITING DRUGGISTS.

St. Paul, Sept. 6.—Among the many druggists of Minnesota and other northwestern states who came to St. Paul this (State fair) week and enjoyed the courtesies of Noyes Bros. & Cutler were these:

Charalton Bros., Logan; O. A. Strom, Kerkhoven; H. G. Gronberg, Hoffman; Wm. Story, Buffalo, N. D.; A. M. Camachan, Bruce, Wis.; P. W. Story, St. Peter; N. F. Nelson, Milbank, S. D.; A. Fiddes, Jackson; B. White, Maiden Rock, Wis.; S. B. Weiser, St. James; L. McKechnie, Cottonwood; C. K. J. Kellam, Heron Lake; A. P. Brobeck, Kenyon; J. C. Thro, Mankato; A. Olson, Blooming Prairie; A. Ellbison, Canby; L. O. Bothen, Fulda; J. A. Prim, Ceylon; L. L. Benedict, Wadena; Dr. C. Peterson, Owatonna; Bottom Bros. & Bilders, Northwood, N. D.; C. F. Towne, Albert Lea; A. L. Hillman, Arlington, J. E. Fladeland, Portland, N. D.; E. A. Biehl, Fairfax; Holson & Fisher, Grandon, N. D.; P. A. Walling, Park Rapids; J. G. Sieben, Hastings; A. S. James, Ely; F. F. James, Two Harbors; E. B. Doolittle, Luverne, Ia.; Dr. P. Follman, Mankato; J. G. Dahl, New Centerville, Wis.; N. Sutton, Kimball; C. A. Haugan, Durand, Wis.; M. H. Hitchcock, Redwood Falls; L. A. Christianson, Baldwin, Wis.; L. S. Waller, Belgrade; W. W. Salisbury, Marshall; W. L. Hoover, Truman.

NOTES.

—Successions: Greiner & Co., Ringsted, Ia., by M. P. Madsen; Spalding & Nimmo, Brainerd, by C. Bruce Nimmo; Watson & Murgilthoyd, Spokane, Wash., by Stone & Sutherland; H. C. Becker & Co., Olvina, Minn., by H. C. Becker; J. H. Guthrie, Defiance, Ia., by Richard W. Yeaman.

—Emil Falty, Burrus, Neb., is to sell. J. N. Gaynor, Grove City, Minn.; W. S. Ranney, Elkton, S. D., and G. I. Smart, Blue Earth, Minn., have already done so.

—Bernard Katzy, who has been for years in business at Staples, having sold his business there, has gone to St. Louis to enter the drug business there.

—New: D. C. Flanagan, Bancroft, Neb.; Ford & Copnus, Wardeer, Idaho; A. J. Peterson, Kathryn, N. D.

—E. W. Cummings is taking charge of W. C. Hancey's stock at Marshall while he takes a vacation.

—G. V. Williams has left Minneapolis and gone to work for E. C. Krueger at Forest River, N. D.

—Harry Filbert was in the city from Heron Lake this week visiting old friends.

—Otto Zuecher has returned to St. Cloud, his home, for a time.

—L. L. Stewart has resumed business at Wheaton, Minn.

Over 100 Per Cent. Profit.

Those who desire to sell a headache and neuralgia cure which can be relied upon to do its work effectively and will pay the dealer over 100 per cent. profit, should sell the well-known remedy, Flag Salt. It makes friends wherever sold. The manufacturers have an attractive proposition for druggists. They will send one dozen 25-cent boxes, one dozen 10-cent packages, and 100 samples, all by express, prepaid, on receipt of \$2. The samples sell the goods, and the druggist more than doubles his money. Address The Flag Salt Remedy Co., Savannah, N. Y.

A Guaranteed Preparation Which Pays a Big Profit.

The manufacturers of McGee's Corn Cure, an improved plaster, absolutely guarantee that it will do all that they claim for it. They claim that it is easy to apply, gives immediate relief, and will not leave the feet sore. It pays the dealer 100 per cent. profit, and the manufacturers furnish liberal supplies of samples and advertising matter. For complete particulars address The Star Chemical Co., Mfrs., Louisville, Ky.

ST. LOUIS.

St. Louis, Sept. 7.—The St. Louis Retail Druggists' Association held its regular monthly meeting at the College of Pharmacy Building last Wednesday afternoon. There was a very small attendance as no special business had been announced for the occasion. The president announced that the written requests framed at the last meeting to be presented to the local jobbers were in the hands of C. W. Wall, treasurer of the Meyer Bros. Drug Company, and that a few days after receiving them he had departed on his annual vacation and promised before he left that a reply would be given soon after his return. Mr. Wall is expected in the city within a few days and shortly afterwards the retailers may expect their reply from the wholesalers. After adjournment a majority of the members went down to the Southern Hotel where the weekly meeting of the Arrangement Committee of the A. Ph. A. was being held. Here they spent the remainder of the afternoon.

NOTES.

—The Missouri Board of Pharmacy held its first business meeting of the year at Jefferson City on last Monday. W. B. Kearns of Buncombe was elected president, Paul L. Hess, of Kansas City, vice-president, and A. Brandenberger, of Jefferson City, was chosen secretary. It was decided to send a special invitation to the members of all other boards of pharmacy to be present at a conference at the Southern Hotel on Friday of A. Ph. A. convention week.

—Mr. Louis Lehmann, druggist at Jefferson and Washington avenues, has received the contract for the dispensaries at the O'Fallon and Polyclinics, which are departments of the Medical Department of the Washington University.

THE SOUTH.

THE CREDIT EVIL.

Memphis, Sept. 6.—Up to the time of the invasion of cut prices the credit evil was the greatest evil the druggists of the South had to contend with. It has now reached such proportions that stringent measures are necessary in order to stop it. The pharmacists of Jackson, Tenn., have taken the initiative in making an improvement, inasmuch as they have gotten together and agreed to do business on a strictly cash basis in future. The agreement is to go into effect Oct. 1, and the people will be apprised of the change through the newspapers. In order that those without funds may not suffer, an emergency fund has been created and placed in the hands of a committee. This committee consists of the mayor, city recorder and chief of police. Any person who is not able to buy medicine may secure free of all cost by taking to any druggist an order signed by a member of the committee. Jackson is one of the most progressive towns in the South, and the druggists there have already accomplished one herculean task, that of restoring prices. J. L. Nelson, one of the town's most progressive pharmacists, sums the situation up in this terse language: "Jackson is a city of 18,000 people, with seven exclusive drug stores, all of which are members of a local drug association, prior to which we had one of the worst cut rate towns in the South. We organized and restored prices, joined the N. A. R. D., and to that body we are indebted for our strong co-operation. We regard the credit evil as the greatest evil among us, and after a number of meetings and mature deliberations we have made arrangements to begin a strictly cash business the first of October. We do not expect the least difficulty in this. We will not make any cut on patents, but expect to have an understanding among ourselves to make closer prices on prescriptions."

NOTES.

—Henry Schilling, a clerk in the employ of the Lamar-Rankin Drug Company, Atlanta, Ga., narrowly escaped death last week. As it is the young man lies in the Grady Hospital with his throat cut as the result of being

struck on the back of the head by the heavy weight that helps to run the elevator in the store. Schilling was going up on the elevator, and in looking over the shaft he was struck on the back of the head by the heavy descending weight with such force that he was seriously injured. The ambulance was hastily summoned and he was taken to the hospital. It is hoped that he will recover.

—Jake Adams, a clerk at the Hammack & Lums Pharmacy, Atlanta, Ga., and a young woman who told the police her name was Simmons, almost met death on Aug. 29. The couple were in a boat on a lake near the city when the boat was upset and they were thrown into shallow water, under which was quicksand. The struggles of the pair attracted the notice of a passer-by, who rescued them from their perilous position just in time to save their lives.

—J. B. Davis, who has been traveling in Kentucky in the interests of Seabury & Johnson, will quit the road and go in business for himself. He has purchased an interest in the drug store of T. E. Glass, Brownsville, Tenn. The new firm will be Glass & Davis.

—Sam, A. Williams, a young and successful druggist of Troy, Ala., is a candidate for the mayor's office of that enterprising little city. The young men of the place are working hard for his election, which seems to be assured, as he is very popular.

—S. Colwell, for a number of years clerk for T. E. Glass, Brownsville, Tenn., has gone to Trenton, Tenn., where he is in charge of the Turner Drug Company's store. W. A. Scott of Brownsville, Tenn., was a visitor in the city last week.

—The Chickasaw Pharmacy, corner Rayburn avenue and Broadway, has again changed hands. W. H. Neinstedt, the late proprietor, has reassumed his old position with George Battier, and is succeeded by J. N. Thompson.

—J. C. Steger, Arkansas representative for the Wm. S. Merrill Chemical Company, is on the road again after several weeks' rest at his home near Huntsville, Ala.

—The drug store of R. L. Jenkins, Ripley, Tenn., was entirely destroyed by fire on the 2d instant. Mr. Jenkins' loss was \$5,000, on which he had \$3,500 insurance.

—W. W. Curtis, representative for Sharp & Dohme in the South, has returned from an extended trip North and East. He reports having had a good time.

—W. A. Dampier, of the firm of Dampier & Dampier, Crystal Springs, Miss., was in the city recently.

—Ed. Collins, accompanied by his wife and baby, is visiting his old home, Louisville, Ky.

—Dr. R. N. Bond of Brownsville, Tenn., was in the city last week.

—The Washington State Pharmaceutical Association held its annual meeting at Tacoma last week. At the opening session an address of welcome was delivered by S. A. Perkins and responded to by J. M. McArthur of Spokane. S. M. LeCrone, the retiring president, delivered his annual address. Of the 225 members of the association over half were in attendance. Officers for the ensuing year were elected as follows: President, J. W. McArthur, Spokane; vice-presidents, David Wall, Vancouver, Mrs. Alice L. Summers, Friday Harbor; and H. P. Kennedy, Seattle; secretary, W. P. Bonney, Tacoma; treasurer, William V. Skillman, Spokane. Executive Committee: A. Davidson, Tacoma; P. Jensen, Tacoma; J. H. Day, Dayton; C. I. Carr, Seattle; Mrs. Alice L. Summers, Friday Harbor; H. P. Kennedy, Seattle; I. Korn, Tacoma; Fred P. Offerman, Fairhaven; Joseph Schlumpf, Seattle. The president, secretary and treasurer are ex-officio members of the committee. The association selected the following druggists from whom Gov. Rogers will select one for appointment on the State Board of Pharmacy to succeed J. H. Day, whose term expires this year: J. H. Day, Dayton; L. I. Tallman, Walla Walla; W. J. Roaf, North Yakima; W. J. Hamilton, Colfax; H. S. Elwood, Ellensburg. An invitation was extended by the Seattle delegates to hold the next meeting of the association in that city, and it was unanimously accepted.

NEW ORLEANS.

NEW ORLEANS RETAILERS MEAN BUSINESS.

New Orleans, Sept. 6.—Members of the Orleans Pharmaceutical Association have declared war on the local cut-rate concerns, and about one hundred and thirty of the retail men have signed an agreement looking to the establishment of better prices. The action was taken at a recent association meeting held at the College of Pharmacy. At the same meeting four delegates were selected to represent the trade at the convention of the National Association of Retail Druggists, to be held in Buffalo, October 10, 11 and 12. The delegates chosen are M. T. Breslin, president of the Orleans Pharmaceutical Association; F. C. Godbold, its treasurer; George D. Feldner and Ed. Jurglewicz. It was the original intention to send at most two delegates, but the question of prices has so thoroughly stirred up the trade that it was thought advisable to make the delegation as large as possible. These delegates have been instructed to aid in any legislation looking to a raise of prices from ten to fifteen per cent.

Locally, it is complained that for ten years several New Orleans druggists have established cut-rate prices where goods are sometimes sold below cost, and the trade generally was forced into an adoption of the same prices.

It was pointed out at the meeting that the National Association of Jobbers had agreed to sell no druggist who cuts rates, if seventy-five per cent. of the others in his locality came into the movement for better prices. This has been done in New Orleans, for with about one hundred and fifty local proprietors, signatures of one hundred and thirty have been secured.

This being the case, the cut-rate druggists, the members of the association say, will be unable to purchase supplies from the jobbers, nor will the jobber who sells to the cut-rate retailer, be able to buy goods from the manufacturer.

The programme for the local fight is that prices of the cut-rate establishments will be met until the outsiders have exhausted their stock. Then when their purchasing avenues are cut off the new list of prices will go into effect. The standard of new prices, a prominent association man said, will be a compromise between the old prices and the present cut-rate figures, with a fair margin of profit.

An evidence of the co-operation of local jobbers and manufacturers in the fight against the cut-rate methods was had in liberal contributions towards the expenses of the delegation to attend Buffalo. Contributions came from L. N. Brunswick & Co.; I. L. Lyons; Finlay, Dicks & Co.; Parke, Davis & Co.; E. J. Hart, and others.

A prominent local retailer, in speaking of the situation said:

"It has become absolutely necessary to stop the practice of rate-cutting. It has led to many evil results, chief among which is our inability to continue handling patent medicines at a profit. On many of them we actually lose money, while on others there is a bare margin of profit. The condition has become such that in self-defence the druggist must try and even things up by making up his own medicines and inducing patrons to buy them rather than the medicines bought from jobbers at close prices. While many of the proprietary medicines are as good, and some better, than those manufactured by the big concerns, there are others which are injurious imitations. There is surely a patent medicine on the market that is not imitated and the imitation is sold as 'just as good.'"

The New Orleans cut-rate prices are led by the American Drug Company. Dr. Sauvage, the local manager, appears to have little concern over the fight, and when seen professed an ignorance of what the retailers proposed doing. Other cut-rate dealers argue the fight a thoroughly unpopular one from the association view point, and predict that it can never win for the reason that it was simply a movement in restraint of trade, and an effort to oppress the sick and needy.

Future developments are of vital importance to the trade, and the local drug world will go into the fight with a vengeance.

DRUG TRADE EXPANDING IN NEW ORLEANS.

New Orleans, Sept. 6.—With the September opening of the commercial year in New Orleans there is no branch of trade that boasts of more prosperity than of drugs and chemicals, despite the cut rate and its "evils." It is estimated that since September, 1900, the several large wholesale houses have done a combined business of over \$5,500,000. Chemicals, proprietary medicines and toilet articles have been shipped to all the new possessions, and recently an excellent foothold has been secured by local concerns in the Far East.

Every drug concern in New Orleans has its representatives in Cuba, Porto Rico, Central and South America, the West Indies, and Mexico, and there has been a most gratifying trade with these tropical markets. Recently several large houses have established agencies at Shanghai, Canton, Hong Kong, and other important Chinese cities, and American made goods will be pushed in the land of the heathen Chinese. The foothold in China was made secure by the interesting of prominent Chinese merchants in importing goods, and through bills of lading from New Orleans to the destination in China are given. New Orleans merchants have been also looking for trade in India and the prospects have warranted the establishment of agencies at Bombay and Calcutta.

With the many trade improvements under way locally it is confidently expected that the commercial year of 1901-1902 will show a becoming increase over the successful year just closed.

PHILADELPHIA RETAIL DRUGGISTS.

In spite of the warm weather and the absence from the city of a number of active members, the meeting of the P. A. D. R. for September was very well attended and much important business transacted.

The recording secretary read several letters from both Eisner & Mendelson and A. Saxlehner in connection with the suits brought against several local druggists for selling Hunyadi Matyas water with a blue label; much dissatisfaction was expressed at the tone of the letter from A. Saxlehner. Resolutions of sympathy on the death of E. J. Finery were read.

In the report of the Executive Committee, presented by Chairman J. C. Perry, the "Hunyadi cases" were gone over in full. Letters were read from Eisner & Mendelson in which they pledged themselves to take up the cases of all the druggists who had been sued for selling their brand of Hunyadi water and assurances were given that they would pay all the costs and expenses of the suits. In making this communication to the association, Eisner & Mendelson corrected an impression that had become current that they would not do their promised part in defending the men who had got in trouble through selling their goods, as they declared that they had all along promised protection to their customers and if any druggist had not got it it was because he had not forwarded his case-papers to them. This action of Eisner & Mendelson was warmly applauded by the members present, and several of those who were involved in the suits expressed their appreciation of so honorable a manner of fulfilling a promise.

In the report of the Telephone Committee, presented by Chairman S. W. Strunk, the decision of the Keystone Company that they could not pay 25 per cent. commission was reported on authority of their general manager. The decision of legal counsel on several points connected with the contracts issued by the Keystone Company were reported as follows: The contracts are perfectly legal and binding for the full term; while it cannot be altered except by consent in writing of both parties, the clause granting 10 per cent. and 20 per cent. commission put on the contract with a rubber stamp will probably hold good if it was put on before it was signed, druggists owning the house in which their store is located cannot refuse permission to string wires, but if they are only tenants, the landlord can. Mr. Strunk also said that unless a copy of the contract signed by both parties was given to the druggist within a reasonable time that the contract which has already been signed by a number of druggists might legally be held to be simply an application for tel-

ophone service and not binding until signed by the company and a copy delivered. This report brought on an animated discussion in which the sentiment of the meeting was about evenly divided as whether to fight the company or to get the best possible terms. Finally it was voted to reconsider the motion of June meeting demanding 20 per cent. commission on all service of the Keystone Company, booth and automatic 'phones, investigation having shown that this was the best terms that the company could afford and which would pay druggists best in the end. This action practically finished the business of the meeting.

KINGS COUNTY SOCIETY BEGINS WORK.

Announcements were sent out early in the week by President O. C. Klein and Secretary F. P. Tuthill for a meeting of the Kings County Pharmaceutical Association to be held on Tuesday afternoon. Each member received a card urging attendance at the first meeting after the summer season of rest, and stating that plans will be formulated for a successful winter. Attention is also called to the N. A. R. D. plan and the necessity of active support. This meeting also considers delegates to be sent to the Buffalo convention next month. The Kings County society will shortly print a full list of its members for distribution, after the manner of that of the Manhattan Association recently issued.

The South Brooklyn Pharmaceutical Association held a meeting on the evening of September 5. The meeting was called for the purpose of getting the members together for the work of the fall and winter. A majority of the members answered the announcement, and the result was a well-attended, enthusiastic meeting.

The enthusiasm in the re-union meeting of the Bushwick Pharmaceutical Association speaks well for the future of this live organization. Another meeting will be held soon to discuss the matter of representation at the N. A. R. D. convention in October.

THE MICHIGAN PHARMACEUTICAL ASSOCIATION.

The Michigan Pharmaceutical Association held its nineteenth annual meeting at Detroit on the 13th and 14th of August. While the gathering was not largely attended it had plenty of enthusiasm. President C. F. Mann, of Detroit, in his annual address very strongly endorsed the N. A. R. D. and was roundly applauded for his sentiments. Henry Helm, of Saginaw, secretary of the Michigan Board of Pharmacy, in his report said that there had been six convictions for violation of the pharmacy laws, and that there were 3,147 registered pharmacists and 1,606 assistants in the State. Regarding the bill which purposed to restrict the sale of liquor by druggists, but which, though passing the Senate, was defeated by the House, Arthur A. Webber, of Cadillac, chairman of the committee in charge of the bill, said that its defeat was mainly due to the opposition of druggists themselves, and he did not take a very optimistic view of the matter. Several papers relating to business and professional pharmacy were presented.

In the election of officers for the ensuing year, the following were chosen: president, John D. Muir, of Grand Rapids; vice-presidents, W. H. Burke, of Detroit; E. T. Bower, of Petoskey, and C. F. Huber, of Port Huron; secretary, James W. Seelye, of Detroit, who was re-elected; and treasury, D. A. Hagans, of Monroe. The twentieth annual meeting will be held at Saginaw.

—At the last meeting of the Maine Commission of Pharmacy, held in Augusta, Aug. 14, sixteen candidates presented themselves for examination, and a certificate as registered apothecary was granted to W. W. Parmalee of Rockland, Me., and a certificate as qualified assistant was issued to R. H. Berry of Montville, Me. The next meeting will be held in October. D. W. Heseltine, Secretary.

A WONDERFUL WELL OF SULPHURIC ACID IN "JERSEY."

Philadelphia, Sept. 7.—Local chemical circles were greatly excited this week over the news of the discovery of a well at Vineland, N. J., that showed pure sulphuric acid, and there would have been a sudden drop in the stock of the General Chemical Company but for the discovery of a Jersey druggist that "things are seldom what they seem." A few weeks ago a violent thunder storm passed over Vineland, accompanied by a heavy rainfall. This started the chain of circumstances, and the discovery by the owner of a well located there that the water had suddenly become very sour was part two. After satisfying himself that it was not imagination, he sent a sample of the water to a local chemist, who pronounced it to be pure dilute sulphuric acid,—and then the excitement began. News of the wonderful well soon spread, and people came for miles to see and taste the wonder, even chemists from Philadelphia coming down to verify the truth of the rumor and to secure options on the output if it proved to be true, and several very handsome offers were made to the owner, which he refused. Then some one discovered that the water had changed and was now delivering a solution of aluminum sulphate, and forthwith a prominent geologist came down, viewed the grounds, and pronounced his verdict that a bed of cryolite lay beneath the soil. His explanation was that this bed of cryolite, a mineral containing aluminum, lay alongside of a bed of sulphur or pyrites, and that the thunder storm had broken the strata separating them, and that that the water in the soil had formed sulphuric acid with the sulphur bed, and that had dissolved the aluminum out of the cryolite. More excitement, and a company was at once formed to mine and exploit the hidden riches, and Vineland put on an air becoming the owner of the newest wonder of the world. Al might have gone well (no joke meant), had not a Jersey druggist come along with the crowds to view the marvel—just a common, ordinary druggist whose name cannot even be remembered. He, too, tasted the water and agreed with the great chemists that it certainly was an acid solution of aluminum, if not something else "just as good," and started away, impressed with the luck of people not in the retail drug trade. As he was passing a shed about a hundred feet away from the well he saw through the open door a lot of familiar looking carboys, such as he used to buy when he made his own soda water, and, moved by old recollections, went up closer to look at them. Just inside the door he saw that one had been broken in such a way that the acid had oozed out through the bottom and left a dark stain on the dirt floor. Then he thought some thoughts and went back to the well to see the owner. He was just refusing an offer of \$10,000 for a year's output of his well, so the druggist had to wait until this business was over; then he managed to attract the proud owner's attention and asked him what was in the shed and how long he had been storing sulphuric acid there. The answer was that sulphuric acid had been kept there for the past two years for use in the dye works near by. Then the druggist took the owner over to the shed and showed him the broken carboy and suggested that it had been broken during the storm and that the rain had washed the acid into the soil and it had thus found its way into the well—and then left hurriedly, not caring to be a witness of the man's great grief. Alas for the sake of a good story and the fame of Vineland, N. J., as the possessor of a wonder of nature; the druggist was right! The last seen of the owner of the well he was running after the capitalist who was returning to Philadelphia with his \$10,000 in a vain attempt to get him to make the offer over again. Learned chemists and geologists are not wanted in Vineland any more; indeed, it is not safe to even mention such topics just at present.

—The State board of control of Minnesota has awarded the contract for the drug supplies for nine of the twelve state institutions to the Leitch Drug Co., of Duluth. Most of the contracts heretofore have gone to Minneapolis and St. Paul firms.



THE LABORATORIES OF PARKE, DAVIS & CO. AT DETROIT.

In the great establishment illustrated in the accompanying half-tone cut, things are constantly "on the move." The buildings that give shelter to the industry are also expanding and multiplying, and at such a rapid rate that it has become necessary even to "make ground" to hold them.

The plant occupies four city blocks and fronts directly upon the Detroit river. The ornamental structure in the center of the main block is the general office building of the company. It contains the order and shipping department, on the first floor; the offices of the general manager, the treasurer, the department of travelling service, the financial department, the purchasing department, and the reception room on the second floor; the correspondence and literary departments are on the third floor; and the publication and advertising departments on the fourth.

Stretching away from either side of the office building and extending entirely around the four sides of the block, are the main laboratory buildings. These are occupied at present by the biological and analytical departments, which will soon be transferred to their new quarters in the handsome fireproof building shown in the foreground of the picture; the tablet and pill departments; the general pharmaceutical and bulk stock departments, the drug and chemical department; the employees' library and reading room; the finishing department; the box manufacturing and departments for the manufacture of granular effervescent salts, effervescent tablets, hypodermic tablets, etc.

In the rear of the main laboratories is the immense new annex, erected only about two years ago, and over 500 feet long. It is occupied by the fluid extract department, with its great crude drug lofts, milling room, percolating room, and still room through which hundreds of tons of roots, barks and leaves and many carloads of

alcohol make their way, every year, emerging as standardized fluid, solid and powdered extracts. The eastern half of the annex is devoted to the work of the mechanical department, which embraces a large and complete machine shop, a carpenter shop, an electric shop, and shops for tinmiths, pattern makers and supplies. Adjoining the mechanical department is the chemical manufacturing department, which is rapidly outgrowing its present quarters and will ere long require a large building of its own. The digestive ferment department, the printing and binding departments complete the list of occupants of the annex.

To the east of the annex are the vast twin stables of the biological department, where more than 5,000 animals of all kinds are hygienically housed and fed. These animals, which range in size from mice to horses, are utilized in the testing of drugs and the preparation of serums, or antitoxins, and vaccines.

The picture includes a prospective building, three stories high, which will be erected on a lot east of the main laboratories and south of the stables, the plans for which have already been drawn. On newly made ground directly upon the river front, and in the immediate foreground of the picture, is the science laboratory, now in course of erection, which is of modern, fireproof construction throughout. This building will be devoted exclusively to scientific research in the fields of inorganic and organic chemistry, biology and bacteriology, physiology and pharmacology. This is a unique feature in manufacturing pharmacy, but is thoroughly characteristic of the progressive course of Parke, Davis & Co.

A photograph of the plant may be seen at the New York office of the company, 30 Maiden lane, where visitors are always accorded a hearty welcome.

A New Preparation.

A new preparation on the market for the cure of hay fever, coryza, asthma, etc., is Elixir Ambrosia Comp. (Erb). It is stated to be a very effective remedy, and is becoming a favorite prescription with physicians. Chas. S. Erb, the manufacturer, has begun a campaign of education among physicians regarding the merits of this preparation. Druggists should learn all about it, so as to be able to talk intelligently to physicians who may speak of it to them, and should be prepared to fill prescriptions for the preparation. For circular information address C. S. Erb, 121 Amsterdam avenue, New York.

Homeopathic Vials.

It will be to the interest of druggists to obtain the prices of the Chesapeake Glass Co. on homeopathic vials. They make a specialty of this line and claim to supply the best goods at lowest possible prices. They also manufacture glass syringes, medicine droppers and tubes, eyepipettes, etc., and are jobbers of druggists' sundries, corks and bottles. They will gladly send price list, also a free millimetre scale, to any dealer who will write to them at 117 Mercer street, Baltimore, Md.

Four-Fold Liniment, 25-cent size, is \$1.75 a dozen. There is also a 50-cent size at \$3.50 per dozen, and a dollar size at \$7.00 a dozen.

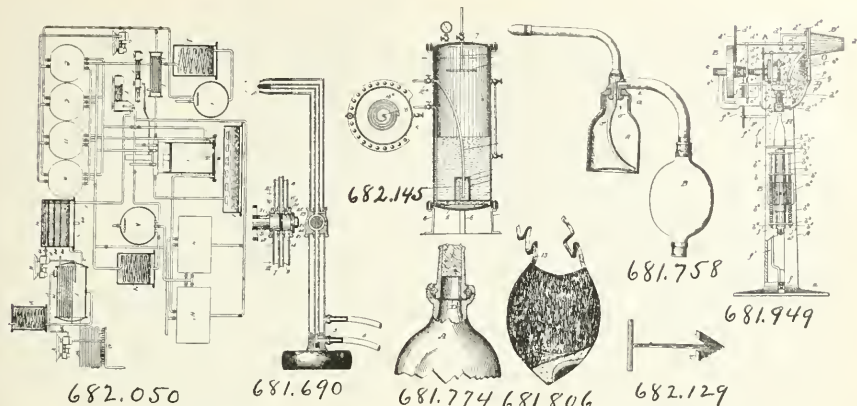
A Liberal Proposition.

The Mercer Chemical Co., Omaha, Neb., make a special proposition to druggists. In addition to the customary 40 per cent. discount on pharmaceuticals, they offer to allow 20 per cent. for cash with mail orders amounting to \$30 net. Their idea is in this way to give to the retailer the usual expense for salesmen, bookkeeping and collections. Write for their catalogue.

The American Soda Fountain Co., Philadelphia, manufacturers of the Lippincott Soda Water Apparatus, make special inducements in their advertisement in this issue to reduce surplus stock of second-hand and shop worn apparatus, resulting from the demand for their Tilting Jar Syrup System. These second-hand apparatus are in good condition, and will be guaranteed as to service and appearance. They will be sold at moderate prices and upon easy terms.

We advertise in this issue a line of Medical Batteries constructed from the best of material by expert mechanics offered to the trade by P. G. Williams, 12 Vesey street, New York. Williams' Batteries are operated by dry cells, no acids or liquids being required. These batteries give the druggist a liberal profit, and full information in regard to them may be obtained simply by writing a postal card to the manufacturer.

PATENTS, TRADE MARKS, ETC.



PATENTS.

Sept. 3, 1901.

- 681,690.—Charles E. Esterly, Lawrence, Kas. Blowpipe.
 681,808.—Wilhelm Hasenbach, assignor to Verein Chemischer Fabriken, Mannheim, Germany. Making sulfuric anhydride.
 681,741.—Gustav Schirmer, Chicago, Ill. Medicament device.
 681,758.—Charles L. Turner, Maken, assignor to R. Lockwood, Boston, Mass. Atomizer.
 681,774.—Leonard C. Bailey, Florence, Colo. Bottle.
 681,806.—Armand Mignault, Salem, Mass. Lung protector.
 681,949.—Joseph and J. A. Butkus, Baltimore, Md. Bottle-stopping machine.
 681,900.—Howard Spence, Manchester, England. Producing titanium compounds.
 682,050.—Walter Erben, Philadelphia, Pa. Apparatus for separating solvent vapor from air.
 682,080.—Orville L. Leach, Providence, R. I. Medicinal electrode.
 682,103.—John Meyenberg, Kent, Wash. Making substitutes for mother's milk.
 682,129.—William Walsh, assignor to F. F. Dow, J. Kilburn, J. McConnell, J. Palmer and A. J. Gregory, Fredericton, Canada. Cork-extractor.
 682,145.—William J. Jones, Denver, Colo. Apparatus for carbonating liquids.

TRADE-MARKS.

Registered Sept. 3, 1901.

- 37,007.—Perfumery. Frederick Stearns & Co., Detroit, Mich. The word "Suprema."
 37,008.—Remedy for Certain Named Diseases. C. John Sharp & Co., El Paso, Texas. The letters "J. de T."
 37,009.—Remedy for Certain Named Diseases. Tincture Amal Mfg. Co., Ltd., Baltimore, Md. The word "Amal" and the representation of a keystone.
 37,010.—Respiratory Sedative and Tonic. Henry S. Clark, New York, N. Y. The word "Heromal."
 37,011.—Antipyretic and Antipruritic. Farbenfabriken, of Elberfeld Co., New York, N. Y. The word "Aristochin."
 37,012.—Medicinal Preparation for Sheep and Cattle. Stephen Pettifer & Sons, Malmesbury, England. The word "Santovin."

LABELS.

Registered Sept. 3, 1901.

- 8,644.—Title: "Liver-Ro." (For Liver-Tablets.) Irwin McGregor Adams, New York, N. Y. Filed August 7, 1901.
 8,645.—Title: "Vin Vigorans." (For a Medicine.) Le Compte & Gayle Co., Frankfort, Ky. Filed August 8, 1901.
 8,646.—Title: "Chalgonia." (For a Medicine.) Le Compte & Gayle Co., Frankfort, Ky. Filed August 8, 1901.

Registered Sept. 3, 1901.

- 397.—Title: "Dr. H. W. Davenport's Combined Local and Systemic Tissue Treatment for Pyorrhea Alveolaris." (For a Medicine.) Harry W. Davenport, Chicago, Ill. Filed July 31, 1901.

—The Michigan Board of Pharmacy held a meeting at Marquette, Aug. 28 and 29. Following is a list of those receiving certificates—Registered Pharmacists: J. A. Cameron, Pickford; Chas. D. Church, Ypsilanti; Wm. H. Fouch, Allegan; J. J. Gorilla, Ironwood; W. C. Gates, Rockland; Gustave Johnson, Marquette; J. J. U. Renaud, Chicago; H. H. Rounavaara, Calumet; O. E. Thibault, Hancock;—Assistant pharmacists: Alex. Brunner, Howard City; L. H. Smith, Deekerville; E. D. Wilson, Newberry. The members of the Board are: A. C. Schumacher, president; Henry Hein, secretary; W. P. Doty, treasurer; L. E. Reynolds, John D. Muir. The next meeting will be held at Lansing, November, 5 and 6.

RAMESIS I

was brought up on the bottle but, as rubber nipples were unknown at the time of his birth, feeding was a precarious process and his was a sore mouth. Colic, sour stomach, and infantum cholera were his portion, and there is a rumor to the effect that his French nurse was in the habit of quieting him with "a drop of the cruther." He acquired a resentful nature very early in life, and as he grew up this developed into a predilection for politics. His precinct recognized him as boss, he went to congress, engineered a big deal with the Assyrians and was soon afterward elected Past Grand Master of the Egyptians for whom he made it exceedingly hot. All this trouble might have been avoided if "Imperial" Nipples had been known in the days of his up-bringing.

MARKET REPORT.

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NEW YORK MARKET.

A General Improvement.

New York, Sept. 10.—Business in a general way is showing gradual improvement and the market has a fairly steady undertone, but there is no special activity in any direction, and the movement is limited mainly to current requirements of consumers.

OPIUM.—No interest is manifested by either buyers or sellers of round lots, and the market retains a decidedly tame appearance with jobbing quotations nominally unchanged at \$3.25@3.50 for 9 per cent, and \$3.50@3.60 for 11 per cent. Powdered is meeting with a fair consuming inquiry, and small lots are selling at \$4.50@4.75 for 13 per cent, and \$5.00@5.25 for 16 per cent, as to quantity, the inside figures for single pounds.

MORPHINE.—Nothing has transpired to change the condition of affairs, and competition among manufacturers continues to give the market an unsettled appearance, but jobbing quotations remain unchanged on the basis of \$2.00@2.40 for eighth, 10c to brand, less the usual rebate of 10c per oz, on lots of 10-ozs, or over.

QUININE.—There is no further change in manufacturers' prices, but jobbers have again revised their quotations and now quote 2½¢ in 100-oz. tins, 28½¢@29½¢ in 50-oz. tins, 26½¢@28 in 25-oz. tins, and 35½¢@36 in ounce vials.

OIL ANISE.—Foreign markets are stronger and spot quotations for jobbing quantities have been advanced to \$1.70@1.85.

SALOL.—Manufacturers have reduced their quotations and the revised figures for jobbing quotations are \$1.50 for pounds, \$1.55 for halves, \$1.65 for quarters, and 16c for ounces. Per 25-lb. lots \$1.20 in bulk, \$1.30 in pound packages, \$1.55 in halves, and \$1.15 in quarters.

CURRYOL.—Manufacturers have cabled their local representatives to reduce quotations 25c per lb., and jobbers now quote \$4.00 for pounds, \$4.15 for halves, \$4.40 for quarters and 32c for ounces. For 10-lb. lots the prices are \$3.60 in pounds, \$3.70 in halves, \$3.85 in quarters and 27c in ounces.

CELERY SEED.—Primary markets are firmer on account of unfavorable crop prospects and jobbing prices show an advance to 12½¢ for whole and 17½¢ for powdered.

PULSATILLA HERR.—With the market better supplied an earlier feeling has developed and quotations for small parcels have been reduced to 30¢@40c, as to quantity.

SUGAR OF MILK.—Manufacturers have advanced their prices and the revised jobbing range for powdered is 14¢@24c, according to size of order.

BALSAM FIR.—Canada is very scarce, both here and in primary markets, and the undertone is decidedly stronger, with jobbing quotations advanced to 3.50¢@3.80.

PRICKLY ASH BERRIES.—Holders are firmer in their views, owing to reduced stocks and prices have been marked up to 75¢@85c, as to quantity.

LICORICE ROOT.—Powdered Russian has been advanced to 27¢@32c, but there is no quotable change in other varieties.

FLAXSEED.—The market continues easy in sympathy with corresponding conditions at primary sources of supply, and whole cleaned is obtainable by the barrel at \$7.00¢@7.25. Ground by the barrel is held at 24¢@4½c, and for less than a barrel of either variety the quoted range is 90¢.

LINSEED OIL.—Values continue to shrink, owing to reduced cost of raw material, and jobbing quotations show a decline to 50¢@52c in barrels and 60¢@71c for less for raw, and 2c per gallon additional for boiled.

METHODS OF AWARD AT PAN-AMERICAN.

The Jury of Awards at the Pan-American Exposition was made up of about one hundred and fifty specialists from all parts of the country. The immense number of exhibits was arranged in divisions, groups and classes and the sub-jury system of examination and award was used, each of the seventeen divisions being assigned to a sub-jury with a chairman. In this systematic manner of working it required but two weeks to complete the great task of examination and award. Sub-jury A of the manufacturers' division passed upon the drug and chemical exhibits of group 95. Dr. Marcus Benjamin of the United States National Museum was chairman of this sub-jury.

Other members were: Prof. Frank W. Clark, Chemist of the United States Geological Survey; Frank H. Penbody, Dr. I. Wyman Drummond, of this city, and Señor Carlos Sellerier, Inspector of Mines of the Republic of Mexico. With the exception of Mr. Penbody, all of these men have had experience in this kind of work.

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—Secretary Judson B. Todd announces that the next or twenty-fourth annual meeting of the New York State Pharmaceutical Association will be held at Elmira, (presumably the third week) in June, 1902. The Entertainment Committee is composed of the following: W. P. Co. Vin, chairman; J. F. Van Nort, local secretary; C. H. Calkins, treasurer; E. L. Mayo and A. S. Hamilton.

The Buckeye Paint & Varnish Co., Toledo, O., make a line of decorative home paints which should be in the hands of every druggist who carries paints and oils, and to those who do not we suggest that ready mixed paints and paint specialties are as profitable and desirable side line as any druggist can handle.

The Pharmaceutical Era.

EVERY THURSDAY.

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SEE LAST READING PAGE FOR COMPLETE
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ASSOCIATION EXHIBITS.

The scheme of the American Pharmaceutical Association to have an exhibit in St. Louis this year is not a new one. There is hardly a state pharmaceutical association in the country that has not in some period of its history been confronted with the question, "Shall we have an exhibit, and if yes, what shall be its character?" Some associations have decided against any exhibits whatever; others have determined to confine them strictly to pharmacy, and a third class have placed no restriction whatever upon exhibits, leaving their character and management entirely to the exhibitors themselves.

We are thorough believers in the value to an association gathering of this annual exhibition of articles of the drug trade. This feature is one of the objects of the meeting as truly as is the reading of scientific papers, or the transaction of the usual dull routine business. It can be made educational in a true and broad sense, and often proves of large financial benefit to the visitor. Carefully collected and attractively displayed drugs and the many products manufactured therefrom, fine chemicals, pharmaceutical and chemical apparatus, and various lines of elegant pharmaceuticals, are altogether beneficial and profitable to the inspecting druggist or doctor. Nor are sundries, toilet articles and various other kinds of stock out of place in such a display. They are more or less of the pharmacist's stock in trade, and it is well that he be fully informed respecting these lines.

But there is a feature of the exhibition question which is almost entirely disregarded, yet is worthy

of first and most thoughtful consideration. This is the matter of the exhibition of goods of the pharmacist's own manufacture, illustrating his skill and proficiency in the manipulation of daily store practice, as well as his scientific professional attainments. So far as we know, this feature has characterized but very few exhibits at the meetings of pharmaceutical associations, and in these instances to but a very limited extent. At the meeting of the American Pharmaceutical Association in Detroit in 1888, a prize was offered for the best display of pharmaceuticals of retail pharmacists' manufacture; there were but two or three competitors. In a few states students of schools of pharmacy have made very creditable displays. On the whole, however, there has been but very little accomplished in this direction.

We are glad to note that the American Pharmaceutical Association has again determined to make the "exhibition" a feature of its annual meetings. The line of work indicated in the remarks we have made, if properly carried out, would add immensely to the interest of the association's annual gathering, by stimulating healthy and friendly rivalry between the members, adding largely to one's knowledge of pharmaceutical methods and manipulations, and contributing materially to the advancement and elevation of the arts of manufacturing and dispensing. We earnestly hope the experiment of the A. Ph. A. will be pre-eminently successful, and we have no doubt that other associations will be led thereby to adopt a similar procedure themselves, demonstrating and emphasizing what we all know, that the retail pharmacist is not altogether dependent upon the manufacturer for his pharmaceutical preparations, and that he possesses the knowledge and skill necessary for the production of first class articles.

PROGRESS IN PHARMACEUTICAL EDUCATION.

"The sun do move," is an assertion made within the past fifty years, and it remains uncontroverted. Just as positive may we predicate progress in other particulars, not alone the progress governed by natural laws, but that dependent upon the highest and best activity in human affairs. Progress of a character and of a rapidity which before the world had never witnessed has attended and has made the history of the last half century. Nothing further introductory is required to preface the statement that the same degree and character of progress has also characterized the development in that field in which we are specially interested, pharmacy as a science and pharmaceutical education.

The history of American pharmacy is of absorbing interest. Change has followed so rapidly that but

a very few years have been required to entirely alter the complexion of affairs, and it is a source of deep congratulation that these changes have uniformly been progressive and retrogressive. In educational affairs this has been emphatically noticeable. From the preceptor and the apprentice of half a century back, wearily and unsystematically, threshing out that mysterious lore which is the pharmacist's own, down through the evolution which has brought to-day, with cutive and teaching force, the best representatives of ucalional establishments, is but a step as time is measured, but a tremendous journey as milestones are passed and counted.

The result: To-day our country can honestly and without any eagle-screaming, claim the distinction of possessing the best facilities for the practical education of the pharmacist that the whole world can exhibit. In science perhaps the old world can claim precedence, in particular adaptation to its own necessities every country can point to its own colleges, but that practical, everyday, business equipment which the druggist of to-day must possess, the colleges of pharmacy of the United States are best prepared to supply.

There are several of these institutions which have seen the whole development of American pharmacy, and have themselves been a factor of strongest power in effecting this development. Their history has been repeatedly written, and it is hardly necessary to call attention to it, save for the opportunity afforded for a few remarks upon the standard which pharmaceutical education has attained, and of which they are the exponent.

These colleges have ever been actuated by the desire to give and do the best they can, and in this is to be found the secret of their success. Always holding out for higher and better things they have often suffered temporary material loss, only to be made up by increased prosperity and recognition of the vital and inherent correctness of their guiding principles. Wisdom has been shown in the selection of their executive and teaching force, the best representatives of pharmacy of the times being selected to serve them. The roll call of teachers and officers during fifty or sixty years past would speak the names of many whose lives and works will always stand identified with and as integral parts of American pharmacy. The rank and file of the drug trade, retailers and jobbers, have always stood by these institutions and co-operated nobly with them.

THE CHEMISTS' EXHIBIT IN LONDON.

From August 26 to 30, under the auspices of The British and Colonial Druggist, was held the Seventh Chemists' Exhibition at Covent Garden Theater, London. While not so largely attended as on previous occasions—in fact several of the largest British firms were conspicuously absent—because at present the British business world is out of joint, owing to the prolongation of the war in South Africa, the exhibit on the whole was still significant of the progress of pharmacy throughout the world and particularly of the fact that our cousins realize fully that they have "got to git a move on" to keep in the van.

What was sincerely flattering to this country was the large increase of American exhibitors, and the deep impression they and their wares, combined with

their enterprise, made upon fellow exhibitors and spectators. It is safe to say that the soda fountain as a consequence of some most striking displays—one in particular of a fountain valued at £1,000 (\$5,000)—will be foremost among American goods to gain very rapidly in prominence in England from now on. Other products will make equally important, though perhaps not such material gains.

But the inspiration attending this exhibition will be more momentous for all concerned than ever heretofore, because the American manufacturer sees in Great Britain a profitable market for his goods, owing to the tardiness of her manufacturers to take up new ideas and methods, and the British manufacturer, seeing him coming, realizing his own weakness, promises an affair of Greek meets Greek.

U. S. P. TOO COMPLETE.

A paper recently read before the Missouri Pharmaceutical Association is a sour complaint against the United States Pharmacopœia because it is too complete. "Our pharmacopœias have been expanding too rapidly;" better make the collateral assertion that this country is prospering to fast. Our Pharmacopœia of 1870 was equal to any in the world; since then it has gone the world several better; and the author of the paper decries the success. Patriotic man!

"Can the American druggist afford to be proportionally smarter and more learned than his German brothers, to stand so much more of law than they find it hard enough to get along with?" is a question propounded in this paper, and left unanswered, it evidently being deemed obvious. Of course it is obvious! But what is not so equally plain is that while the United States Pharmacopœia is two and a half times that of Great Britain and four times that of Germany, and therefore completer, proven in a very elaborate table, the first—our own—paradoxically, is nevertheless too complete, and, according to the simplest rules of logic, inferior to the others. As if anything could be too complete! The author made a very bad guess for a premise which he evidently followed up with still worse guesses.

THE N. A. R. D.

Judging from reports which have come to hand the annual meeting of the National Association of Retail Druggists, to be held in Buffalo next month, promises to be most interesting. Nearly every pharmaceutical association of any consequence in the country will be represented by full delegations who come to the meeting pledged to do their best to carry along the work of the organization in the best possible manner. What the N. A. R. D. has done thus far is a matter of history. Its "plan" has been remarkably successful during its brief existence, and it simply needs the continued interest of the drug trade to make it eventually and soon result in the abolition of the cutter and his trade demoralizing practices.

GUACAMPHOL is, as its name would imply, a combination of guaiacol and camphoric acid. It is a white powder, insoluble in water and in most other solvents. It is said to be very efficacious in dealing with night-sweats.

BUSINESS PHARMACY.

The Experience of Druggists with Profit-Bringing Methods. Hints and Suggestions.
Original Papers from Practical Business Druggists. The Various
Phases of Drug-Store Management and Economy.

HOW TO CONDUCT A FIRST CLASS PHARMACY.

By OSCAR H. WILSON, Philadelphia, Pa.

A great deal has been written by various writers in the pharmaceutical journals of the country on this subject, but, sad to say, a great many of the pharmacists have not profited by the good advice, for in looking at a great many of our stores I have seen how they may be improved in a hundred ways, so a few words at this time will not be out of place. First, the pharmacist must make his store attractive, for this is one of the main things that is appreciated by the public, and they will always find the store that has the nicest appearance; especially is this the case with strangers.

One of the first things in making a store attractive is cleanliness, both inside and out. The floors should be swept and scrubbed every morning, and the cases, bottles and fixtures should be thoroughly dusted. About once a week the windows should be cleaned, and in the Summer, when fly specks are abundant, a little water of ammonia should be added to the water to assist in removing them. A great lot of work and time can be saved by a little device which we have in our store at present, which consists of fine white netting hung over the back of the window, thus keeping all the flies out. In regard to dressing the windows, this is one of the most important things, for there is nothing that looks nicer and attracts more attention than a prettily dressed window. White paper I think is preferable for the floor of the window, as it looks clean and neat; colored paper looks too much like grocery store style. The arrangement of the goods depends largely on the material at hand. In the case of malt extracts and similar goods a beautiful display can be made by arranging the bottles in the centre of the window in the form of a pyramid upon boxes which are neatly covered with white paper, and then arranging some of the bottles lying on their sides around each side of the pyramid. In the summer time in the height of the soda season, a beautiful display can be made by placing a couple of neatly painted soda tanks in the window and then arranging soda straws and fruits such as strawberries, raspberries, pine apples, lemons, oranges, etc., around the base of the tanks. In all cases the price should be marked on the goods by means of a neatly printed card. But do not use window strips, for they certainly spoil the appearance of a store, looking more like a cut rate grocery store than anything I know of.

The soda fountain should not be overlooked, for this has come to be one of the most profitable lines handled by the pharmacist. The fountain should be cleaned and polished every day, and the syrup containers cleaned and filled. Nothing but the best material should be used in the preparation of the syrups, for it will be found more profitable in the end by the increased demand for your soda. The charging of the soda can be done by yourself, by means of the gas tubes that are now supplied by the manufacturers, at a cost of about twenty-five cents a tank. This is quite reasonable, and then there is not the same danger as attended by the use of generators. The soda dispenser should be neat in appearance, and there is nothing looks nicer than a clean white coat. The customers should be served neatly and promptly.

The druggist should prepare as many of his own

preparations as possible, and sell them whenever the opportunity arises; but he should be careful not to in any way step upon the domain of the physician, as it is always best for the most amicable relation to exist between physician and pharmacist. These preparations should not be sold when some patent medicine or other preparation is called for, under the plea that they are better, but if the patient is dissatisfied with what he is using, or asks for something for a cough, cold, or any other ailment, then is the time to recommend your own preparations, which you can do conscientiously. Sell them when asked for, and there your responsibility ends.

The druggist should never have occasion to say "we are just out" of an article, for there is nothing more detrimental to business than this. There is only one way to prevent it and that is to have a small book always at hand, and mark all articles down of which your stock is low, and do not wait until they are entirely gone. Do not buy too much at once, except in case of articles which by buying large quantities a special discount may be obtained, provided such goods are not perishable.

Now we come to the most important part of the drug store, namely the prescription department, and this should be complete in every particular. It should be provided with at least two counters; one to be used solely for compounding prescriptions, the other for various operations that are carried on about the store, such as percolating and filtering. To this last named counter should be attached an iron rod, provided with rings for the purpose of percolating. There should be at least two sets of scales, one to be used for the heavy weighing, the other for more delicate operations, as weighing large quantities on delicate scales causes them to soon lose their sensitiveness. All the bottles commonly used in compounding prescriptions should be conveniently arranged around the room, so the dispenser will have little or no occasion to use bottles in the front of the store, as I have noticed people to study closely the bottles from which the dispenser has taken material in compounding their prescriptions. This often leads to suspicion in their minds, by misconstruing the names.

All corks and bottles should be arranged in drawers beneath the prescription counter, where they are easy of access, separate drawers being provided for different sized bottles and so marked. All poisons should be kept by themselves in a closet provided for that purpose, which should be easy of access to the prescription counter. A good water supply, handy to the prescription counter, is one of the most important convenience for the purpose of washing bottles, graduates, etc.; not for putting in the medicine, however, as the prevailing idea of the public. Perhaps they are not far wrong, but I don't think it is used as freely as they imagine.

A good desk is also a necessary adjunct to the prescription department, and should contain space for the various books used in the store, drawers for bills and other purposes. We have in our prescription department a neat device for getting rid of old paper, etc., which consists of a small wooden box with a lid, built in the floor. This is connected with a chute which leads to the cellar, and into a large bin provided for that purpose. This does away with the trash boxes which are such a nuisance about the prescription room.

One of the recent and most important additions to the prescription department is an analytical de-

partment for the purpose of carrying on urinalysis and bacteriological work. This is something I know most of our drug stores do not contain, but the time is coming when it will be necessary for them all to do so, because pharmacists will have to rely on their professional ability, on account of encroachments made on certain lines of their business by department stores and others, and they will have to fall back on the professional side of their business. Indeed, too much cannot be said upon this subject, for this is the mainstay of the pharmacist of to-day. All prescriptions should be filled neatly and promptly; all bottles should be capped with paper caps, which give a finish to the bottle; the prescriptions should be numbered in regular order, preferably by a machine, and then the chance for error is reduced to a minimum. They are preserved by placing on file, or as preferred by some, placing in book form. The prescriptions should be handed out in the order they are received, so as to give no one an opportunity to think he is ill-treated.

The cellar should receive its share of attention, and be cleaned at least once a week, and the goods stored there should be kept in order, so they can be used at a moment's notice.

Last, but not least, comes the question of clerks. The proprietor cannot afford to employ any but the very best clerks, those who thoroughly understand their business, preferably college graduates, who are ambitious, honest and reliable. The proprietor should not employ a clerk who offers to work too cheap, because he will often be found dishonest or incompetent.

THE VALUE OF A SPECIALTY.

By STYLUS.

In this day and time when the wily competitor across the way advertises Dr. Cure-me-Quick's dollar remedies at the very low price of 65 or 75 cents, which is just about the wholesale cost plus the freight, it behooves the enterprising druggist who doesn't want to go to the wall or turn his keys over to the obliging sheriff, to cast about for a life-preserver. Of course he knows full well that the anæmic drug bargain hunters who will travel from Dan to Beersheba in order to take advantage of the cut rate on Dr. C-m-Q's standard decoction of salts and rainwater will get "bit" on something else before they get out of the store, but that doesn't really alter matters with him. It will not prevent the rush towards his competitor's house or turn the silver tide of dollars towards his own till. So to meet this new difficulty he must either go and do likewise, or invent some new legitimate scheme to counteract the ill-effects of his neighbor's advertising.

Besides having a first-class preparation of his own to match the popular proprietary medicines and shove in their stead, let him lay hold on something special of extra merit which he can advertise and guarantee. By a specialty I mean in the sense of exclusiveness, something with a name that no other druggist in his place has or can get. For instance I learned that by meeting my competitor's prices on patent preparations, without deviating from my usual prices on prescriptions or trying to "bleed" the unsuspecting customer on other articles, I was "losing out," and honesty was proving the worst policy, so far as profits were concerned. But not surrendering supinely to my neighbor, and determining to stay with him on the "home stretch," I began to "lay for him."

"Plots have I laid, inductions dangerous."

Through a retired physician I learned of a very effective and cheap remedy for rheumatism, which of late had been tried and tested thoroughly with almost miraculous results, but as yet had not been introduced either in regular practice or by the charlatan methods of the patent proprietors. To make sure of the matter the M. D. gave a demonstration of its potency in my presence, which not only assured me, but convinced and delighted the numerous persons who acted as "the horrible example." I lost no time in ordering from my jobber a 5-pound can of the liquid, and

with a little coloring of alkanet and some camphor, sure to throw my competitor and all inquiring friends off the scent, I began business, dispensing 2 ounces for twenty-five cents, making a small profit of only 1,000 per cent. or thereabouts. I advertised this instantaneous cure for rheumatism, neuralgia, incipient paralysis and kindred ailments, and by free clinics to sufferers at the rear of my prescription department I soon had a rush.

Following are the ads. I used:

Cured while you Wait!

Pain Banished,
No more Limp!

X-RAY LINIMENT
Does it Instantly!

Sounds Miraculous,
But a Fact!

25c.

Try it.

Got a Back?

Does it Ache?
Or a Game Leg?
Pain in Head?

X-RAY LINIMENT

Will make you Sound.
Does it Quick?

25c.

Will do the Work.

Ere long my Roman-nosed neighbor began to inquire through others the nature, pedigree, etc., of my lightning liniment or Balm of Gilead. Nobody could tell him anything except that it did the work "quicker'n a cat could wink her eye." A fellow would come in broken down in the back, or hobbling along on a crutch, and I would send him out looking like a new man. This begun to tell on my neighbor, and

I could almost see the gray hairs sprouting on his cranium. Finally, through a confederate he purchased a sample to see if he couldn't get on to my "little game," but he couldn't. The alkanet root and the odoriferous camphor stumped him and he had to give it up. The receipts from the liniment sales amounted to \$100 the first month, and I thought it nothing more than right to do something for the keen-eyed Esculapius who had helped me to a "good thing." I am now putting it up under the name of X-Ray liniment, a happy thought of my own, which I purpose to protect, and the sphere of its influence is rapidly widening. So I have the satisfaction of distancing my cut-rate friend, performing remarkable cures and swelling my bank account beyond all former expectations. If any of my brother druggists want to get on the inside and dispense as I am doing this par excellence specialty, I will inform them privately how to obtain the formula, but do not wish to publish it. Anyway, get a specialty that you can control, and push it for all it is worth.

For formula address M. Chemist, Box 74, Sturgis, Ky.

ADVERTISING.

By FRANK B. STYLES, Hempstead, L. I.

The term advertising covers a vast number of business methods which are used as a means to sell merchandise. To enumerate a few schemes for advertising would be quite an easy matter. On the other hand, to tell all would be quite beyond man's power. Advertising as a "business" has come to be a profession within a few years. To be a successful business man one must be able to display his goods, or write his ads., or decorate his windows—either one, or all three—or he must have some one else to do it for him. There is scarcely an issue of a journal to-day that does not have something to say about advertising. This is evidently a very prominent subject and an exhaustless one. Newspaper ads. are looked upon as a profitable investment in the small cities, towns and villages. But when the pharmacist with the average capital is located in the large cities he finds that he cannot afford to hire space in the great dailies of the present day. He, perforce of circumstances, must use some other method and the first convenient ad. he can get is his store window. Here he can display his goods and use appropriate signs for explanations.

Suppose you have just received a consignment of sponges, for example. There are very few people outside of a pharmacist who know the difference in appearance or wearing qualities of the various sponges, furthermore they cannot tell the name of a single variety. Take a fair sample of each variety and label it accordingly, then place them side by side in the window with one well worded sign calling the attention to comparison of quality, briefly, and price, incidentally. Without doubt you have stocked a nice quantity of bath sponges which you feel are well worth more than you ask for them. Certainly your window display will sell some sponges.

You have a few friends whose patronage you specially appreciate. Perhaps these number a hundred. You probably have two or three hundred more whom you consider as good customers. In your spare moments, (excuse me—pharmacists never have spare moments), when you are making plans and are making memoranda in your little vest pocket book, jot down the names and addresses of such persons as you wish to put on your mailing list. This will get your mailing list in shape in an easy manner. If you have not done so, now is the time to write a short ad. that will occupy about two-thirds of a page. A page in width, folded in three sections, should fit a No. 6½ Government envelope. If you have adopted a special style of paper and envelope for your business it will be as well to use that; otherwise get a good quality of paper and have it printed in imitation of a typewritten letter. This style of printing has very often appealed to a person's curiosity to know the contents of an ad., when otherwise the circular would have been ruthlessly consigned to the waste-basket unread,

Be particular as to composition. A short well-worded article which is to the point carries weight with it. If your first circular is read you may rest assured that the next one will be. On the contrary, if your first is given the go-by it is quite likely that your next will receive but little attention. There are a great many people who read ads. and some of these people will be sure to read yours. I find that much is learned by comparing ads., and this will help you in the preparation of your circular.

I have used the typewritten circular, and believe it to be an excellent method. If you have a large mailing list you can divide it up if you want to make an easier task of sending out circulars. For example, make a list of one thousand names. You might find it burdensome to send this number out each month, and you might think it too expensive. Divide the list in four parts, and every two weeks send by mail two hundred and fifty. You can have one thousand circulars printed and send these out during the two months' time it requires to finish your list.

A cheaper method will be to use postal cards. It is one which would be very convenient when you have some specialty on hand. A short paragraph mentioning a single article and price could be printed, as if on a typewriter, and would give the appearance of being more like a "personal." Suppose you have a special preparation you are pushing. It is necessary to tell the public all about it. If you will write a semi-confidential letter and send this at the beginning of the season, and which should be followed by several of similar character, you will reap some benefit from your ad.

Perhaps you are fully aware of the fact that there is something in a type-written circular which immediately appeals to you. You have an immediate desire to read and learn. I had some experience with sending out such a circular and found it stimulated trade wonderfully. Judging from the general method of advertising by the large department stores, the idea is to send a catalogue of some size whether large or small, to those people who may become customers. This, certainly must pay the merchant. I know that very often opportunities to purchase good value for little money are offered. If this general plan helps the large dealer, why can't it help the small dealer? It is not necessary to get out a large catalogue of complete stock. Just make an effort to show up a specialty in that way and you certainly must reap good returns. We are not yet entered into Winter, but as "in time of peace prepare for war" is an old saying, one in which the principle involved means much, take it to yourself and start a good cough mixture on the market. Lay out an advertising campaign. First send out a circular as soon as your first bottles are ready for sale, telling of your excellent cough cure. During the first month's sale collect several testimonials to use in the second circular. Continue putting out circulars once a month till April 1, and you will have a very creditable showing for your work. You may think that all of this talk looks very nice on paper, or sounds very well to talk about for pastime, but you say "when applied to business it does not pay." I know such methods have been successful, and if advertising does not pay, why is it that successful businessmen are advertisers?

THE CLEANSING OF FLOORS.—Owen recommends a finish of hospital floors of wax, linseed oil, turpentine, floor finish and benzine in the following proportion: Wax, 5 pounds; linseed oil and turpentine, 2 gallons each; floor finish (permanere), 1 gallon, and benzine, 10 gallons. This is applied once a week and laid on with a piece of cotton, brushed and polished with a cotton mop. He believes that too much floor scrubbing is responsible for some of the sickening odors which are due to decomposition taking place both in and on the floors. The danger of fire from the use of this material is very slight if only a small quantity is kept on hand to use at a time.—(Journ. Am. Med. Assn.)

GREATER UNIFORMITY IN PHARMACY LAWS

By H. G. WEBSTER, Minneapolis.

As it is generally understood that it is not within the power of Congress under the Constitution to enact a national pharmacy law, for the reason that in all matters of purely domestic concern and relating to the everyday life of the citizen, as the exercise of police power and the administration of justice, the control of the state is supreme, Congress only having power over matters of national and interstate concern. A rather interesting decision in this line has just been handed down by the United States Supreme court in case under the Minnesota barber law appealed from our state Supreme court. Defendant shaved a man on Sunday in violation of the law. The United States court practically said to the appellant: This is not a matter for this court; if the Minnesota law forbids a barber shaving a customer on Sunday, you must abide by it; your Supreme court is the court of last resort in such matters.

It, therefore, devolves upon the pharmacists of the country to attempt the unification of the laws of the several states and methods of the various boards of pharmacy in such a way as to furnish ample protection to the public, further elevate the standard of pharmacy, and at the same time remove some of the objectionable features of our present laws; particularly that which restricts a pharmacist to the state in which he was originally registered, or subjects him to the annoyance of another examination, which, however reasonable and fair, is sometimes a hardship.

As pharmaceutical legislation has been entirely experimental, I am inclined to think we have made greater progress under our system of state laws than we would have done under any national law we could have secured were a national law possible. It is much easier to change a state law than it is a national law, and as each state is watching the experiment going on in the others, we have the benefit of a greater amount of experience in the same length of time.

The subject of pharmaceutical legislation was taken up by the American Pharmaceutical Association at an early day, the late Professor Maisch reporting on it each year for a number of years. Up to 1880, however, only three or four state laws had been passed. Since that time the seed sown by him has fully taken root, and nearly fifty states have now enacted laws regulating the practice of pharmacy. It is interesting to look back over these twenty years of active effort, and note the successes and failures which have taken place in the different parts of our great country. We had everything to learn; all classes to deal with, and, perhaps, the hardest of all the difference in opinion among pharmacists themselves. That so much progress has been made in the face of so many discouragements seems to me quite remarkable.

In order to meet the requirements of these laws, pharmaceutical education has advanced by leaps and bounds. Colleges of pharmacy have been started all over the country and are well patronized, so we may truly say that pharmaceutical legislation, with all its merits and demerits, is fairly launched upon the country, and that it has come to stay is certain, for none of these laws, however poor, have been repealed, and without a question the sentiment of legislators and the public is yearly becoming stronger in favor of more effective laws.

The experimental legislation has taken a variety of forms with a variety of objects in view. Schemes to create a monopoly of the drug trade have failed, and there can be but little excuse for the druggists of any state to attempt to smuggle anything into the law against the interests of the public and which the courts will not sustain. The problem now before us is the improvement and unification of these laws.

In 1887 The American Pharmaceutical Association

organized the section on education and legislation, which has since become one of the most important sections of the association. Many bright men have devoted a great deal of time to the study of these subjects; have gathered a vast amount of data, and have written out in papers and addresses their views. Professor J. H. Beal of Ohio has been particularly active in this direction. Conservative and practical in his views, he never fails to contribute valuable ideas at each meeting. A number of drafts of a so-called model pharmacy law have been prepared and submitted to the association. The one submitted by Professor Beal was finally adopted, after some amendments, and it is proposed to submit copies of it to state boards and associations. In this way only is it possible to get the views and experiences of those best qualified to pass on the various features of this proposed law.

The section of education and legislation is the proper battle ground to fight out proposed reforms in the laws, and every member who is informed on this subject should contribute to these discussions, giving the association the benefit of his views from experience gained in his particular locality. The question of a better general education for apprentices and students entering colleges of pharmacy, and of longer and more thorough courses in pharmacy, should enter into the discussion.

While it may not be possible to enact an entirely new law in all of the states for some years, yet, by keeping the subject before the pharmacists and the public, sentiment will gradually crystallize in favor of more ideal laws. In the meantime, a great deal will depend upon the boards of pharmacy executing such laws as we have, with wisdom, faithfulness and an honest purpose to get out of them all the good possible, ever turning a deaf ear to mischievous influences, but with a breadth of purpose which will tend to bring about this unity of action and still maintain that high standard we all desire.

THE PROFESSIONAL SHOPPER.

The average consumer is never satisfied when he finds out that his neighbor is purchasing goods at a lower price than he is paying. Discrimination is foreign to the professional shopper, and when you meet a professional shopper you are right there and then in contact with a mischief-maker who takes delight in assuring her friends that they have been overcharged. The stomach and palate of the professional shopper is ready to masticate and digest anything that is cheap, and that assists him or her in demonstrating to their friends what a clever buyer he is. A demand for cheap goods at cheap prices is created by this class of customers, who usually trade at half a dozen stores, and whose trade is financially detrimental to the interests of every store they trade at. The decided and widespread interest taken by grocers throughout the country in the passage of pure food laws, and the placing of stringent laws on the statute books of many States in this Union is a decided and exemplary move in the direction of educating consumers to use the best goods, and to discontinue the use of cheap goods, or goods which are sold cheap, which, in ninety-nine cases out of one hundred, are inferior in quality. No merchant has ever made a success of his business by selling cheap goods at cheap prices. On the other hand, the most progressive and successful merchants in this country are those who sell goods of merit, of unquestioned purity at moderate prices. We should endeavor to educate the public to purchase their goods straight, without premiums, gifts or coupons. Merchants all know, and the general public ought to know, that the stores which give gifts extra with purchases are, to a large extent, distributors of cheap trashy goods which they sell at prices away above their value. In many cases this is done to the detriment of the honest merchant who makes quality his leading feature, and honest values his trademark.—(Commercial Bulletin and Northwest Trade).

*Read before the Minnesota Pharmaceutical Association.—(West. Dr.)

SHOP TALK.

A number of Philadelphia druggists have made a good profit on spices this Summer through their sales to housekeepers putting up pickles and preserves, and while the season is almost over, still a relation of the method of one of the most successful may carry a hint or so to others in time to catch the Fall preserving. This druggist begins by selecting his spices himself in the whole condition, being particular to get the best and purest in the market, then he buys a quantity suitable to his trade and sends it to his drug miller to be ground according to certain specifications of his own—coarse and fine, and some is left whole. When his stock arrives he sets his clerks to work to putting up neat little packages, pasteboard cartons, holding about a dram of each kind, inside of which is a printed slip describing the spice, its origin, etc., and quoting prices on various quantities, laying particular stress on the freshness and purity of the stock the sample represents. These samples he sends to the houses of his customers and also to every family within four blocks of his store, taking up one street at a time for distribution. This requires on an average about two or three hundred samples. With the sample of spice he sends a little booklet giving old fashioned recipes for making pickles and preserves, the quantities being figured so that the sample is just enough for one batch, and which also contains description of the various spices, their adulterations, etc., and their uses. With this is an invitation to visit his store and select the stock of spices, etc., needed for the Summer's preserving. Black pepper, cinnamon, cloves, allspice, ginger, mace, nutmegs, red pepper, celery seed, cassia buds and coriander are the principal items of his stock, and he generally sends out four different kinds of spices as a sample. The cost of sampling three hundred houses he figured out this year to be about \$20, booklets and all, and his sales of spices has amounted to over \$150 already, with the gaining of a goodly number of steady customers. In Winter the same druggist pursues a similar plan with flavoring extracts, sending out samples of the favorite kinds and a similar booklet on their nature and manufacture. He uses cologne spirits and the best raw materials and turns out a very fine line of extracts, which, so he says, he can hardly make fast enough now to meet the demand. When he started in this campaign he had to compete with four or five grocery stores and one spice house, now he has the best trade of not only his neighborhood but also of several large bakeries and confectioners as well, and even sells good bills to several nearby apartment houses and restaurants. . . .

Boston is experiencing a new danger and trouble which has been designated the "third rail sparks," the tiny little particles of hot metal which are the result of the new elevated railway system, with a heavily-charged third rail as the motive power. The sparks seem to reach the eye with almost magnetic attraction. The difference between the "third-rail eye" and the more ordinary case is this, the steel chip enters the eye while at heat nearly white. It burns its way into the delicate tissues of the cornea, and has to be dug out with the most delicate instruments known to surgery. It leaves its mark in the shape of an almost invisible scar, that always inflames and may cause permanent injury. An eye once seared in this manner is always weaker than before. Ordinary foreign particles are easily removed, but the steel always sticks, as does any substance that burns its way into the flesh. A prominent oculist says that victims should go to the nearest druggist at once and have a few drops of 2 per cent. solution of cocaine put in the eye. This will deaden the acute pain. Then, by the shortest route, go to the hospital. Dr. Myles Standish, a noted Boston specialist, advises taking cab to the nearest oculist or hospital. "The sufferer must have skilful treatment immediately, otherwise bad things may happen."

"On Sundays" said a Chestnut street drug clerk, "we are besieged with demands for alcohol, as the saloons are all closed and everybody can't find a speak-easy, and the old soaks come in here with bottles for alcohol by dozens. They give all sorts of answers when we ask what they want with it as we do not care to sell it for a drink, and it's hard to keep from laughing lots of times. One old fellow who had probably begged a dime on the street came in for 10 cents worth 'for a chafing dish', another said he was an artist and wanted to clean brushes, and so on, but most of them declare they want it for 'burning purposes', and I guess they do, but the burning is in their stomachs. I am told they mix it with a little sugar and water and lemon juice, and that it makes a good drink—I don't want any in mine. Did you say you wanted a pint 'for burning purposes'? Well, be sure you scratch off our label if it burns you too much". . . .

H. W. Reitzke, the St. Paul druggist, has an exhibit in his windows, which is so simple as to be rare. It consists of little piles of drugs and minerals all labeled, comprising copper sulphate, oxalic acid, sugar of lead, corrosive sublimate, iron sulphate, potassium nitrate, citric acid, etc. The layout attracts considerable attention, being of much interest to laymen, who remark the difficulty of distinguishing between deadly and harmless drugs, so identical are they in appearance. Mr. Reitzke, who is prominent in the N. A. R. D., is full of original ideas as to how a drug store should be run.

IN THE CORNER DRUG STORE.

Good evening, Doctor! I have been trying to get you for the past three hours. You know that Hennessy family over in the east end? Well, I have an idea that some of them are very sick.

What makes you think so, Johnson?

Well, one of the children, that little boy about eight, was in here and wanted some medicine for a cough. From what he said I judge the whole family are sick, and that they have no doctor. You know Hennessy has been in hard luck for some time, and they are so devilish proud, I just thought that I would ask you to drop in and see what is the matter.

Yes, I just came from there.

Is that so? And how did you find them?

Well, Hennessy, you know, has weak lungs. He is down with a bad case of pneumonia. His wife was confined about three weeks ago—she is hardly able to be on her feet, and I found the twin girls very sick with the measles. That boy and the baby seem to be about the only well ones.

You don't mean it!

Yes—and there is practically no food in the house, and the place is as cold as a barn.

For Heaven's sakes, Doc, we must do something for them.

Yes, I telephoned Jackson to send them around some coal, and I stopped in Watkins' store and had him send up some groceries, and I thought perhaps your wife would run up awhile; no women folks about, you know.

Certainly. I am sure she will be glad to; but don't they need some medicines?

Well, yes. You had better fix up a box of those fever powders for him, and some mustard and flax seed for poultices—and a bottle of that port wine of yours with plenty of iron in it, would brace up the woman.

And what for the twin girls?

They are beyond any help from us, Sam!

You don't mean it!

Yes!

Both?

Yes!

PHOTOGRAPHIC SUPPLIES.*

By D. A. TAYLOR, Stevens Point, Wis.

In treating this subject, I will not confine myself wholly to the text, but will attempt to set forth some of the reasons which urge one to take up this line of goods, and the results accomplished. I shall state these matters as clearly and briefly as possible, rather in the way of a discourse than in the manner of a formal paper.

The first question which naturally suggests itself is this, "Is the selling of photographic supplies a legitimate line for one engaged in the business?" If we will give the matter a little consideration, an affirmative answer will result without much hesitation.

In the first place, it is an established fact that the scientific, the artistic side of photography, lies in the toning and the developing of the negative; pushing the button is an unimportant feature of amateur photography; the sun and the lens do the work. The after work, the developing, is the feature requiring the skill, and the skill displayed rests entirely with the purchase and the knowledge of certain chemicals and their uses.

Who is better fitted to deal in these chemicals, who is better equipped to give information, than the druggist? No one. It lies entirely within the scope of his professional ability, as much so as the compounding of prescriptions—it is the business of the druggist, and the druggist alone. All druggists deal in toilet articles, in stationery; some carry a stock of candies; and many deal in numerous other side lines bearing no relation whatever to the drug business. Why, then, shouldn't they deal in a line of goods whose proper use requires their professional skill and technical knowledge? The selling of cameras may be regarded as simply a side line, an accessory in the selling of certain developing and toning mixtures necessary for their use.

In all cities, except the largest ones, you will be unable to find houses dealing exclusively in photographic supplies; the demand is not large enough; it would not be sufficiently profitable. It is to the druggists who already have in stock the greater part of the chemicals used that the business of supplying the demand comes. The great strides in amateur photography have created an immense demand—it is then a question of who will supply the demand, yourself or your neighbor, who, perhaps, is engaged in some line of business entirely remote from photography.

The dealing in photographic supplies, besides being profitable in itself, draws to the druggist a desirable and high class trade. Amateur photographers are as a rule, people of some means, of good taste and artistic appreciations—their trade in the general drug line is to be sought after. If the druggist can supply their wants intelligently and satisfactorily in the matter of photographic supplies, he will, without doubt, secure the balance of their business in all lines in which he deals. The instruction and advice which he is capable of giving them brings him into closer relation with them.

It may have occurred to you in furnishing the amateur with supplies, you have antagonized the professional photographer—not so. It has only been the means of increasing his business, thereby creating a larger demand for chemicals—a demand which you can supply as cheaply as the regular supply houses, and at the same time make a fair profit.

So far I have not given any of my experiences in handling the line, but have merely discussed the advisability of druggists catering to the trade. It would require too much time and would be tedious, were I to go into details and figure out the profits resulting from the sale and the manufacture of the different solutions, etc. Perhaps it will suffice if I state, as a result of my experience, the following conclusions:

1. That it is a much more profitable side line for the druggist to handle than either toilet articles or

stationery.

2. That it is a line which is a legitimate one for the druggist to engage in.

3. That it has a tendency to bring to your shop a class of people of means, and in all a very desirable trade, a trade which, if satisfied with your photographic supplies, will purchase other necessities.

4. That amateur photography is not a fad which will soon cease to exist, but has surely come to stay, and if you do not make an effort to gain the trade, your neighbor, who is not so well equipped to furnish the supplies, will get the business.

5. That it is advisable to place in stock a large number of cameras—simply a few as an advertising medium—but be able to supply on short notice, all chemicals, printing papers, and the different requisites for amateur work.

PRODUCTION OF COD-LIVER OIL.

The yield of oil is not proportional to the number fish captured. Thus, in certain years, 1,000 cod are required to produce a barrel of about 100 litres of oil, while at no other time from 1,500 to 2,000 are necessary. This depends partially upon the weather, for if extreme cold be experienced during the earlier part of the expedition, the livers freeze, and are then less suitable for the production of oil.

Certain traders assert that each vessel should obtain 40 barrels of oil, but in the author's opinion this estimate is too high, as regards the medicinal oil at least.

A long series of tabular statistics are given, and from these it appears that the cod fishery in Newfoundland has slightly increased during the last few years, this increase corresponding to the increase in the number of vessels. In 1808, 171 vessels captured 26,082,866 kilos of codfish, probably yielding 3,835 barrels of medicinal oil.

Since 1805 the fisheries of Iceland and Dogger's Bank have decreased considerably, although the number of vessels has increased. Thus in 1809, 96 vessels captured 9,255,492 kilos of codfish off the east and west coasts of Iceland, while in 1898, 186 vessels captured only 9,230,470 kilos.

In the Norwegian fishery there appears to be a similar disappearance of the codfish. In 1809, only 37,584,000 fish were caught, as against 70,338,000 in 1894. This decrease, however, is to be attributed to the falling off in the Lofoden Islands fishery. On the other hand, while the mean annual yield of oil from the Lofoden Islands from 1887 to 1893 was 14,300 barrels, and from 1893 to 1896, 13,168 barrels, its value has steadily risen, and within the last decade its price has been doubled or even trebled.

The yield of oil from the French fisheries has remained almost stationary for 10 years. In 1868, 483 vessels captured 36,102,086 kilos of codfish, producing 5,310 barrels of oil.

In Japan about 330,000 vessels are engaged in sea-fishing. The codfishery is of considerable importance, and can be greatly developed. The codfish is found notably off the coasts of the island of Hokkaido and the provinces to the north of the island of Nippon and Hokouyetsou. In 1807 the value of the codfish captured was 1,000,425 francs. The oil amounted to 67,123 kilos, and was worth 8,930 francs, or 0.35 franc per kilo. in Japan.—(J. Pharm. Chim.; Jour. Soc. Chem. Ind.).

THE INTRODUCTION OF VACCINATION INTO DENMARK will be observed this year by a jubilee in Copenhagen, this being the hundredth anniversary of that event. Denmark claims to be one of the few countries to adopt this procedure without opposition to it. It is stated that during the eighteenth century that country suffered severely from smallpox. The city of Copenhagen during the last half of that century (with 100,000 inhabitants) lost 12,000 citizens from that disease, while Greenland and Iceland were half depopulated. The first cases were vaccinated July 6, 1801, with lymph received from Jenner himself, and it was at once widely used, so that the disease was at once checked.—(Am. Med.)

*Read before the Wisconsin Pharmaceutical Association.

THE NEW GASES IN THE ATMOSPHERE.*

By J. NORMAN COLLIE, F. R. S.

Professor Collie first alluded briefly to the early history of chemistry, mentioning the work of the French doctor, Jean Rey, who published a paper, in 1630, on the action of heat on certain metals. He found that tin and lead increased in weight when heated in the air. In 1674, Mayo—an Englishman—discovered that there were two gases in the atmosphere; one which supported life, the particles of which he called "nitro-aerial particles," because they were present also in nitre, and another gas which did not support life. In 1772 Rutherford obtained nitrogen in a moderately pure state, from the atmosphere; he called it "mephitic air." A little later in 1776, Priestley discovered oxygen, which he obtained by heating mercuric oxide; he applied the name "dephlogisticated air" to this gas. Later, Lavoisier called it oxygen—acid forming—because he supposed it to be essential for the formation of acids, a supposition which has since been proved to be erroneous. Scheele—the great Swedish pharmacist—had independently discovered oxygen a year previous to Priestley's discovery, but he did not publish his results until after Priestley had done so. To Cavendish is due the discovery that at least one other gas was present in the atmosphere. Besides using the ordinary method of analysis, absorbing one gas and leaving the other, he sparked the air with excess of oxygen and absorbed the product—oxides of nitrogen—by means of potash lye. His task was a very laborious one, as he only had a frictional electric machine at his disposal, which he kept working almost night and day for many weeks; at the end of this time he found there was still something left which would not absorb, which he stated to be about the one hundred and twentieth part of the original volume of air. This has proved to be very nearly accurate, but no further notice was taken of his results for over a century. In 1882 Lord Rayleigh announced his intention of accurately determining the density of oxygen and nitrogen.

He published his first results in 1888, and more results in 1892. The latter paper contained the germ which led to the discovery of argon. He found certain peculiarities in the so-called "atmospheric nitrogen." The specimens of nitrogen which he prepared chemically all had the same density, but that which he obtained from the atmosphere was too heavy, the error amounting to about one in two hundred. He reported his experiments on "atmospheric nitrogen," and every time it was wrong compared with nitrogen chemically prepared. Being a physicist, Lord Rayleigh handed the matter over to the chemists for investigation. Professor Ramsay then took the matter up. He absorbed the nitrogen, using a different method from that previously employed by Cavendish; he passed the "atmospheric nitrogen" over magnesium turnings heated to dull redness, passing the gas repeatedly over the magnesium for a considerable time; after about three months the gas which remained unabsorbed had a density of 10 instead of 14, the density of the original gas. A vacuum tube was filled with the gas under reduced pressure, and the spectrum examined; new lines, belonging to no known element, were observed; this was at first considered to be due possibly to an allotropic form of nitrogen. Lord Rayleigh and Professor Ramsay were working in conjunction; but Lord Rayleigh used Cavendish's method, with great improvements; he removed the nitrogen by sparking with excess of oxygen by means of a powerful alternating current, and by this process was able to absorb three or four litres of nitrogen in less than an hour. This yielded the same results as has been obtained by the magnesium method, and is always used for small quantities of gas. The excess of oxygen is removed by burning a small piece of phosphorus in the gas. Great care has to be exercised in doing this in order that no air or other im-

purity may be introduced into the gas. It was owing to an impurity—carbon—in the phosphorus, which gave rise to a complex spectrum, which misled Professor Ramsay into the belief that another gas, which he called metargon, was also present. This he afterwards proved to be incorrect. Shortly after this Professor Ramsay's attention was called to the fact that a certain mineral—cleveite—was said to yield about 1 per cent. of nitrogen when heated in vacuo. He immediately procured some of the mineral, and the gas obtained from it was sparked with oxygen, and the residual gas introduced into a vacuum tube and the spectrum examined. A brilliant yellow was observed, which at first appeared to resemble the sodium line; the slit of the spectroscopic was divided by means of a prism, and the spectrum of sodium examined at the same time, when it was seen to be totally different. In 1868 Professor Frankland and Sir Norman Lockyer had noticed this line in the spectrum of the corona of the sun; they called it helium. The line in the spectrum of the gas obtained from cleveite was then measured by Professor Crookes, and he found it to be identical with that seen in the solar spectrum. Some minerals give off helium in an almost pure state, but cleveite gives off nitrogen as well, which fact probably prevented Hildebrandt—the first observer—from discovering the presence of helium. Most of the minerals which contain helium contain uranium. One gramme of cleveite yields about 1 c. c. of helium. Nearly all the apparatus used in connection with this work had to be invented by Professor Ramsay. When liquid air was first produced Professor Ramsay had about one litre to experiment on; he allowed the first portion to boil off and collected the remainder in gasometers. He then absorbed the oxygen by passing the gas over red-hot copper, and the nitrogen by passing over red-hot magnesium. The spectrum of the residue was examined as before, when the lines of argon, and in addition some new lines—yellow and green—were observed. From this he obtained another new elementary gas, to which the name krypton (hidden) was given. A further supply of liquid air was obtained, and a large quantity allowed to evaporate quietly; the residue was freed from oxygen and nitrogen, and then consisted chiefly of argon, with krypton, and another new gas, which was called xenon. The mixture of these gases was liquefied by causing it to flow into a bulb immersed in liquid air; when the temperature rose the bulk of the argon was removed, the heavier gases, krypton and xenon, being left behind; and by repeating the process several times the three gases were ultimately separated from each other. Professor Ramsay had by this time obtained a Hampson apparatus for the production of liquid air in quantity at University College. Liquid air is richer in oxygen than the atmosphere, because oxygen is more readily liquefied. The gas escaping from the liquefier consists largely of nitrogen, with some argon, and in this was found another new gas—neon (new). This mixture of gases was then liquefied in a bulb immersed in liquid air; a current of air was then blown through the liquid until some of the gas had evaporated, which was collected separately; the oxygen and nitrogen were then removed, and the residue liquefied. This was then fractionally distilled, when the greater part of the neon distilled first, leaving the argon behind. The neon thus obtained showed the spectrum of helium, and for a long time they were unable to separate these two gases. Ultimately, however, an apparatus for the production of liquid hydrogen was designed and built at University College, and by means of the low temperatures obtained by liquid hydrogen the neon was finally obtained free from helium. The lecturer said that a remarkable fact about these gases was that they possessed no chemical properties whatever, and therefore the atomic weight was difficult to obtain. The molecular weight is easily obtained, as according to Avogadro's hypothesis, the density is equal to half the molecular weight. He then explained the reasons for stating them to be monatomic. If they were not, the atomic weights would be so small, and there

*Lecture delivered before the Chemists' Assistants' Association, London, and reported in the Pharm. Jour.; (Nat. Dr.)

would be no place for them in the periodic arrangement of elements, whereas if they are monatomic they fit in exactly. Again, the ratio of the specific heat under constant pressure to the specific heat under constant volume is 1 to 1.6; while in ordinary diatomic gases the ratio is 1 to 1.4. Professor Collie then showed the spectra of the various gases—helium, nitrogen, argon, krypton, neon, and xenon; the tube containing xenon, he pointed out, was very precious, for, as only 3 c. c. of the pure gas had been obtained, "he was not allowed to take very much!" All the tubes exhibited were filled by Professor Collie, and are of considerable historic interest. Krypton shows very brilliant green and yellow lines, one of which is seen in the Aurora Borealis. The following physical properties of the gases are interesting:

Helium.—Refractivity=0.1238. Density, 1.98. Its boiling point is not known, as it has not been liquefied, but has the lowest boiling point of all gases below -250°C . Its critical temperature is not known.

Neon.—Refractivity=0.2345. Density, 9.97. Its boiling point is not known, but is between -250° and -204°C . Critical temperature is below 68° absolute temperature.

Argon.—Refractivity=0.068. Density, 19.06. Its boiling point is 86.9° absolute, and the critical temperature 155.6° absolute.

Krypton.—Refractivity=1.449. Density, 40.78. b. p., 121.33° absolute, and the critical temperature is 210.5° absolute.

Xenon.—Refractivity=2.364. Density, 64. b. p., 163.9° absolute, and critical temperature is 287.7° absolute, and it can therefore be liquefied by pressure alone.

The chairman, in the course of his remarks at the conclusion of the lecture, said he was proud to know that all this great work had been done by Englishmen; he was sure they had all enjoyed the lecture very much and had learned a good deal. He had very great pleasure in thanking Professor Collie for coming to lecture to them, and proposed a very hearty vote of thanks, which was carried unanimously.

Professor Collie said it was always a pleasure to him to speak on chemistry, and a double pleasure to speak about these new gases, as he had been "in at the death" with all of them, and had the pleasure of "following the hounds" with two of them.

DETANNATED TINCTURE OF CINCHONA.

W. H. Blome and A. B. Stevens of the Department of Pharmacy of the University of Michigan presented a short paper on this subject at last month's meeting of the Michigan Pharmaceutical Association, held in Detroit. The work outlined in the paper was carried out some time ago with a view to ascertaining the relative value of the tincture made by the National Formulary method and the so-called lime method. A sample of cinchona was assayed in duplicate and found to contain 4.58 per cent. of total alkaloids. A quantity of tincture was prepared from the same sample of cinchona by the lime method of E. Fisher (Proc. A. Ph. A., 1894, p. 581): A quantity of the tincture representing 10 grams of the bark was assayed and yielded 4.45 per cent. of total alkaloids. Therefore it was evident that 1.13 per cent. of alkaloids had been lost during the manufacture of the tincture. From another lot of drug assaying 3.91 per cent. of total alkaloids, fluid extract was prepared by the U. S. P. method and was assayed in duplicate, yielding 2.88 per cent. of total alkaloids, or 1.03 per cent. less than the drug from which it was made. From this fluid extract a quantity of detannated tincture was made according to the National Formulary method, which was assayed in duplicate using enough of the tincture to represent 10 grams of the drug; a yield was obtained of 1.6 per cent. less than that contained in the fluid extract, and 2.31 per cent. less than that contained in the drug from which these preparations had been made. "These preparations," declared the authors, "were made as carefully and as accurately

as any first class pharmacist would make them, our object being to find out which method would give the more satisfactory results in the hands of the average pharmacist." The experiments showed, in the first place, that the lime method requires much less time, attention and manipulation than that of the National Formulary. In the second place there was a loss of but 1.03 per cent. of alkaloids in the manufacture of the tincture direct from the drug by the lime method, while the corresponding loss in the National Formulary tincture was 2.31 per cent., or more than twice as great as that by the lime methods. Each manipulation evidently occasions a loss of alkaloids.—(Bulletin of Pharmacy).

SMALLPOX REMEDY.—In a recently published article on the treatment of small-pox Laws (Cal. Med. Jour.) states that he does not consider the disease any more contagious than measles, and that with the same precautions he can cure and limit the disease. He recommends the "French Academy of Science" remedy, which has the following formula:

Zinc sulphate.....	1 grain
Digitalis, powdered	1 grain
Sugar	1 dram
Water	2 drams

Mix and rub well together; then add water to make 4 ounces, and shake well at every dose. To one already sick he gives a teaspoonful of the mixture every hour day and night for 24 hours. Also give freely pleasant solutions of bitartrate of potash, lemon juice or cider vinegar. But little food should be given in the first 24 hours, after that any light, digestible diet is in order. For those simply exposed the zinc mixture given every 2 hours in the daytime is a sure prophylactic.

VASELINE.—Hoehnelt gives the following as the properties of vaseline. The melting point is between 37° and 50° , odor should be absent, heated in a water bath with an equal volume of permanganate solution (1 in 1,000), white vaseline ought not to decolorize this solution in less than fifteen minutes, the yellow in less than ten minutes. The viscosity is determined at 60° and 75° by Engler's process. It is generally between 1.30 and 1.60; a lower figure indicates a mixture of solid and liquid paraffin. For good vaselines the proportion of carbides distilling below 200° should not exceed 2 to 8 per cent. They ought not to blacken when heated on a water-bath with an ammoniacal solution of silver nitrate. The iodine index is variable (7 to 12); the index of refraction taken at 55° is between 1.459 and 1.478. If the saponification figure is not 0, there is mixture with a vegetable or animal fat.—(Pharm. Post; Br. & Col. Dr.)

THE BOTTLING AND SHIPPING OF MINERAL WATERS is a new industry which has been established in Mexico within the past two years. Many varieties of these waters exist throughout the country, the best known being those from the springs at Topo Chico, near the town of Monterrey, in the State of Nuevo Leon, and those of Tehuacan, about ninety miles from the City of Puebla. At both places accommodation has been provided for such persons as desire or are ordered to take the waters at the springs. Thermal springs of varying temperatures are found in many parts of the Republic. Some are quite tepid, while others, in the States of Aguascalientes and Jalisco, the water is so hot that it is only used for bathing purposes, under medical advice. The composition of the waters is said to vary a great deal, but in the majority of cases sulphur is found to a more or less degree.

SULPHUR CREAM.—The following formula for an ointment used extensively in the treatment of dandruff is going the rounds of the medical journals: White wax $\frac{3}{4}$ drams; petrolatum $\frac{1}{2}$ ounces; rose water 1 ounce; sodium borate 15 grains; precipitated sulphur $\frac{3}{4}$ drams. The resulting preparation is said to be a smooth white ointment without sulphur odor, does not separate and keeps perfectly.

QUESTION BOX.

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of the Era. Copies of these may be obtained at ten cents each.

Whitewash.

(S. T. E.) Whitewash that answers best for inside work is rarely fit for exposure to weather, and the same may be said as regards wood and brick, plaster and stone. For the latter (brick, plaster, etc.) where exposed to weather, there is nothing better than a wash made of 10 parts of freshly slacked lime and 1 part of hydraulic cement, with the addition of five or six ounces of glue and the same amount of salt to each gallon of wash. This is the whitewash used by the United States Government on its light houses, etc., and none is more lasting or brilliant.

For inside work, lime is not to be compared to whitening. To prepare the latter, first make an estimate of the amount required, by measuring the surface to be whitened. Four gallons of wash will whiten 10 yards square (100 square yards) of surface, providing, of course, there is no wasting in attempts to whiten the floor and furniture while daubing the walls. To make this will require 12 pounds of whitening, 2 pounds of carpenter's glue and 1 ounce of ultramarine blue. Prepare as follows:

Soak the whitening over night in an abundance of water, thoroughly stirring the washing, and let settle till morning. Then pour off the extra water, leaving the whitening just wet enough to work up well. It should then be put through a strainer to get rid of the lumps and render it homogeneous.

The glue should also be prepared over night, so as to be "jellied" in the morning. To make it, use 8 ounces of good, clear glue to each gallon of water. Heat lightly, but do not allow the water to come to a boil, as this destroys its adhesiveness. Stir the solution frequently, and as soon as the glue is dissolved, remove the pot from the fire.

Having your whitening ready, stir in the coloring matter, add the jelly and pour in sufficient hot water to make four gallons. This will answer capably for ceilings; but walls or parts of the indoor work coming in contact with lathing, or likely to be fingered much, should have considerable more sizing, from one-quarter to one-half more, according to circumstances. If well done, this method of treatment is preferable to painting.

For fine outside work the following is better. Slack a bushel of fresh quicklime with boiling water, and cover while the process is going on. Strain and add 2 pecks of salt dissolved in hot water; 6 pounds of rice flour made into a paste with hot water; 4 pounds of Spanish whitening, and 2 pounds of good, clear glue, dissolved in hot water. Stir well until mixed. Keep in a kettle and apply hot. This wash is better if preserved several days before applying. When used it should be put on as hot as possible, using paint or whitewash brushes. This covering is a durable as paint and far cheaper.

Furniture Polish.

(P. E. L.)

Red.

Oil of turpentine 16 ounces
Alkanet 4 drams
Beeswax 4 ounces
Digest the alkanet in the oil until sufficiently colored; then scrape the beeswax fine and form a homogeneous mixture by digestion over a water bath.
For a pale polish omit the alkanet.

White.

White wax 1 pound
Solution of potash 32 ounces
Boil to proper consistency.

Polish for fine carved wood.—Take 8 ozs. of linseed oil, 8 ozs. of old ale, the white of an egg, 1 oz. of spirit, 1 oz. of spirits of salt. To be well shaken before using. A little is to be applied to the face of a soft linen pad and lightly rubbed for a minute or two over the article to be restored, which must afterward be polished off with an old silk handkerchief. This will keep any length of time if well corked up.

For Delicate Cabinet and Papier Mache Work.

Linseed oil 16 ounces
Spirit 8 ounces
Vinegar 8 ounces
Buter of antimony 2 ounces
Oil of turpentine 8 ounces

Shake well before using and apply with a wooden rubber.

Oil of turpentine 16 ounces
Rectified oil of amber 16 ounces
Olive oil 16 ounces
Oil of lavender 1 ounce
Tincture of alkanet 4 drams

Mix.

A cotton rubber is saturated with this polish, which is thus applied to the wood. The latter is then well rubbed with soft dry cotton rags and wiped dry.

Other formulas may be found in previous volumes of the Era. Consult the indexes.

Harness Dressing.

(S. O. M.) Harness Dressing is sold ready made at a very reasonable price. Still if you desire to prepare your own there are plenty of formulas in existence. The following is among the more satisfactory.

Myrtle wax 2 pounds
Beeswax 2 pounds
Tallow 2 pounds
Lamp black 1 ounce
Castor oil 2 pints
Neatsfoot oil 1 gallon

Mix well by the aid of a gentle heat and always mix thoroughly before using. The harness should be well cleaned before applying any kind of a dressing. It is best to wash the leather with soap suds and then dry with a cloth before using the dressing.

The Era Formulary gives the following formula for—

Harness Jet.

Best glue 4 ounces
Good vinegar 1½ pints
Best gum arabic 2 ounces
Good black ink ½ pint
Best isinglass 2 drams

Dissolve the gum in the ink, and melt the isinglass in another vessel in as much hot water as will cover it. Having first steeped the glue in the vinegar until soft, dissolve it completely by the aid of heat, stirring to prevent burning. The heat should not exceed 180° F. Add the ink and gum and allow the mixture to again rise to the same temperature. Lastly mix the solution in isinglass, and remove from the fire. When used, a small portion must be heated until fluid, and then applied with a sponge, and allowed to dry on.

Sealing Wax.

(P. E. L.)

Red.

Orange shellac 4 parts
Venice turpentine 2 parts
Vermilion 1 part

Melt the former two together, and stir in the latter over a clear fire.

Black.

Shellac 4 parts
Venice turpentine 2 parts
Lamp Black a sufficiency
Oil of turpentine a sufficiency

Mix the lamp black into a paste with the turpentine, and add q. s. to the melted wax and turpentine to color required.

Blue.

Shellac	2 parts
Gum damar	2 parts
Burgundy pitch	1 part
Venice turpentine	1 part
Artificial ultramarine	3 parts
Manipulate as with the red.	

Yellow.

Shellac	16 parts
Venice turpentine	8 parts
Burgundy pitch	4 parts
Chrome yellow	3 parts
Carbonate of magnesium	1 part
Oil of turpentine	d. s.

Moisten the magnesia with the turpentine, and add to the other ingredients mixed together.

Night Blooming Cereus in Alcohol.

(X. Y. Z.) The night blooming cereus in alcohol, quoted in the Era Price List Supplement of July 25 (page 27), is simply the crushed stems and flowers covered with alcohol, this preparation being diluted when required for use with a definite proportion of alcohol to form the tincture. As the flower is stated to contain twice as much alkaloid as the stem, this preparation of flowers and leaves is said to be made only once a year, in the month during which the flower is produced. The American Homeopathic Pharmacopoeia gives the following method for preparing the tincture:

The fresh flowers, together with the youngest and tenderest stems, gathered from plants growing in their native country, are chopped and pounded to a pulp and weighed. Then two parts by weight of alcohol are taken, the pulp mixed with one-sixth part of it, and the rest of the alcohol added. After stirring the whole well and pouring it into a well-stoppered bottle, it is allowed to stand eight days in a dark, cool place. The tincture is then separated by decanting, straining and filtering.

Wholesalers and jobbers in this city inform us that there is scarcely any demand for this preparation, some of them reporting that they have not sold a pound bottle of it in a year or more.

Antiseptic Solution.

(Dr. S.)

(1) Benzoic acid	64 grains
Boric acid	128 grains
Thymol	30 grains
Menthol	30 grains
Borax	30 grains
Oil of eucalyptus	4 drops
Oil of wintergreen	4 drops
Oil of horsemint	5 drops
Alcohol	4 ounces
Water, enough to make	1 pint
(2) Boric acid	15 grains
Sodium bicarbonate	8.5 grains
Benzoic acid	17 grains
Thymol	17 grains
Menthol	2 grains
Oil of gaultheria, 42 drops or	1.34 gram
Oil of eucalyptus, 21 drops or	.6 gram
Tincture of baptisia, 450 drops or	.9 Cc
Alcohol	400 Cc
Distilled water, a sufficient quantity to make	1,000 Cc

Dissolve the sodium bicarbonate and the boric acid in 300 Cc. of water. Dissolve the remaining ingredients in the alcohol. Add the first solution to the second, and then add sufficient distilled water to make 1,000 Cc. Filter if necessary.

See also paper by Prof. W. L. Scoville, this journal August 29, 1901 p. 252.

Removing Glass Bottle Stoppers.

(Clerk) To remove fixed bottle stoppers is sometimes a very difficult operation. Occasionally it is simply impossible, especially when the glass stopper has become fixed by means of the corrosive action of alkali, or other substances capable of practically forming the stopper and neck of the bottle into one piece. Under such circumstances it is best to carefully break off the entire neck by a carefully directed blow with a wooden mallet or a stick. In the case of bromine bottles it is essential to guard against spilling the contents on the hands or clothing which in addition to the loss causes severe injuries.

As a rule a stopper that can be removed at all will yield to continued and careful manipulations with the hands, especially if it is hit with a piece of wood, first on one side than on the other to start it. The use of heat should be a last resort and always carefully applied and draughts of air avoided. Heat from friction or a match, or hot water can be used, but a heated temper never assists in such cases.

Burnt Cork.

(W. J. B.) Here is a preparation used by ministers:

Best lampblack	1.1 gram
Cacao butter	.6 grams
Oil of neroli	5 drops
Melt the cacao butter, add the lampblack, and while cooling make an intimate mixture, adding the perfume toward the last.	

Here are two formulas from the Era Formulary.

(1)—Beat the finest lampblack into a stiff paste with glycerine and apply with a sponge; if necessary mix a little water with it when using. Easily removed.

(2)—Drop black (made by burning camphor and washing the soot with spirit) 2 drams; oil almond, 2 drams; coconut oil, 6 drams. Mix, perfume and cast into sticks.

Flavoring for Wine of Pepsin.

(J. B. D.) We cannot give the formula for the flavoring employed in the proprietary preparation you name. Many manufacturers undoubtedly rely on the kind of wine they employ to supply the characteristic flavor, and the sherry, sweet angelica, sweet muscatel and other wines have been used for the purpose. An English formula for wine of pepsin in the following:

Soluble scale pepsin	5 1-3 drams
Distilled water	3 ounces
Glycerine	2 ounces
Strong hydrochloric acid	2 drams
Detannated sherry, to	20 ounces

Mix together the acid and the water, and dissolve the pepsin in the mixture; then add the glycerine and the sherry, and after three days filter.

Elixir of Terpin Hydrate, Compound.

(H. B. M.) We have had no practical experience with a formula containing all of the substances you name. However the following is suggested:

Terpin hydrate	128 grains
Cocain sulphate	16 grains
Saccharin	1 grain
Glycerine	4 fl. ounces
Refined oil of tar	266 minims
Tincture of lobelia	128 minims
Tincture of gelsemium	128 minims
Alcohol	6 fl. ounces
Simple elixir, enough to make	16 fl. ounces

Dissolve the terpin hydrate and saccharin in the alcohol with the aid of gentle heat; add the oil of tar and the tinctures, and shake. Then add the glycerin, and finally, the simple elixir, in which the cocain sulphate has previously been dissolved. Let stand over night and filter through paper.

Test for Formaldehyde in Milk.

(H. B. M.) See last week's Era, page 308.

Elixir Heroin and Terpin Hydrate.

(L.) See Aug. 15, 1901, Era, page 204.

TO TEST KOCH'S THEORY.—The question of whether or not animal tuberculosis can be communicated to human beings has led T. L. Monson, state dairy commissioner of Colorado, to agree to submit a thorough test of the matter, provided a suitable annuity for his family is guaranteed in case the experiment should prove fatal to him. Mr. Monson has given a great deal of study to tuberculosis and the peculiarities of the disease in cattle and human beings and is a firm believer in the theory recently promulgated by Professor Koch, that animal tuberculosis is not transmissible to man.

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NEWS DEPARTMENT.

NEW YORK AND VICINITY.

KINGS COUNTY SOCIETY.

First Fall Meeting Discusses Worcester Plan and Passes Resolutions of Sympathy for President McKinley—President Anderson Talks Convention.

If the attendance and the spirit of the first meeting of the Kings County Pharmaceutical Society after the Summer vacation can be taken as a criterion of what may be expected in future meetings, the outlook for the year's work is most flattering. The meeting was held at the Brooklyn College of Pharmacy, No. 329 Franklin avenue with President O. C. Klein in the chair. The most important matter that came up for consideration was the Worcester plan, which was endorsed by the society and the two delegates, William Muir and Professor W. C. Anderson, were instructed to work and vote for its adoption as the working plan of the N. A. R. D. A large part of the time of the meeting was taken up in the discussion and exact definition of the plan by Prof. Anderson and J. Leyden White, the representative of the Phenyo-Caffien Company of Worcester, Mass. Mr. White has been urging the plan wherever he has gone and reports a general disposition on the part of associations to favor it, because, where tried, it has proven effective as a price restrictive system that the courts have uniformly held good when suits have come up for breach of contract in violating the agreement which it contains for the support of prices. Under the Worcester plan the intention is to make an attempt to have the contract price and agreement labeled on the proprietor's goods so that there can be no mistake or pleading of mistake in dealing with the article. Although the proprietors have not as yet been approached on this matter, Mr. White says that so far as he has investigated, they are willing to support any scheme which they have an assurance will stick.

President W. C. Anderson of the N. A. R. D. said that he would go to Buffalo and act in his capacity as president from a national point of view in the same manner and spirit that he had shown locally. He pointed out the weakness and utter inadequacy of the tri-partite plan on account of its simply advisory nature, which could be broken by one dishonest man in the circle, and showed the strength of the Worcester plan with a binding agreement enforceable at law behind it. He said that the outlook was most encouraging and from what he had heard the delegates were coming to Buffalo prepared for a great step in progress and determined to take it. That a uniform, binding plan effective for every affiliated association would be formulated and put through without sectional feeling is the firm belief of the president of the national association.

A resolution, presented by William Muir, referring to the attempted assassination of President McKinley and extending the sympathy of the society to the members of his family, was passed by a rising vote.

The committee on by-laws, appointed to revise and reprint the constitution, list of members, etc., reported progress. This committee will hold a meeting on the 19th to complete its labors. Two new members were elected to the society. They are Philip Shapiro, No. 212 Hoyt street and George Lindner, No. 1263 Myrtle avenue. Application for membership was received from Curtis Classen. The report of Treasurer P. W. Ray

showed the society to be in a flourishing condition, with \$556.35 in the treasury.

President C. F. Schlessner of the Deutscher-Apotheker-Verein was present to invite the society to attend the celebration of the Golden Jubilee of his society on October 1. The invitation was accepted.

HELD FOR PERJURY.

Joseph Cadot Presented Forged Affidavits from Montreal in His Application to the Board of Pharmacy.

Joseph Cadot, No. 284 Henry street, Brooklyn, was arrested on September 6, on a warrant issued by Magistrate Deuel, upon the charge of perjury made by the Board of Pharmacy of the State of New York. His case came up for a hearing before the same Magistrate on September 9, when upon waving examination he was placed under \$1,000 bail to await the action of the Grand Jury. Cadot applied to the Board for examination on May 22, 1901. He then stated under oath on his application for examination that he had been employed by P. O. Giroux in Montreal, Canada, from 1896 to 1899, and also presented an affidavit purporting to have been sworn to by Giroux before a commissioner of the Superior Court of the Province of Quebec, bearing out Cadot's assertion. Investigation proved that Cadot had never been employed by Giroux and that some person, presumed to be a confederate of Cadot, had impersonated Giroux before the Canadian commissioner and sent or given the false affidavit to Cadot, who then presented it to the Board with his application for examination. Mr. Giroux appeared before Magistrate Deuel and testified he never had Cadot in his employ and that the affidavit purporting to bear his signature, was, a forgery. E. Muir, the Secretary-Registrar of the Pharmaceutical Society of the Province of Quebec also appeared with the official Registrar of the Pharmaceutical Council and proved that Cadot was never registered as an apprentice or employee in Montreal and also proved that only one Giroux, P. O. Giroux, had ever been engaged as proprietor of a pharmacy in Montreal.

The Board is convinced that there is a certain amount of perjury practiced both by candidates for examination and by persons claiming to have been employers of candidates, and will devote all its energies toward ferretting out such cases and bringing them to trial, in order to put a wholesome check on such practices. Cadot, it appears, was formerly in the clothing business.

THE CANADIAN SYSTEM.

Secretary-Registrar Muir of Montreal Will Fur- nish State Board With Required Pre- paratory Scheme in Quebec.

One of the distinguished visitors to New York the past week was Ebenezer Muir, of Montreal, Canada, who is the Secretary-Registrar of the Pharmaceutical Society of the Province of Quebec. Mr. Muir was called to the city by the State Board of Pharmacy to testify in the perjury case against Joseph Cadot. Mr. Muir gives an interesting account of the amount of preparatory work which is necessary for a person to take in Canada in order to become a registered pharmacist. Sidney Faber, Secretary of the New York

State Board has asked Mr. Muir to draft for him a statement of this scheme of preparation of candidates for use in drawing up legislation and prescribing apprentice work for druggists and clerks. Briefly Mr. Muir said:

"Although we have not the advantage of your splendid pharmaceutical colleges our system of preparation is a most thorough one, is rigidly applied in all cases and has given most satisfactory results. Before a person can become an apprentice we require a pretty stiff preliminary examination covering the common branches and some scientific subjects. We then require an apprenticeship of three years and this is uniform. After this term, the candidate is considered competent for all purposes except managing or owning a store. In order to fit himself further, he must serve one more year. Upon satisfactory examination he is then registered as a licensed pharmacist."

Complaints Must Be Specific.

Almost all of the complaints which are presented by retailers to the secretary of the State Board of Pharmacy contain no definite statement of facts but deal only in generalities, which can afford no base for procedure on the part of the officers, however anxious they are to get at violators of the law. The officers of the board express themselves as delighted with the interest of the trade in upholding legitimate pharmacy, but urge that in making complaints, those who appeal to the board should wait until they have sufficient evidence to warrant an investigation and upon which to base an action. The following is a sample of the general letter:

Brooklyn, Sept. 3, 1901.

Secretary of the Board of Pharmacy,

Dear Sir:

Ref. to call your attention that Mr. Blank of number Blank, Blank street, applied for the examination of the Board of Pharmacy without having any practice at all. I think it is your duty to find out all particulars about him. This case will not be attended, I will apply to a higher member of the board. It is time to stop manufacturing those great pharmacists.

Yours, etc.,
DRUGGIST."

SPONGE EXHIBIT.

Albert Hart, representing the house of the Smith, Kline & French Co., of Philadelphia, has opened a display of sponges at the Broadway Central Hotel, rooms, 416-418, to continue throughout the week. The exhibit fills two large rooms, the walls being banked with cases of sponges of the finest varieties, of the total value of \$15,000. It is arranged in an effective manner. The sponges are packed in uniform sizes in the cases and are carefully graded. The feature of the display is a corner full of the rare and valuable Mandruka cup sponges, of the most perfect specimens in the market. Another part of his exhibit in which Mr. Hart takes especial pride is his splendid samples of large sponges which are perfect in shape and texture. The exhibit will be photographed on Wednesday. A series of cards have been issued to the trade inviting an inspection of the exhibit. A similar display is being made in Boston this week.

Police After a Green Tie—Annoy a Druggist.

C. L. STEVENS of the William Quencer Pharmacy, Fifty-seventh street and 9th avenue says that he will never again wear a green tie except on St. Patrick's Day. During his recent trip to Niagara and the Pan-American, he came very nearly to being arrested a number of times, all on account of an emerald scarf of brilliant hue. It is needless to say that it was the other home ruler for whom the police and detectives were looking. He wore a green tie when last seen, and Mr. Steven's neckwear certainly answered the description. It was only after several long winded explanations to policemen and plain clothes men that he escaped a ride and arrived at the hotel where he could retire his new creation in green to the rag bag.

NEW REBATE LIST.

C. F. Shoemaker, chairman of the Committee on Proprietary Goods of the National Wholesale Druggists Association has made an announcement to the trade that the revised edition of the Rebate List is now in the printer's hands and will be ready for delivery in about two weeks. The books will be bound in leather and the prices to members of the N. W. D. A. have been fixed at 25 cents per copy; non-members 50 cents per copy. Those wishing to obtain copies of the book should address their orders with remittance to the chairman of the committee, C. F. Shoemaker, Philadelphia, Pa.

N. A. R. D. A. Holds First Meeting.

The New York Retail Druggists' Association held a meeting Friday evening, September 13. President J. Weinstein presiding. This was the first fall meeting after two months vacation and was called for the purpose of selecting a delegate to the N. A. R. D. convention. Mr. Weinstein was chosen to represent the association. The powers of the Committee on Ways and Means were enlarged and one of its chief duties in the future will be to enlist new members in the organization. A determined effort is being made to bring every retailer of the district into the association.

Brooklyn College Alumni Outing.

The Alumni Association of the Brooklyn College of Pharmacy will hold its annual outing at Distler's West End Park, Jamaica, L. I., on Wednesday, October 2. The committee has made out a splendid programme of sports including baseball, bowling and other games. There will also be dancing and a dinner will be served at 7 o'clock p. m.

NOTES.

—Nearly 100 applications for admission have been received at the Brooklyn College of Pharmacy. Dr. William Muir in his report to the King's County Society said that the college would not be able to accommodate all of the applicants. He thinks there will be over 200 before the time for opening. Action will be taken at once looking toward the construction of new buildings this Winter. The building committee which has been appointed by President Klein of the society will hold a meeting in a few days and lay definite plans for action. The college has in the treasury \$2,200 according to the report of Treasurer Ray.

—W. W. Tamlyn, with Whitall, Tatum & Co., entertained a number of friends on the steam yacht "Margenta" last week. Mr. Tamlyn's reputation as a genial host was upheld on this occasion. Among the guests were Geo. Leach, E. Settitz, J. M. Manion, W. J. Vorbach, Thos. Mulligan, Horace Redding, Norman W. Drescher and Emil Nielsen. Liquid and solid refreshments were served and all report a thoroughly enjoyable cruise, despite the fact that there were several bad sailors aboard.

—Dr. Isaac Saylin, a Buffalo druggist at No 1332 Broadway, has been arrested in Chicago on the charge of being one of the conspirators in the anarchists' plot, which resulted in the assassination of President McKinley. He is known to be a friend and confidant of Emma Goldman having held conversations with her over the long distance telephone when she was in Rochester and having sent her money. His store is near the Nowak Hotel, where Czolgosz stopped in Buffalo.

—Among the out-of-town druggists who have called on the local trade the past week with a view to buying are A. W. Twiss of Bethel, Conn.; W. L. Briner of Princeton, N. J.; W. E. Burke of Marsh & Burke of the same place, E. T. McIlvaine of Aspen, Col.; W. E. Pinks of the Meriden Drug Co., Meriden, Conn., and W. W. Mosher of the same place, who has been visiting the Buffalo Exposition with his son.

—Notices have been sent out by the committee of the Retail Druggists' Bowling Association that the opening night has been postponed until October 8 on account of the conflict of the original date with the celebration of

the 50th anniversary of the Deutscher Apotheker Verein. The alleys, however, will be open to members who wish to bowl October 1.

—John T. Cotingham and Miss Lottie Moore, two of the most popular of the business staff of R. W. Robinson & Son, No 228 Fulton street, were married on the 9th. Both have been connected with the firm for several years. The ceremony was performed at the home of the bride's parents at Hasbrouck Heights. The bride and groom have gone to Buffalo on a wedding tour.

—James Carty, Fifteenth street and Avenue A, against whom the Hostetter Co., proprietors of Hostetter's Stomach Bitters, have brought suit for damage and injunction for refilling the Company's labelled bottles with another preparation, is not a pharmacist, as stated in the morning papers, but a retail liquor dealer.

—S. V. B. Swann, secretary of the Manhattan Pharmaceutical Association, formerly with Kellogg & Co., but lately representing the Fischer Chemical Importing Co., has resigned his position and purchased the pharmacy of Alfred Beley, at Fifty-second street and 6th avenue. Extensive improvements will be made in the store.

—W. F. Pflueger, of the Manitowoc Aluminum Co., Manitowoc, Wis., formerly of the Corporation of Jermain, Pflueger & Kuehnsteadt, wholesale druggists of Milwaukee, Wis., was in the city during the past week, but was called home suddenly by a telegram announcing the death of his brother-in-law.

—Max Mariamson, President of the Bronx Pharmaceutical Association, No 2, is removing his store at the northwest corner of Union avenue and 156th street to the opposite corner, where he has secured more commodious quarters which will be newly furnished and opened the latter part of the month.

—David Costello, manager of Caswell, Massey & Co.'s store at Twenty-fifth and Broadway, has gone on a European tour. He will visit London, Paris, Berlin and Italian cities, being absent about two months. Mr. Costello has been manager for this company for 22 years. Brevard Culp acts in his absence.

—E. A. Sayre, of Seabury & Johnson, has left the city for a Western trip in company with Mrs. Sayre. He will attend the sessions of the American Pharmaceutical Association in St. Louis. Three other New York representatives from Seabury & Johnson will be present at the meeting.

—The members of the Apothecaries' Bicycle Club and a number of their friends made a trip a wheel to Valley Stream, L. I., September 12. The enjoyment of the ride was slightly marred by the heavy afternoon rain. The next ride comes off to-day when the club goes to Somerville, N. J.

—N. Patross, who has a drug store at No. 146 Avenue C, near Ninth street is opening a branch in the same block on Avenue D. The population is very dense in this quarter of the city and will doubtless make possible the successful operation of two stores so near together.

—At a meeting of the Board of Directors of the Drug Club, held September 11, R. R. Lampa and Jacob Plaut of Lehn & Fink, and J. A. McGean of the American Linsced Company, were elected to membership. There are now but seven names on the waiting list.

—The examination of the Eastern Branch of the State Board of Pharmacy was held at the Brooklyn College of Pharmacy yesterday. Sixty-five candidates were examined. Of these 62 took the examination for pharmacists and three took that for druggists.

—Joseph Plaut, of Lehn & Fink, has been enjoying a pleasant vacation, going to Niagara, Buffalo and the Catskills with his family. A. P. Plaut of the same firm is away for a ten days' outing to Niagara, Buffalo and the Thousand Islands.

—J. Tetsch, the representative of the perfumery concern of R. H. Wolf, Sohn-Karlsruhe, Germany, called at the offices of W. L. Strauss & Co., No. 27 Warren street last week. He is on his way to Cuba and South America in the interest of his firm.

—A new drug store has been opened at No. 693 Third avenue by Mr. Coghlan, the pharmacist who has invented a powder measuring machine. The device is one which can be graduated to any weight of powder and insures absolute accuracy.

—Thomas W. Hogan, president of the Hogan-Johnson Drug Company of Lafayette, Ind., has been in Buffalo and New York the past week and goes from here to Boston with his daughter who will enter Wellesley College.

—Thomas A. Monroe of the Eastern Drug Co., Boston, made a business trip to New York September 12. Another Boston man who called on the local trade was J. A. Gilman of the house of Gilman Brothers, wholesale druggists.

—P. A. Giroux, one of the leading druggists of Montreal, was in the city several days the past week to testify before the Grand Jury in the Cadore perjury case, which is the subject of a news story in another column of this issue.

—Fifty-three nurses from the Blackwell's Island training school visited and inspected the establishment of Parke, Davis & Co., September 10. This inspection is considered of great education value and is held annually.

—Contrary to report, R. Mathewson, pharmacist, of Middletown, Conn., has not sold his store. The negotiations for the sale have fallen through and the store will continue under the present proprietor.

—M. G. Breitenbach and E. G. Wells, of the Pepto-Mangan Co., Samuel Owens, of the Glyco-Thymolin Co., and Martin H. Smith, of M. H. Smith & Co., made up a theatre party last Friday night.

—J. A. McInery, the druggist of Ansonia, Conn., who was badly injured in a runaway about a month ago, has written to friends in this city that he is now able to return to his duties.

—Two pharmacists from "way down South," who were buyers here the past week were C. F. Harrison, a manufacturing druggist of Citra, Fla., and William Atwood of Daytona, Fla.

—F. M. Robinson, Secretary of the Coca-Cola Co., is spending three weeks with the New York manager of the company, H. T. Applewhite, No 63 South Washington street.

—The Manhattan Pharmaceutical Association held a meeting on Monday night. A large amount of work was outlined by the several committees for the fall and winter.

—Henry Woodward, a pharmacist of Middletown, Conn., is taking a Western trip to Chicago, Milwaukee and other points. He will stop over at the Pan-American on his return.

—George W. Hurlbain, owner of two of the largest pharmacies in Washington, D. C., was seen in the drug section on the 10th. He is laying in his Fall and holiday stock.

—E. Ensign, formerly a pharmacist in New York City but now the proprietor of a store in Bridgeport, Conn., made several calls on friends of the local trade last week.

—Henry B. Crosher has sent out a new batch of orders, most of which have fallen into the hands of wise men, so that the shady dealer will doubtless have a light harvest.

—James J. Battier, prominent in both drug and political circles of Memphis, Tenn., is in New York visiting the trade with a view to buying for the holiday trade.

—William Schoelers of Sea Cliffe and T. T. Rushmore of Garden City, both well-known pharmacists of Long Island were in the city on a buying trip on the 10th.

—Charles F. Harper has opened a new drug store at No. 290 Hamburg avenue, Brooklyn. He is also proprietor of a store on Avenue A, this city.

—Among the out-of-town pharmacists who visited the New York trade September 10 were: Dr. I. P. Klingensmith and Milton G. Miller of Blairsville, Pa.

—Dr. Herbert F. Palmer, chief veterinarian for Parke, Davis & Co. at Detroit, has been visiting at the home office for several days.

—E. S. Mooman, a prominent druggist of Lewisburg, W. Va., visited in New York September 10. He is laying in his holiday stock.

—E. A. Talbot, with F. W. Braun & Co., wholesale druggists of Los Angeles, Cal., has been in the city for several days.

—Gilbert R. Potts, of Morristown, N. J. and George L. Hubbel registered at the Drug Club September 13.

IN AND ABOUT BOSTON.

Tragic Death of a Druggist.

Boston, Sept. 14.—As the result of drinking a glass of "soda" water which he drew himself from the fountain, Edmund P. Duval, one of the prominent druggists at Leominster, has died suddenly. Two days ago two men entered his pharmacy and called for pineapple soda, and the druggist obligingly said "This is one on me," and he added something to the soda water, possibly a syrup of some kind other than pineapple and it is presumed he further wished to give some life to the drink by adding a dash of bitters. As tinctures of various kinds are kept together in one section of the drug store, by themselves, it is probable that, in reaching for perhaps gentian, he by mistake took belladonna. They all soon became sick and afterward violently ill, and had to be carried home in carriages. Physicians were called, for all of the three men had become delirious and finally sank into a comatose state. The two customers got through the night all right and were able to move around the next day. The druggist seemed the worst affected of any of them and continued semiconscious until his death, yesterday, September 13. He never recovered sufficiently to tell what he mixed with the soda, but the physicians are satisfied that it was belladonna. There was every indication of poisoning, with dryness in the throat, desire for water, strange look about the eyes and apparent intoxication. Duval was a registered pharmacist and it is difficult to understand how he could have made the mistake. He was 28 years old and born in Webster. He was married to Miss Josephine L. Moge in June 15, 1897. He formerly lived in Fitchburg.

Trade Uniformly Good.

Boston, Sept. 14.—The week has been marked by fairly good trade conditions and there seems to be a feeling of satisfaction on the part of druggists that they may well be satisfied with the present state of trade. It seems to keep rather uniformly good without being especially brisk, nor by any means tending toward dullness. Although the hottest weather is probably over, there still keeps up a brisk demand for all kinds of drinks of soda fountains, and one leading druggist says that it would seem as if many who have been away all through the summer are now making up for lost opportunities for getting all the soda they want, and now are having their fill. Now and then customers have remarked something along this line which has led to the supposition that many others may feel the same. There are no special features among the general lists of drugs and the market on them partakes of the character of a jobbing business. Quotations therefore show no notable changes. With a fair call for chemicals the market has kept fairly active and steady, upon moderate dealings. Practically the same may be said of the dry-stuffs, for which the demand has been only commensurate with needs. Cologne spirits and grain alcohol are steady and are sought in fair quantities.

Two Fatalities in Drug Stores.

Boston, Sept. 14.—Two sudden deaths almost exactly alike in character have taken place in this city this week. Each fatality occurred in a drug store and was startling to those in the stores at the time. Early on Wednesday evening a man entered Burwell's Pharmacy at the corner of Boylston street and Park square and stated that he had not been feeling well for a week, and as he reached out his hand to receive a prescription which had been put up for him by the clerk, the man suddenly fell to the floor, and died before the arrival of a physician. He was a negro, 45 years of age.

About two hours later a man called at Epstein's Tremont Row drug store saying that he had been seized with sudden pains while on the street, and visited the pharmacy in hope of obtaining relief. He died soon after entering the place. He proved to be Henry Neimer,

40 years old, of New York, employed by the Battle Creek Food Company, and was staying at the Hotel Rexford. In both cases death was caused by heart disease.

NOTES.

—Some of the druggists of Fall River recently had a little "tilt" with the members of the police force in a friendly game alleged to be baseball. Four innings were played, which proved the greatest possible fun for all the onlookers. The pill dispensers m all and the knights of the badge and club scored 27 runs. Everyone had a great time and geyed the players freely, while "rooting" for them. The drug nine was made up of Manning, catcher; O'Brien, pitcher; Davis, first base; Dennis, second; Lough, third; Strong, short-stop; French, left field; Murphy, center field and Grandfield, right field.

—Adolphus Holton, of Norwood, where he is prominent as a druggist, has had many family troubles which have just culminated in securing an absolute divorce from his wife, on the ground of infidelity. Their case has excited wide-spread notice, partly because of the abduction by the druggist of his four-year-old child, the absolute custody of which the court has given to the father. Mr. Holton married in 1894 to Annie Viola Boyden. The couple lived together somewhat unhappily for five years. Mrs. Holton did not make a contest of the divorce proceedings, allowed the evidence to go in undisputed.

—From the annual statement of the Minard's Liniment Manufacturing Company, which is made by its treasurer, O. W. Nelson, it is learned that there is real estate and buildings, \$5,097; machinery, \$150; cash and debts receivable, \$7,884; manufactures and merchandise, \$3,409; patent rights, \$44,000; a total of \$60,630. On the opposite is the capital stock, \$50,000; debts, \$8,347; profit and loss, \$2,283; a total of \$60,630.

—W. F. Sawyer, an old-time druggist of this city having a pharmacy on Tremont street, South End district, and who is treasurer of the New England Pharmaceutical Company, has filed this statement regarding the company's condition: Cash and debts receivable, \$224; manufactures and merchandise, \$280; profit and loss \$9,496; a total of \$10,000. Against which there is capital stock, \$10,000.

—Through its treasurer, F. H. Lincoln, the Newton Chemical Company makes the following annual statement regarding its financial condition: Real estate and buildings, \$4,000; cash and debts receivable, \$3,454; a total of \$7,454. Against which, there is in liquidation capital stock distributed to stockholders as profit and loss, \$7,454.

—John F. McCarthy, who for several years was employed at the pharmacy of John P. Merrill at Springfield, and who later has been a travelling salesman for a New York business house, is to go into hotel life as day clerk at Hotel North, in Augusta, Me.

—John R. Parlington, who for some time has been one of the clerks at J. C. E. Panneton's pharmacy in the Flint District at Fall River, where he has made himself most popular, severs his connection with this store in order to continue his medical studies in Baltimore.

—In the Suffolk Court, this week, David P. Peckham, the druggist arrested on the charge of bigamy, as already related in the Era, was found guilty and sentenced to two years in the House of Correction.

—Among visitors enjoying the early autumn at Salisbury Bench is Wallace Brackett, a clerk at C. H. Beedle's drug store on Broadway, Lawrence.

—After a visit with friends in Boston, Walter Keating, a popular clerk at Desmond's pharmacy in Lawrence, has returned to his usual duties.

—In a fire this week in Chelsea, the drug store owned by James McGilvery on Broadway, that city, was slightly damaged by water.

PHILADELPHIA.

COUNTY ASSOCIATION WORK.

Philadelphia, Sept. 14.—With the near approach of the N. A. R. D. Convention of Buffalo, renewed activity in county association work is seen on all sides. Practically all the county associations of Pennsylvania have elected their delegates and many of them have instructed these to support the "Worcester Plan" when it comes before the Convention. Interest in the Worcester Plan seems to be general, and the retail druggists of this part of the State have declared themselves in favor of its methods, giving practical evidence of their support in the contributions to the fund being raised for bringing test cases to trial in this State. From recent resolutions passed, and from declarations of the various county associations, it is clearly shown that the Pennsylvania delegates will go to the National Convention with two purposes in view, one to endorse the "Worcester Plan," the other to demand that the proprietors give better evidence than in the past of loyalty to the retailers and the "Tripartite Plan." There is also an undercurrent of resentment against the jobbers, who, it is claimed, are not proving loyal to their agreements and that some of them are supplying "cutters" in underhand ways. For the credit of Philadelphia be it said not one of the jobbers here on the N. A. R. D. list has even been suspected of disloyalty; a close watch has been kept on them and there has not been a single case of violation of the agreement.

An enthusiastic meeting of the Luzerne County Retail Druggists Association was held at Wilkesbarre this week, much business being transacted and several papers on local conditions were read. A "salesman's card" system was adopted and the "Pharmacy Law Committee" reported certain stores in the county are not being legally conducted, a report of which will be made to the State Board. The postage stamp question was also discussed, members claiming that they sold more stamps to consumers than did the post offices, and that this practice was becoming a great annoyance without adequate return. The resignation of B. F. Maxey was accepted and W. T. Colburn, of Ashley was elected president. F. S. Nagle, secretary, was elected as delegate to the National Convention. A feature of the Luzerne Association's work is the issuance of periodical bulletins; No 3 (just out) gives a list of powerful arguments in favor of organization and appeals to all druggists in the county to join. This Association now has a membership of over 90 per cent of all druggists in Luzerne County although only recently organized.

Business Quiet and Steady.

Philadelphia, Sept. 14.—Business has been rather quiet during the past week and has shown a slight falling off in volume from that of the earlier part of the month. There is a steady demand for the usual staple articles of sale but with little briskness, prescriptions are coming in fairly well, the tendency seeming to be for an increase as out-of-town people come in. The opening of the public schools this week has brought quite a profitable trade in stationery and school supplies to drug stores located near schools and in spite of competition from corner shops this has been held pretty well by the druggists. The article most in demand just now seems to be insect powder; quantities of it are being sold. Jobbers report a satisfactory week and a fairly good business. Orders are steady and for good quantities, and the outlook is very favorable.

NOTES.

—One of the handsomest drug stores in the city is now that of J. B. Bailey, at Eighteenth and Mifflin streets, the extensive alterations having been completed. All the fixtures are hand carved mahogany, counters, wall cases, etc., and the show cases are entirely of metal and plate glass with French mirrors in the rear, these being arranged so that every bit of stock is in full view

of the customer. The ceiling is of metal, embossed, the flooring of handsome mosaic tiles and the prescription case is flanked by full length plate glass mirrors. The soda fountain is one of the finest and most original seen for some time, it is of beautiful onyx with a mahogany top supported by carved mahogany pillars in which ornamental panels of contrasting onyx are set, massive silver trimmings and beveled plate glass. When lit up at night the store seems to be a blaze of brightness.

—Plans are being made to secure special quarters for the Pennsylvania delegates to the N. A. R. D. Convention at Buffalo, and if sufficient names can be secured to warrant the proceeding, a house will be engaged at Buffalo large enough to hold all the delegates comfortably near Convention Hall. This plan will not only add to the convenience of delegates but will also lessen their expenses at Buffalo; Pennsylvania delegates from county associations are requested to send their names to J. C. Perry, 4154 Lancaster avenue, Philadelphia, if they wish to secure quarters with the Philadelphia delegation as above outlined.

—The question of whether Ocean City druggists shall be allowed to sell other articles than drugs on Sunday was argued before Vice-Chancellor Reed in the Chancery Court, Camden, this week. The Ocean City Association applied for an injunction to prevent W. W. Chalfant from selling anything but drugs on Sunday, claiming that a provision in the town deeds prohibits such sale. A rule was allowed to show cause and made returnable September 25. The case is the outcome of the prosecution this summer of Mr. Chalfant by certain "reformers".

—The death of President McKinley has shown the patriotism of Philadelphia druggists well, many drug stores already having their windows draped with crape and some have out flags at half mast. During the past week many druggists posted bulletins in their windows at frequent intervals, having made special arrangements to have news sent to them over the telephone, a bit of enterprise greatly appreciated in suburban sections.

—An esteemed western contemporary is authority for the following item, which will be news(?) to Pennsylvania druggists:—"Governor Stone of Ohio has appointed Mr. Minnick, of Pittsburg as a member of the Ohio Board of Pharmacy to succeed Louis Emanuel, whose term recently expired". Druggists here thought that Mr. Minnick had been appointed a member of the Pennsylvania Board of Pharmacy.

—Information has reached the local representative of the N. A. R. D. that a certain local dealer in drug sundries has been buying up a lot of patent medicines and shipping them to "cutters" in nearby cities, and, if this business is not stopped an example will be made of the offender.

—The application of the Philadelphia Association of Retail Druggists for a charter was favorably reported to Court No. 4, this week by the master in the petition. The further steps necessary will probably be completed some time this month, and the charter granted by the Court.

—A new drug store will be soon opened at Thirteenth and Federal streets by John J. Bender, manager of the Preston Pharmacy, Broad and Ellsworth streets, for the past five years, the store now being in process of alteration.

—J. E. Kennedy, city salesman for Smith, Kline & French, has been confined to his home for the past two weeks with quite a serious illness. It is learned, however, that Mr. Kennedy is now well on the way to recovery.

—E. E. Wyckoff, of Rock Island, Ill., has been appointed an assistant in the chemical laboratory of the Philadelphia College of Pharmacy under Prof. F. C. Moerk and will assist in preparing for the coming session.

—D. E. Bransome, Johnson & Johnson's city representative, is back at his desk from a fishing excursion down the Jersey coast with a good assortment of fish stories for the boys and a healthy coat of tan.

—Victor Michelotti is making alterations and enlarging his store at Eighth and Fitzwater streets. This is in the heart of the Italian quarter of the city and is an evidence of the general prosperity there too.

—President W. A. Rumsey, of the P. A. R. D., has brought his family home from Cape May where they have been spending the summer in time for the opening of the schools.

—W. A. Musson, of Broad and Dickinson streets, one of the most esteemed of the older druggists of the State, has returned from a vacation trip much benefited in health.

—J. K. Wittel has removed from the southwest to the northwest corner of Seventh and Morris streets, his old location having become inadequate for his growing trade.

—J. G. Howard, proprietor of the "Lorraine Pharmacy," Broad and Fairmont avenue, has returned from a vacation at Stratford, New Jersey.

BALTIMORE.

OFF for the A. Ph. A.

Baltimore, Sept. 16.—This city will not be largely represented at the annual meeting of the American Pharmaceutical Association, which convenes this week at St. Louis. As far as can be ascertained, only two delegates will be present from here—Prof. Charles Caspari, Jr., and H. P. Hynson. The latter left Baltimore to-day unattended by any one. Though naturally of sociable disposition, he concluded this time to make the trip alone, being actuated by a strong sense of duty and devotion to the Monumental City. A much bigger representation had been hoped for, but almost at the last moment circumstances prevented some of those who had intended to go from leaving. Charles E. Dohme, who was to have made one of the party, is kept at home by the illness of his son, which has not only caused him grave anxiety, but also imposed business cares that otherwise would have fallen on the young man's shoulders. In the two representatives, however, who will be present, Baltimore has especially capable and alert spokesmen, and her prestige will be adequately maintained.

The Emerson Company Complains.

Baltimore, Sept. 13.—The Emerson Company, manufacturers of bromo-seltzer and other preparations, applied in the Circuit Court here on the 8th inst. for an injunction against the Read Drug and Chemical Company, southwest corner of Lexington and Howard streets, to restrain the latter from certain practices alleged to be inimical to the interests of the plaintiff. The bill of complaint, which was sworn by Mrs. Isaac E. Emerson, acting president of the Emerson Company, alleges that the Read Company has refilled bromo-seltzer bottles with an imitation of that compound, particularly at the Read soda water fountain, and has in this way injured the business of the complainant. An order signed by Judge Stockbridge required cause to be shown by September 21 why the injunction should not be granted.

Business Moderately Active.

Baltimore, Sept. 16.—Business during the past week has not been especially active. The twelfth of September, being a legal holiday kept down the volume of transactions, and the activity on other days failed to compensate for the deficiency due to Old Defenders' day. This applies to local as well as out-of-town trade. The demand for medicinal preparations is rather restricted, a condition due to the good hygienic conditions which prevail. The manufacturers are of course running uninterruptedly. The laboratories are not affected by the fluctuations in business, except when there is a pronounced deficiency in the distribution. Heavy chemicals are moving in moderate quantities and the market for botanicals is without special features. The retailers manage to do fairly well, all things considered.



LOUIS SCHULZE,
631 S. Patterson Park Ave., Baltimore Md.

Mrs. Emerson's Tour Abroad.

Baltimore, Sept. 13.—Mrs. Isaac E. Emerson will sail from New York on September 21, in the steamship Kaiser Wilhelm der Grosse for Cherbourg, France, where she will join Mr. Emerson on his yacht, the Margaret. Accompanying Mrs. Emerson as her guest will be Mrs. Edmund Jenkins, whose daughter, Miss Martha Lee Jenkins, is touring in Europe as the guest of Mrs. Emerson's daughter.

NOTES.

—The condition of Dr. A. R. L. Dohme, of Sharp & Dohme, who was stricken several weeks ago with typhoid fever, continues to improve. Though the patient is not yet out of danger, his progress has been entirely satisfactory; and should no complications set in his recovery will be assured.

—Druggist J. B. Scott, of Cantonsville, a suburb of Baltimore, has furnished and restocked his pharmacy almost completely. New fixtures, and furniture, a handsome front and other changes comprise the extent of the improvement, which makes the store one of the most attractive in the vicinity of the city.

—The pharmacy formerly conducted by C. R. Yohn, on the corner of Third street and North avenue, West-brook, and which was afterward sold to Farrow Bros., has undergone another change in the proprietorship, having been purchased last week by Dr. Frank Glantz.

—Druggist J. O. Harrison, of this city, has gone to the Pan-American Exposition by the way of Boston, taking one of the Merchants and Miners' Transportation Company steamers. He will be absent about ten days or two weeks.

—Among the visiting druggists in Baltimore last week were Mr. Steele and wife, of Stephens City, Va., and D. C. Aughinbaugh, of Hagerstown, Md. The former was on the way to Atlantic City, to spend a brief vacation.

—An amendment of the charter of the Formaldehyde Manufacturing Company, of Alexandria, Va., has been granted, increasing the capital stock of the concern from \$25,000 to \$50,000.

—A new pharmacy has been opened by Isaac Kramer, on the corner of High and Lombard streets, a section largely inhabited by Hebrews.

—Nicholas Hess has accepted a clerkship in the drug store of E. A. Bowman, at the corner of Greenmount avenue and Preston street.

CINCINNATI.

Cincinnati, Sept. 14, 1901.

—The officers of the new Green County Drug Association are as follows: W. D. Lazier, president; E. L. Davidson vice-president; E. C. Fleming, Treasurer and W. H. Douglas, secretary, all of Xenia, Ohio.

—The next session of the Cincinnati College of Pharmacy opens September 16. Already the enrollment has been larger than any previous year and the outlook is very promising for a large class.

—The Koehnken Pharmacy, purchased by A. W. Frankman last week, will be removed to Versailles, Ohio, to replace his pharmacy, which was destroyed by fire last month.

—G. R. Kemper, of Osgood, Ind., and his bride (nee Miss Stella Glasgow) were in this city this week enjoying their honeymoon.

CHICAGO.

DRUG STORE BURGLARIZED.

Chicago, Sept. 14.—According to a local paper B. S. Cooban, a well-known druggist at 559 west Sixty-Third street, has three ways of protecting his store from burglars. He has a dog, a cash register and a collection of tin pans. On the morning of Sept. 8, however, burglars pried open the front door of the store and got away with about five dollars before the noise producing apparatus got in its work. But pandemonium came just the same, for when the bell of the cash register rang the dog, which was sleeping on the balcony awoke and began hostilities, causing their hasty departure. They "stood not upon their manner of their going, but went at once" and left a trail of pennies and other small change from the cash register to the door. The dog did the best he could at collecting samples of trousers' cloth and was severely beaten in the struggle.

On a previous occasion Mr. Cooban escaped being robbed by reason of a pile of tin pans underneath a basement window. The burglar got tangled up in the tinware and aroused the same dog. Ever since that time Mr. Cooban has kept tins panned under every window and depended upon the dog to get into action whenever the alarm sounded. Needless to say he sets a high value on the dog.

Chicago Trade Good.

Chicago, Sept. 14.—Manufacturers and jobbers report an increasing business with the advent of Fall. Orders are more numerous and larger. Collections are good and the tone of the trade gives every possible encouragement for the future.

NOTES.

—The C. R. D. A. Auxiliary" is the name of a new monthly magazine just issued under the auspices of the Chicago Retail Druggists' Association. It is a neat sixteen page pamphlet giving the news of the main and auxiliary organizations and such other matters of interest as may be apropos of its object. The publication committee consists of Messrs. George A. Graves, Herman Fry, John I. Straw, Walter H. Gale and G. H. Weckler. The cover designs for September are very attractive and the contents are useful, pertinent and suggestive. It is a healthy infant and will secure its share of recognition in the field. It will not actively compete with other journals, but will limit its field of usefulness to the work being done by the Chicago Retail Druggists' Association.

—Among those who have passed through Chicago on their way to the A. Ph. A. meeting in St. Louis this week are Profs. Frank G. Ryan, formerly of Philadelphia, but now with Parke, Davis & Company, Detroit; E. G. Eberle, Dallas, Tex.; Leo, Ellet, South Bend, Ind.; and L. E. Sayre of the University of Kansas, Lawrence, Kas.

—M. R. Zaegel of the drug firm of M. R. Zaegel & Co., of Sheboygan, Wis., has purchased the interest of Dr. Carl Muth in the firm. This is one of the oldest business establishments in that city, having been established in



SODA FOUNTAIN & COUNTER,
Pharmacy of Fred A. Thayer, 572 West Madison St.,
Chicago, Illinois.

1882 by Mr. Zaegel, who is a graduate of the Philadelphia College of Pharmacy.

—Prof. John Uri Lloyd of Cincinnati, author of "Etiopathia," was here this week on business. While here he visited the Crerar Library and the Public Library.

—Joseph G. Peters, vice-president of the Fuller & Fuller Company, with his family, returned last week from Georgian Bay via Mackinac and the Sault Ste Marie.

—Robert H. Van Schaack, wife and family have just returned from a four weeks' vacation in the White Mountains.

—Oscar Leistner, Western representative of William L. Strauss & Company of New York, leaves to-night for Buffalo.

—Yeomans & Klore have bought Boyd's Pharmacy at Sixty-Third street and Wentworth avenue.

—C. J. Hinckley & Company of Battle Creek, Ia., have been succeeded by Iddings & Iddings.

—Louis Lange has bought out his brother Charles Lange at 675 West Lake street.

—J. N. Dilly, a well-known druggist of Brazil, Ind., died this week.

—C. A. Davidson and wife left this afternoon for Buffalo.

THE NORTHWEST.

RED SHOE STRINGS AND BROKEN BOTTLES.

St. Paul, Minn., Sept. 13.—An Omaha drug store was the scene of a tragic occurrence quite out of the ordinary this week. The overture, or prologue was the following advertisement that appeared in one of the city papers:

"Wanted—A registered drug clerk who does not wear red shoe strings or part his hair in the middle. Apply at 1401 Park avenue.

John Ebersole, the present clerk, had given notice that he would end his connection with the store on Oct. 1. He says he is about to marry a young woman whose social and financial standing is such as to render it unfit that he should any longer draw soda water. Ebersole announced his purpose to his employer, A. M. Westbrook, according to a local scribe, and the advertisement followed. It was read before a table full of people at the young clerk's boarding-house, and Ebersole says he was made the subject of many rude jests. He admits that he wears scarlet shoe-strings, but holds that such is one of his privileges as a citizen.

As the clerk thought of the incident at the breakfast table it grew upon him that the advertisement was a direct personal insult. He hurried to the drug store and demanded his check to the present minute. The proprietor claimed that Ebersole should finish up his month by the term of the agreement. He refused otherwise to pay the clerk for the portion of September already completed.

This cross was too heavy for the young man's endurance. He kicked in a show case and swept a row of bottles to the floor. The proprietor interfered and the place bore a bull-in-china-shop effect when the officers arrived. The proprietor now wears a white apron and several strips of court plaster. He is drawing his own soda water.

NOTES.

—Successions: Walter Miller, Sewal, Ia., by Walter Miller & Co.; George A. Williams, Brookings, S. D., by Williams & Hart; B. H. Stoner, Masongo, Ia., by Cleveland & Loyn; Nelson & Brehaut, Cottage Grove, Or., by Morgan & Brehaut; Charles H. Dack, Platte Center, Neb., by Amel Schane; R. R. Rogers, East Peru, Ia., by J. N. Mulhern; William Olinger, Thayer, Ia., by A. L. Druet; B. Anderson, Tacoma, Wash., by Lien & Selvig.

—Among the druggists who have sold during the past week are: W. C. Stillwell & Co., Des Moines, Ia.; O. G. Leuhns, Remsen, Ia., and C. H. Dyer, Chokio, Minn.

—Ed Ihle, who has lately worked in the wholesale store of Noyes Bros. & Cutler, has gone to Alexandria to work for G. S. Spaulding.

—Among the visitors from outside towns this week were Max Wirth, of Duluth, and W. C. Haney and wife, of Marshall.

—Ryan & Co. and George Swallow were burned out at Dougherty, Ia., this week.

—Mr. Aronsohn has left Staples to go to a medical college this fall.

—Joseph Lyons, a Drain, Or., druggist, is going to start a bank.

—Blair & Mervin, Mound City, S. D., have removed to Herreid.

—The Brand-Becker Chemical Co., Milwaukee, has incorporated.

—G. S. Spaulding was in the City this week for a day or two.

—O. A. Brown has started for Walters, Minn.

ST. LOUIS.

The A. Ph. A. Meeting.

St. Louis, Sept. 14.—Everything is ready now for the opening of the A. Ph. A. convention next Monday. The members of the local committee on arrangements are elated over the success which they see certain to crown their efforts. When the committee was first organized and suggestions and plans were called for by the chairman, it was very plain that very few had a correct conception of the magnitude of the responsibility they had assumed. Only the few who had been attending the annual meetings realized "what they were up against." The druggists throughout the city, with very few exceptions, did not realize what it meant to entertain the American Pharmaceutical Association. We have a number of organizations here among the pharmacists and they are noted for their entertainment features which are very appropriately confined to an evening boat excursion or an annual ball or perhaps an afternoon and evening picnic, to which all the pharmacists and their friends are welcomed guests, at little or no expense to themselves. When it devolved upon the local fraternity to uphold their honor in entertaining the national association on a parity with what other cities and places have done, they found it meant that they had to get a great big stir on themselves. They have wished that they had some of the advantages for entertaining the guests which nature and destiny have afforded the committee on arrangements for some previous meetings. But as one member said: "We have done our best; I am sure we will show up well and I hope it will not be thirty years again before the visitors consent to be our guests again."

One thing very gratifying to the committee on arrangements is the large number of paid up applications for membership from local pharmacists. Over forty are now in the hands of the chairman. The local fraternity will devote next week to the A. Ph. A. convention.

NOTES.

—The Druggists' Cocked Hat League held a meeting on Thursday night, September 5, and decided to organize six teams. As captains and choosers for the teams they selected six highest average men in last year's Druggists' League. They elected Wm. Graham, president, Wm. F. Kahre, vice-president, E. J. Habegger,

secretary and treasurer and Chas Neu, sergeant-at-arms. The teams chosen are as follows: The Searle & Hereth Co., Dr. A. J. Enderle, Capt., Dr. E. C. Reisse, W. A. Biltz, H. Temm, and Dr. F. A. Parish. Meyer Bros. Drug Co.: H. C. Brenner, Capt., F. Decker, F. Bruen, F. Nies, and Wm. Graham. Herf & Frerichs Chemical Co.: Wm. Kunz, Capt., E. F. Helbig, E. J. Ernst, J. Hocken and Wm. Scheele. J. S. Merrell Drug Co.: L. B. David, Capt., L. Pauge, A. Nay, F. Delkeskamp, E. A. Voehrlin, and E. J. Habegger. St. Louis Paints: Wm. F. Kahre, Capt., Col. Chas Neu, C. Wetzel, H. E. Hobbs and H. A. Zahn. The regular bowling season will open Sept. 19.

—F. R. Scharlach, for ten years travelling salesman in Central Missouri for the J. S. Merrell Drug Co., has been called to a position in the house. He is now arranging to move to the city from Moberly, Mo. Mr. Scharlach is one of the most popular salesman in the State, a graduate in pharmacy and has spent his life since twelve years of age in the business. It is reported by good authority that he will have charge of the travelling salesmen for the firm with which he is connected. His former place will be filled by Tillery Duncan, formerly with Kelly & Williams, of Kansas City.

—The First Texas Drug Manufacturing Co., of Paris, Texas, has just started a plant for the manufacture of pharmaceuticals. It is the first firm in Texas to make non-secrets.

—E. A. Medler, Twentieth and Ferry street, has purchased the drug store at John and Florissant avenues, formerly owned by F. W. Luckey.

—G. B. Self, in charge of the Kansas City office for Ell Lilly & Co., is spending a few days in this city.

—J. C. Haffner, Manchester and Ewing avenues, has returned from his vacation spent in Chicago.

—Relief clerks are at a very high premium for next week on account of the A. Ph. A. meeting.

—G. B. Miller, of Salisbury, Mo., has sold out to J. B. McKon, formerly of Versailles, Mo.

—Wm. H. Hienstead has gone to Jefferson City to clerk for A. Brandenberger.

—Otto Sasmann is chief clerk for A. J. Henny at the Fair Grounds Pharmacy.

The Matthews Hot Soda Apparatus.

There has been an unusual demand for soda water this summer and many druggists have doubled their trade of last year. It will soon be time for hot soda and undoubtedly there will be a corresponding increase in that trade. One of the essentials to an increasing trade is an up to date apparatus, and as hot soda season is not far off it would be well for druggists to look after their equipments. The Matthews fountain is up to date and a business bringer, and can be bought on easy terms. Write for illustrated catalogue and colored pictures, to John Matthews, 449-451 First avenue, New York.

A Corn File That Cures.

A corn file that was designed to cure corns quickly and easily without the use of knife or strong caustics, is manufactured by the Antiseptic File Co., Springfield, Mass. This file has only been on the market a short time and is meeting with a ready sale. It retails for 10 cents and a sample dozen on neat display card is sent for 75 cents to any druggist who writes the manufacturers. Sales men are wanted to handle the S. & H. Antiseptic and Medicated Corn File, as a side line. It is easy carried, and has merit. Liberal commissions are offered by the manufacturers.

Graves' Tooth Powder.

Many druggists have taken advantage of the liberal offer of the Graves' Tooth Powder Co., and now have a good trade in this article. The offer is still open and the company will send express prepaid, samples for free distribution and some free powder to pay for same. If a druggist sends the names of customers a sample will be sent by mail with his imprint on the circular. The tooth powder is sold in three sizes, 25c, 50c and 75c and allows a liberal profit. Mention your jobber's name when writing to the Graves' Tooth Powder Co., Chicago, Ill.

NEW ORLEANS.

NEW ORLEANS COLLEGE OF PHARMACY WILL REMOVE TO NEW QUARTERS.

New Orleans, Sept. 13.—The New Orleans College of Pharmacy has chosen new quarters and on October 1 will be installed in a commodious building at 725 and 727 Camp street. The move will bring the college much closer to the drug center of the city and with the many improvements planned it will give pharmaceutical education a new impetus in the city. The building, which is a commodious one will also be used for a closer baning together of pharmaceutical interests. On the ground floor will be the main laboratory of the college. The second floor will be devoted to a lecture room; while on the third floor quarters are being prepared for the Pharmaceutical Association, and the recently organized Drug Clerks' Association. With the removal of the college to its new site it is proposed to inaugurate special night classes and lectures for the benefit of working clerks. This innovation promises to be successful in every particular as a large number of clerks have long desired to extend their technical knowledge but have been unable to do so by reason of their duties, and the lack of facilities.

NOTES.

—The wholesale drug house of L. N. Brunswick & Co., narrowly escaped destruction by fire this week. A disastrous fire completely destroyed the big establishment of J. H. Merge & Sons, ship chandlers the night of September 8. This building directly adjoins the Brunswick company and was ruined completely to the dividing wall. The damage to drug stock from water and slight scorching was hardly more than \$1,000, fully covered by insurance.

—Finlay, Dicks & Co., Limited, among the largest of southern wholesale drug concerns, has recently greatly added to its property in New Orleans. A warehouse at Magazine and Common street, has been leased with a floor space of 70,000 square feet. This building is rapidly being thoroughly fitted up in a modern manner to handle the various branches of the firm's trade.

—Ed Hanson, a young druggist, of Pass Christian, Miss., a coast resort of New Orleans, has recently refitted his place of business.

KANSAS BOARD OF PHARMACY.

At a called meeting of the Kansas Board of Pharmacy at Manhattan, July 15, held on account of the death of President W. C. Johnston, the following resolution was adopted:

Whereas, the death of W. C. Johnston, president, has deprived the Board of Pharmacy of its most active and valued member,

Resolved, That the Board herewith testifies to and places on record its appreciation of his ten years honored service. The increasing practical usefulness of the Board during these ten years has been marked and can be attributed to the wise counsel of W. C. Johnston.

That the members of the Board tender to the family of the late W. C. Johnston, kindest sympathy. Their keen regret is best expressed in saying that their relations with him have been truly fraternal and continuously harmonious.

The Board elected from its members, John T. Moore of Lawrence, president to succeed W. C. Johnston, deceased.

At the quarterly meeting of the Kansas Board of Pharmacy held at Ellsworth, September 4, 1901, the following applicants were present and passed the examination: Registered Pharmacists—Thomas Vick Roy, Kansas City; Clifford N. Wallace, Emporia; Schuyler Nickols, Liberal; John Dowd, Veir; J. W. Montee, Girard; W. L. Crabb, Iola; Joe J. Sharpe, Axtell; Robert A. Harris, Jr., Salina; Winfred A. McCoy, Beattie; A. L. Harrison, Bern; Henry C. Kandt, Herington; Jas. G. B. Pinney, Sylvan Grove; Richard Lee Irion, Galena; Penrose M. Leonard, Leona; W. D. Lacy, North Topeka; R. W. Fairchild, Kensington; Alfred Hultner, Lincoln; John D. Hunter, Fort Scott; W. A. Munson, Jr., Clay Center; Alvah C. Hough, Republic; Fred A. Haines, Clay Center, Meade. Registered Assistant Pharmacists—James

S. Sheldon, Council Grove; Arch C. Waller, Chanute.

Since the last meeting of the Board there were registered without examination, by virtue of being graduates of recognized schools of pharmacy, the following named persons: Maud A. Gregg, Altica; Wm. J. Briggs, Burlington; Edward P. Miller, Hutchinson; R. M. Rath, Dodge City; John L. Bogy, Atchison; Edwin R. Cartmell, Kansas City; J. M. Hooker, Burden; Herman Cain, Olathe; Earle Bowles, Horton; Rollie D. Combs, Blue Mound; J. B. Anderson, Coffeyville; Adolph C. Graf, Salina; C. E. Buttin, Fredonia; Thomas McCampbell, Kansas City; Wm. R. Englert, Ottawa; C. E. Branstetter, Kansas City; Fred C. Oehler, Lincoln. Registered Assistants: E. E. Bloom, Topeka; John A. Cramer, Independence; Frank W. Fogwell, Topeka.

The next meeting will be held at Leavenworth, December 4, at 9 o'clock, a. m. Those who desire to take the examination should notify the secretary at least five days before the date of the meeting. W. E. Sherriff, Ellsworth, Secretary.

A Liberal Special Offer.

In their advertisement this week, Chas. Jacobs & Co., proprietors of the Las Palmas cigar factory, offer to give free to every dealer who sends in his first order for 1,000 Havana Specials, 100 additional cigars for distribution as samples to the retailer's cigar customers. This is a very liberal offer, especially in consideration of the fact that Chas. Jacobs & Co., ship all cigars on approval, and guarantee their Havana Specials to be absolutely the best goods in this line ever offered at so low a price. This offer is open for only a short time. Druggists should take advantage of it, but those who prefer to order less than 1,000 cigars may do so. Chas. Jacobs & Co., will ship goods in any quantity to suit the convenience of their customers. Address the manufacturers at 553 E. Seventy-eight street, New York, and mention the Era.

It will soon be time to announce the winner in the show window contest for the handsomest display of John Lucas & Co.'s Ready Mixed Paints. Eleven druggists will receive prizes, from \$50.00 down. Any druggist could have competed for this prize, if he carried a stock of Lucas' Home Helps, and had he won the first prize, \$50.00, he would have made a pretty good profit on his season's work.

McKesson & Robbins have secured the agency for this country of Delectez perfumes and toilet preparations. These are well known to the trade, particularly Amaryllis Du Japon, Chypre Royal, Le Menuet, and Lilies of France, and the demand for these orders is increasing every year. All druggists who are particular about their stock should carry them.

An illustrated catalogue of high class manicure instruments will be sent to druggists who write to the Emil Forquignon Mfg. Co., 835 Broadway, New York. The pocket manicuring outfit made by the company cleans, scrapes, files and shapes the nails. All jobbers have the outfit for sale, one dozen on a handsome display easel.

Proprietary preparations that give the druggist a good profit and are reliable, are manufactured by the P. L. Abbey Co., Kalamazoo, Mich. The increased sales of the company's goods and the numerous repeat orders speak well for the popularity with customers. Every druggist can have a complete price list free by writing for it.

Oil of sandalwood as sold to-day is so frequently adulterated with oil of cedar that it is well for druggists to specify D. & O. brand when ordering. Dodge & Olcott put up oil of sandalwood in original 4-ounce bottles. It is stronger and better than others and can be procured through your wholesaler.

Most druggists know that Merz Santal capsules and pearls have an established reputation for reliability. They are recommended by physicians and can be bought of any jobber at \$3.00 a dozen.

BUTTE DRUGGISTS MAINTAIN PRICES.

W. G. Tuttle Discusses Spirit of Good Feeling and Co-operation in the Montana City.

"It is my opinion that in no other city in the Union is there is such a friendly feeling and spirit of co-operation among druggists as there is in Butte and the surrounding country," said W. G. Tuttle of the Finlen, Medin Drug Co., Butte, Mont., who is in the city buying for the holiday trade of his firm.

In Silver Bow County, the conditions prevail that the N. A. R. D. is spending so much time and effort to make general for the best welfare of pharmacists all over the country. We are a practical example of what harmony, and concerted and honest action can do. The Silver Bow Retail Druggists' Association has in its membership every pharmacist in the county. We have a price schedule kept by agreement and never since our organization began has there been a known departure from this schedule. There is not a cutter in the county. Even the department stores, which carry lines of fancy goods have come into our arrangement and have stood by it. The result has been a most happy condition of affairs both from a good business standpoint and on the social side. We pay our clerks as good salaries or better than they get in other parts of the country. Business has naturally been sluggish during the Summer, but the trade is looking forward to a splendid Fall and Winter business. Yes, we will send delegates to the Buffalo Convention next month.

GREAT DISPLAY OF GOLD.

Gold is the most precious of metals, and from the time of its first discovery it has possessed a peculiar interest for the human race and been the figure of the acme of purity. It is the most ductile and malleable of metals and is largely used for coinage and for jewelry. That we should regard this choice treasure of mother earth with interest and admiration is quite natural. The annual production of gold is now very heavy. The aggregate in the United States during the calendar year of 1900 is estimated by the director of the mint as 3,837,213 fine ounces, valued at \$79,322,285. During the calendar year 1899 the gold production of the United States was \$71,053,500.

The gold belt of the United States is extensive, including in its great length and breadth the west, northwest, southwest and a portion of the south. The purest gold in existence is found in this belt. Some of the possessions of the United States are also liberal producers of gold. In some other parts of Pan-America the yellow metal is mined extensively.

In view of the importance of the mining industry and deep interest of the people in the precious metal, the officials in charge of the exhibits for the Pan-American Exposition at Buffalo make a very complete display of the finest specimens of gold extant, in the Division of Mines. For months Dr. David T. Day, of the United States Geological Survey, and a corps of assistants were engaged hunting specimens to add to the exhibit. Their efforts has been well repaid, and the display is the most complete ever made by the United States Government. It includes the pick of the specimens shown by Uncle Sam at the Paris Exposition, together with the most beautiful facades and show cases. Many of the best features of the government collection were not taken to Paris because they would not admit of exportation, but all are to be seen at the Pan-American.

The gold exhibits from California are very fine. The purest specimens come from Grass Valley in the Golden State. The exhibits from Oregon and Washington are somewhat of a surprise to a great many people. Many large nuggets have recently been found in both of those states. They are the size and shape of lady's hand.

The striking feature of Colorado's gold exhibit is telluride of gold. It has the appearance of white sulphide of iron, and only shows the sheen and glitter of gold when heated. A slab of this metal a foot square is a feature of the exhibit. The owner has, with the aid of a blow-pipe flame, burned along the surface the form of a cross of gold.

Gold exhibits from North Carolina, South Carolina

and Georgia surprise the average visitor to the Mines Building. Some of the largest nuggets found were picked up in North Carolina, some weighing over ten pounds. One mine in South Carolina, the Halle, produced the bulk of the gold found in the east in recent years. The output of the mines in the last three years has a value of \$3,000,000. Gilded plaster casts of every bar ever taken out are to be seen at the Exposition. The ore taken from this mine is low grade, not worth more than \$2.00 or \$3.00 per ton, but it is easily mined and the property is profitable.

Georgia has produced some of the most beautiful specimens of gold ever found in this country, and its representation in the Government Exhibit at the Pan-American Exposition is an important one.

The center case of gold nuggets and gems is, perhaps, the finest collection of the kind ever exhibited.

There is a large display of specimens of gold brought from Klondike and Cape Nome.

It is not generally known, but is the fact, that Klondike gold is the basest known, often selling for only \$14. an ounce, whereas the price for an ounce of the pure metal is \$20.67.

New Mexico sends her best specimens of gold. The display of gold at the Pan-American is the most extensive ever made at an Exposition. It is of absorbing interest to all visitors.

THE ARSENIC HABIT.

In certain parts of Australia, despite the stringent laws against the sale of the drug without a physician's prescription, the arsenic eating habit is rapidly increasing. From investigation scientists discover that hunters and wood-cutters are among its slaves, and by its use are enabled to withstand more fatigue than the average. White arsenic is that form of the drug which the peasants of the Tyrol use, and after beginning with minute doses the consumption is gradually increased until the enormous dose of twelve to fifteen grains is absorbed daily. One of the peculiarities of the habit is that the users are generally long lived, though disposed to sudden death. The drug seems to grant immunity from infectious diseases and as a consequence of its use, arsenic eaters maintain a very fresh and youthful appearance. A manager of one of the arsenic factories in Salzburg advises the workmen to eat the drug before taking up their positions to prevent them from succumbing to the fumes. Between the ages of twelve and thirty these arsenic eaters do not appear to suffer any deleterious influences, and by gradually reducing the daily dose after the age of thirty, men of fifty are often able to abstain from its use. An investigation of the graveyards in Upper Styria revealed the presence of many bodies in an almost perfect state of preservation, which is attributed to the gradual accumulation of arsenic.

Druggists Metal Goods.

The Cooper Pill Machine with reversible plates is an article which recommends itself to all druggists, as it is clean and convenient. A. H. Wirz, Nos. 913, 915 and 917 Chestnut street, Philadelphia, is the sole manufacturer. He also makes a general line of metal goods for the trade, including metal syringes, breast pumps, moulds of all kinds, collapsible tubes, bottle stoppers with caps that need not be removed, etc. Write for catalogue and prices to the manufacturers or the New York representative, Frank P. Wismer, 101 Beekman street.

Thycolol.

Thycolol, the standard mouth wash antiseptic, is having a ready sale with druggists in different parts of the country. The manufacturers state that it is used and prescribed by dentists, physicians and trained nurses everywhere. It can be had from all jobbers, and advertising literature is supplied free by the makers, the Elwin Laboratory, Poughkeepsie, N. Y.

Four-Fold Liniment is always sold at full prices; no cutting.

AMERICAN PHARMACEUTICAL ASSOCIATION.

Its 49th Annual Meeting is Being Held This Week
in St. Louis.

St. Louis, Sept. 17.—The opening session of the forty-ninth annual meeting of the American Pharmaceutical Association convened at the Southern Hotel yesterday at 3 o'clock, nearly four hundred members being present. The attendance was mainly from the West and Southwest, Eastern districts being poorly represented. Addresses of welcome were made by Ex-Mayor Cyrus P. Walbridge of St. Louis, J. M. Good and Wm. Mittelbach, C. B. Lowe of Philadelphia and Geo. F. Payne of Atlanta, Ga., responding on behalf of the Association. President John F. Patton of York, Pa., then proceeded to read his annual address.

PRESIDENT'S ADDRESS.

With words of greeting and hearts attuned to thankfulness for the privilege, we welcome you to this, our forty-ninth annual meeting.

We again meet in a city where thirty years ago, The American Pharmaceutical Association convened in annual assembly. The time intervening between then and now has been freighted with important events, and yet, looking back over the years that have elapsed, how short they seem. Our estimate of time, after all, depends largely upon the point of view. The youth, with bright-eyed expectancy, looks forward to the coming years as remote, vague and dim; but he who has reached the meridian of life looks back in retrospect to the vanished years as but of yesterday.

Another period of more than a year has swiftly passed, and we have gathered again to renew social ties, discuss pharmaceutical progress, and lay our plans for future achievements. We have listened with delighted ears to the cordial words of welcome uttered by the voice of authority, and feel that here, in this beautiful city, we are among friends.

St. Louis, located on the banks of the "Father of Waters," whose tributaries drain a mighty domain, and upon whose broad bosom the products of an empire are transported, has kept a constant place in the growth of its urban population and in enterprise, and ranks as a great commercial entrepot. Referring to a bit of commercial experience or history, the speaker, thirty-five years ago, sought the place wherein to achieve fame and fortune. He found in their stead that for which he was not looking, namely, a severe attack of bilious fever, and, after a residence of three months, prudence suggested a change of climate, and he returned to the "Monumental City" whence he came. Since that time, he has made, however, several other visits, and in each succeeding one has been more and more impressed with the wonderful advancement the city has made. She is indeed the worthy child of a century whose record of achievement is unequalled.

THE CENTURY'S CHANGES.

What mighty changes in all that relates to man have taken place during the last hundred years. Even to contemplate them staggers the mind, and the increase in life variety and multiplicity. When machinery propelled by steam was set to do the work of human hands, even more hands and greater skill could not possibly cope with the field of competition. The restless mind of man prompted his inventive ingenuity to make a more perfect machine, and cheapen the cost of the article by greater production. The application of electricity to the arts of life, one of the signs of the age, has been so difficult to keep posted on the multimodal applications of electricity to the arts and industries, so rapid has been the succession of inventions. In telegraphy, the duplex has developed into the synchronous multiplex system, by means of which seventy-two distinct messages are transmitted over the same wire at the same time, either in the same or opposite directions. The telephone, the arc and incandescent lights, the gramophone, the telegraph, the Roentgen Ray, the graphophone, wireless telegraphy—all these—and the names of Edison, Bell, Tesla, Marconi and others associated with them, stand out as beacon lights and mark the stages of progress.

This bringing together of the ends of the earth, which steam and electricity have accomplished, has stimulated an almost incredible development in the art of printing, the means of which are so many and so varied, that every home through the columns of the newspapers, so that man and are no longer strangers to each other because of distance and separation, but are united at least by knowledge of, and interest in, each other's affairs.

The Advancement in Medicine.

The advancement in medicine, pharmacy and surgery has been no less marked and phenomenal. This is evidenced by the fact that it requires twelve sections to carry forward the work of the American Medical Society. The successful accomplishment of the work, in many of

these divisions, depends upon that all embracing science, chemistry. This science, which relates to the peculiar properties of matter, the properties of elementary substances, and the laws governing their relation to each other, seems to be the foundation upon which all other sciences are based. From the time of Tubal Cain, the Father of Metal Workers, to the present day, the progressive steps in the evolution of this science are easily traced. At first, the practical part of chemistry existed before the theoretical.

It is to Lavoisier we are indebted for the classification and arrangement of the then known chemical facts into a system, well calculated for the present use of science, and logic accuracy. From that moment, chemistry marched onward with giant strides. Indeed, the history of chemistry is but the history of all that relates to man in his life and progress. The prevention of disease, the preservation of health, lengthening of human life, the development of the arts and industries, all these come within the scope and are dependent upon a knowledge of the laws of chemistry. Its relation to physiology, bacteriology, hygiene and sanitation, is well known. Its application to dietetics, in placing the subject of food and its preparation on a scientific basis, tends to promote man's well being and comfort. The workers in this field of research and investigation may well be regarded as the benefactors of the race. To undertake to mention by name the host of men eminent in chemistry would be to expose one's self to the scorn of the regressive opinion.

During the first third of the past century opinion and distilled spirits were the only known anaesthetics. The victim of a surgical operation was given a stupefying potion, whereby he lay insensible, strapped to the operating table, and the surgeon proceeded with his work. A year after the discovery of the anaesthetic properties of ether, a Scotch surgeon, Sir James Simpson, made known a like power in chloroform. Of more recent discovery and equally as important, is the advance made in antiseptic and aseptic surgery.

The biological investigations entered into in recent years have produced some surprising facts as to the origin of zymotic and germ diseases. The positive knowledge of the cause of these maladies, the preventive agency is sure to follow. We have this illustrated in Dr. Jenner's wonderful discovery and the more recent diphtheria antitoxin. But prevention is necessary, no matter to what stage of development they may attain, will never take the place of curative remedies, hence the pharmacist need give himself no concern about being displaced. It is necessary, however, that he be prepared to be quick to the occasion and adapting himself to changes as they occur. Change is the law of life, as it is the earnest of any improvement, and in pharmacy, as elsewhere, we find it.

As it has been justly observed, "Total freedom from change would imply total freedom from error, which is the prerogative of Omnipotence alone."

We have mentioned but a few of the many inventions and discoveries which the Century now varnished into the past has bequeathed as a rich heritage to the present. It is left for us to profit by that which we have received, and, as we may have ability, to add to it, adding and lifting whatever tends toward the advancement and uplifting of mankind.

Pharmacy Loses Two Distinguished Exponents.

Since we met in Richmond, pharmacy at large has lost two of its most distinguished exponents, and we mourn the loss of two of our most valued members. Dr. E. R. Saubio stopped upon the stage at a period when cupidity prompted to the marketing of the most inferior of pharmaceutical products. At that time the quality of much of the manufactured medicines in this country at least, was so low and the standard of integrity so low, that the ability and well-known integrity raised the standard and set in motion forces tending toward better pharmacy, the influence of which is felt unto this day. His useful and estimable life extolled above his own, and spared to the world.

He died full of years and honors. Stricken down in the full flower of his eminent usefulness, at the zenith of his matured faculties, with, apparently, before him, many years of service devoted to the betterment of the profession, the death of Dr. Rice came as a surprising and distressing shock to us all.

His brief illness, terminating fatally, marks a loss to pharmacy that is irreparable. All this constituted true greatness has been found in the character of this master of his art. His self-sacrificing disposition, his ready willingness to serve, his modesty and generosity, his care for the interest and honor of others, rather than his own, endeared him to all who had the honor of his acquaintance. Wise in counsel, indefatigable in industry, a sure guide in untrodden paths, he laid the foundation for the revision of the United States Pharmacopoeia in 1883, and the formation of the committee for the two subsequent revisions, he left his impress upon that great work, which, in its scientific accuracy, its general usefulness, and the excellence and efficiency of its resulting preparations, stands today not only the peer, but the superior of all works of similar character.

We mourn the death of Charles Rice as one of Nature's nobility.

"None knew him but to love him,
None named him but to praise him."

In the early Summer there died in Philadelphia, one whose ability as a writer made him widely known, and whose industry as a worker commanded admiration.

These qualities ought to have given him a high niche in the hall of pharmaceutical fame, had not his erratic life and lack of definite purpose in the country made him otherwise have been a brilliant career. I refer to Hans M. Wilder.

Removal of the Stamp Tax.

During the past months, a more buoyant feeling, as of increased prosperity, has seemed to pervade all branches of the drug trade. While the general increase of business interests throughout the country may be partly responsible for this, yet an important factor in it was the removal of the exacting, vexatious and burdensome stamp tax. For valuable work in this direction we are indebted to our Committee on National Legislation by means of whose efforts, in conjunction with those of similar Committees of allied interests, what we so earnestly sought was finally accomplished. We would extend to them their hearty thanks for the part they took in the accomplishment of a result so beneficial and so general in its application.

That this Committee might wield more influence in National legislation affecting our interests, I would recommend that it be made a permanent one, and that it consist of three members, the chairman to reside at the seat of the General Government, and the other two to represent respectively, a large Eastern and Western city.

Methods of Teaching in Colleges.

Much criticism has been indulged in recently as to the attitude and methods of teaching of our colleges of pharmacy. We naturally look to these institutions as the haven which is to create the whole lump and elevate the standard of quality.

A growing suspicion that the colleges are not fulfilling their task in the highest degree prompts this animadversion and criticism. We are to judge of a tree by its fruits we can determine the quality of an educational institution by the quality of its graduates. The possibility of any of our colleges having diamonds given as material to work upon may be remote, but the teacher who is set to polishing pebbles is to be deeply commiserated. By average, five at least of our pharmaceutical schools have been existence a half a century. Are we to infer that during all this period they may have given only pebbles to polish? Surely not. Yet we are told that only through the curriculum of the schools as a pharmaceutical education possible and a practical knowledge of the art to be secured and that there are in the shops comparatively few educated persons competent to instruct apprentices. Is this to be accepted as the result of fifty years of systematic collegiate instruction? If so, certainly it is not flattering testimony to the efficiency of the schools.

It is generally acknowledged among members of the profession, that no single cause has operated among members of the profession, that no single cause has operated more to retard the progress of pharmacy in a scientific aspect than the insatiable business rivalry of the colleges, creating the impression and fostering the fallacy that the practice of pharmacy affords an open and easy way to the speedy acquisition of wealth, making a surer and larger return on a smaller investment than that of any other profession or occupation.

Colleges of Pharmacy Should Be Controlled by Pharmacists.

The true sentiment in regard to pharmaceutical education found expression in a resolution passed by this Association in 1871, declaring that "Colleges of Pharmacy should be controlled by Pharmacists" and that "a practical experience in the shop" should be a sine qua non among the requirements for graduation. The force and reasonableness of this is as apparent to-day as when first expressed, and has been repeatedly emphasized by demanding that this term of "practical experience" shall not be less than four years.

The growth of our Country, in extent and population, has, however, afforded a possible opportunity for the establishment of pharmaceutical schools on a purely business basis. In these the pecuniary interest is held paramount to all others. Seeking to share the patronage of the older colleges, they have been established and are being thrust out into the realms of pharmaceutical science and practice, promised to make, under a newer method of instruction, better qualified pharmacists than the tutelage of the shop and the possible opportunity for the possibly supply, and even claimed that it was not an essential requirement that the student, either before or during his term of tuition, should be familiar with the inside of a drug store.

This swift and superficial method of training is to be substituted for four years of continuous exercise in the manipulation of an art which the limits of an average life, filled with uninterrupted labor and study, cannot compass.

Such teaching bore its legitimate fruit in increasing the number and decreasing the qualifications of those engaged in pharmacy, making necessary the movement of laws and the establishment of Boards to protect the profession against a great incoming tide of incompetency. A course of commercial instruction, now adopted by some of our colleges, is but a substitute for the training the youth would naturally receive in the daily business transactions of the store.

No better illustration can be presented of the invaluable resources of drug store training to the earnest

youth wishing to acquire an intimate knowledge of the practice and science of Pharmacy than is found in the histories of Scheele in the old world, and of Procter in the new, all honor to the earnest and fruitful teachers who are conscientiously striving to do their duty by those committed to their charge. Pharmacy owes to such a debt of gratitude.

Demand for Better Training.

A move in the right direction towards raising the standard of quality and a demanding better training on the part of those who entered the curriculum of the College, would seem to be indicated by the formation of the Conference of Pharmaceutical Faculties whose influence in this direction will no doubt be felt in the future. The hope of securing greater proficiency in the study of bettering the individual. Any scheme short of this cannot be permanent or effective. The joy of success, or the chagrin of failure, will be measured by the qualities of earnestness, ambition and industry, or the lack of them in the individual. The whole matter rests with the man.

One would think that an organization such as the American Pharmaceutical Association, whose aim is to aid and instruct, would attract to itself that desire which naturally be interested in matters relating closely to their material prosperity, intellectual growth and progress. Such, however, does not seem to be the case. The backwardness of the pharmacist in grasping the advantage of the means provided to aid him must be due to that apathy which is now so pronounced in contradistinction to the spirit of intense strenuousness manifested in so many directions.

An Age of Contrasts.

This is an age of sharp contrasts. A characteristic of human nature much commented on and denounced is the selfish and grasping grasping, but on the other hand, we have the spirit of altruism discussed, debated, and never more largely practised than at present. Each of these principles has its limitation and uses. The selfishness in getting promotion for the individual rivalry which means progress. Altruism would make all men equal, but that can never be until human nature is radically changed. Some men will achieve success under the most adverse circumstances; others fail when all the conditions are highly favorable.

This emphasizes the fact that all are not born equal, so far as mental endowments are concerned. The finest concepts of brotherhood and fraternalism and enthusiasm, animated the early Christian church, but the effort to have all things in common proved a dismal failure. It will always be true that "Some men are born great, some achieve greatness, and some have greatness thrust upon them," but, alas, for the other "Some" and their name is legion—whose lives are never signaled by even the effort to achieve. From this class even Pharmacy is not exempt. Content in a narrow sphere they take no advantage of any of the advantages, content with what would tend to better their condition by aiding them to qualify for higher service.

Organization.

Organization is now esteemed the panacea for the various ills afflicting the body politic. Many of the things desirable to possess are only to be attained by concerted effort. This is especially the case in securing the enactment of just laws, in providing means for men's intellectual and spiritual welfare and in the distribution of charity and works of philanthropy.

Organizations, however, that have for their object the improvement of man's material condition, are beset by many obstacles. To insure success along this line, limitations and restrictions are imposed on the individual, his liberty is abridged, his freedom of action restrained, and his individuality ignored. The higher you raise man in the plane of intelligence, the less willing he is to submit to conditions that organizations seem to make necessary, even when the promise of prosperity seems likely of realization. The American Pharmaceutical Association claims the fealty of its members, on the ground that it is for their benefit, but it has no drawbacks. It abridges man's liberty, and imposes no unnecessary restrictions, but aims to benefit and uplift the pharmacist by qualifying him for higher usefulness in the service of his fellow men. The obligation is laid upon us all to do the best we can, and in the fulfillment of that obligation is the hope and promise of civilization. Let us then endeavor to perfect ourselves in our calling, by employing all the means which we can reach, and realize that our prosperity will be commensurate with our efforts, and that our compensation is to be gauged by the service we render.

Section of Practical Pharmacy and Dispensing.

One of the most important moves this association has made in recent years is the establishment of the department of practical pharmacy and dispensing. It has in it the potency and promise of great benefit to the members of the association. Let us endeavor to it our earnest support and assistance that it may fulfill in the highest degree our expectations.

Relations With American Medical Association.

The delegates appointed to attend the section of Materia Medica, Pharmacy and Therapeutics of the annual Medical Association, worthily represented this body,

and were honorably recognized in the selection of one of our delegates, C. S. N. Hallberg, as Secretary of that section. The American Medical Association is a large body and yields an amount of influence proportionate to its size. The affiliation of the dentists with this association has gained for them official recognition by the general government in the creation of a corps of dental surgeons for the United States Army. This is quick recognition for a profession of recent development, and leads to a query why pharmacy has not come to its own by taking a position as a distinct profession. It is co-equal with medicine in antiquity and importance. Possibly its devotees have been too modest in pushing its claims, for, up to the present time, it has received but scant recognition from the government. We cannot do better than to send to each annual meeting of the American Medical Association a delegation of our strongest and best men to represent us in the section of that body in which we are especially interested.

While on the subject of representative delegations to allied bodies. It would not be amiss to suggest the propriety of exchanging representatives with our brethren across the water. Now that the trip across the Atlantic can be made safely, quickly, and cheaply, there seems to be no reason why we should not exchange delegates with the British Pharmaceutical Conference.

The Procter Memorial.

Our thoughts at the present time naturally turn to commemorating next year's fifteenth anniversary of our existence, and preparing some fitting testimonial to the memory of the Father of American Pharmacy, William Procter, Jr. Considerable discussion has been had to the particular form of this testimonial. A monument, scholarship, and research laboratory, have been in turn suggested. The last would certainly be the most worthy our consideration, but it would involve an expenditure far beyond our means, and cannot be entertained. Besides, the ground in this direction is already somewhat covered in the fine equipment of research departments in some of our pharmaceutical manufacturing establishments. Much has already been accomplished, and many important discoveries made in new remedies.

The public press announces the promise from one of our multimillionaires, of a contribution to establish such a laboratory and an endowment sufficient to support it. Given ample means and thorough equipment, research might at the beginning be confined to biological lines, but would surely take in not only the investigation of diseases, but remedies as well.

Pending the fulfillment of such a promise, the next fitting memorial to commemorate an event and perpetuate a memory, would be a medal bestowed by this Association, for meritorious work along the lines laid down in awarding the Hanbury and Fluckiger medals. A prize so valuable as this would be to the recipient, would afford an ample incentive to the best work in the field of pharmacy. This medal, known as the Procter Medal, would serve to keep alive the memory of him whom we, as pharmacists, delight to honor.

The keynote of the coming years, as that of the past, must be progress, for, no matter what has been attained, yet, as it has been truly remarked, "The wisest man may be wiser to-day than yesterday, and to-morrow, than to-day." The future waves alluringly its unwon laurels and invites to fields yet unexplored, fruitful with the promise of rich rewards.

And now, in conclusion, permit me to express my grateful appreciation of the high honor you have conferred upon me, and to ask your consideration and assistance while presiding over your deliberations.

The address was referred for action.

The first meeting was largely taken up with routine business. Congratulatory messages were received from the British Pharmaceutical Conference, and delegates present from the Ontario College of Pharmacy extended the good wishes of pharmaceutical organizations in the Canadian provinces.

By vote the Association decided to hold a special session Thursday for memorial exercises in honor of the late President Wm. McKinley. Dr. Frederick Hoffmann of Berlin, Germany, now an honorary member of the Association, was invited to be present to preside and to deliver an address at the fiftieth anniversary of the Association to be held next year in Philadelphia.

Secretary Chas. Caspari, Jr. of Baltimore, reported one thousand two hundred and thirty-nine members in good standing. Over one hundred new applications for membership were received.

Officers Elected.

The following officers were elected for the ensuing year:

President: Henry M. Whippley, St. Louis, Mo.
First vice-president: Wm. M. Searby, San Francisco, Cal.

Second vice-president: Geo. F. Payne, Atlanta, Ga.
Third vice-president: Wm. S. Thompson, Washington, D. C.

Members of Council: J. H. Beal, St. Louis, Mo.; Clement B. Lowe, Philadelphia, Pa.; C. A. Rapelye, Hartford, Conn.

Reporter on the Progress of Pharmacy: C. Lewis Diehl, Louisville, Ky.

Secretary: Chas. Caspari, Jr., Baltimore, Md.
Treasurer: Samuel A. D. Sheppard, Boston, Mass.

An elaborate plan of entertainment for the delegates has been provided by local pharmacists and extends throughout the week. The programme includes a reception and dance, visits to the Museum of Fine Arts and the St. Louis Exposition, a carriage ride to and luncheon at Glen Echo Club House, a trolley ride, and visit to the Missouri Botanical Garden (Shaw's Garden), entertainment at the Union Club, a steamboat excursion on the Mississippi River, train excursion to the Iron Mountain region and many other interesting features. The committee of ladies also has a programme, and its members are taking special pains to appropriately entertain the visitors placed in their care. The last general session of the Association will be held at ten o'clock Saturday morning. [A detailed account of the meeting will appear in the Era next week.]

LONDON'S FAVORITE SUMMER DRINKS.

Has anyone really found the perfect summer drink? asks the London Telegraph. Going through the degrees of good, better, best, one has still to find the perfect brew, but there are many which are most agreeable and efficacious. It is imperative that to please the palate and the whole hot, limp body that a summer drink should be cold, but an abuse of ice at once destroys the effect desired besides being dangerous. A liquid set on ice and slowly chilled is far more to be recommended than the drink in which ice floats.

Londoners show marked favor to plain lemon quash, made from the juice of the lemon, sweetened sparsely with sugar and diluted with water, and finally cooled on ice. There is no drink more acceptable and cooling in the heat of the day, and it ranks far in the lead of artificial, acidulated decoctions, but falls, too, into disrepute when too liberally inhibited.

Taking the average, it would seem the plainer drinks have the larger share of popularity, and soda and milk is one of the very first favorites. To be perfect, it requires that a can of ice be placed in the milk, and that the soda should have lain for some time on the ice block. These are the simplest, perhaps best, and certainly cheapest of the drinks Londoners are patronizing to assuage their thirst, and men folk find consolation in shandygaff, of which no one can deny the cooling qualities, mixtures of lime juice and ginger beer, bitter and lemonade, and iced wines of every sort. The mysteries and the delights of the soda fountain are still to be better learned.

In the home the thoughtful house-keeper meets the want of the summer days by the concoction of refreshing wine cups, in which, as everyone knows, it is not necessary to mix the very best wine. A good recipe for claret cup will be found to consist of one bottle of claret, another of soda water, one liqueur glass of curacao, another of brandy, a small lump of ice, two tablespoonfuls of castor sugar, and a sprig of borage. Set on ice for a few moments this cup—to which fruit, strawberries, grapes, or sliced bananas, can with advantage be added—is distinctly good. Another variation of claret cup can be achieved in the mixture of one bottle of claret, three of lemonade, and one of soda, two ounces of powdered sugar, two lemons, sliced, and one-third of a gill of noyeau.

Cider cannot fail to please, and cider cup properly blended is an ideal luncheon drink. It requires one quart bottle of cider, one of soda water, one liqueur glass of brandy and maraschino, a small piece of ice, and the

addition of any seasonable fruit. The same ingredients, in the same proportions only differing in the substitution of champagne for elder, and with the addition of one tablespoonful of castor sugar and some cucumber rind and borage, would compound an excellent champagne cup, or, if preferred, moselle or still hock. Vermouth cup is achieved by the addition to one bottle of soda of one claret glass of vermouth, a few drops of angostura, a small piece of ice, and the merest suspicion of sliced bananas, raspberries, strawberries, or any other favored fruit.

Any of these concocted liquids is warranted to revive the limpest mortal on the hottest day and grant a new lease of life.

LENGTHENING HUMAN LIFE.

The census reports show that during the last decade the death rate in the United States has decreased one and one-half for every thousand of population. Dr. Kober, of Washington, claims that in three hundred years the average of human life has been doubled. He states that in the sixteenth century it was between 18 and 20 years; at the close of the eighteenth it was a little over 30 years; to-day it is over 40 years, having been lengthened six years since 1880. For a long time 33 years was considered and taught to be the average duration of life. Just how this figure was obtained is a matter of speculation, and there are those who will question the accuracy of Dr. Kober's statistics.

But this matters little; the fact remains that the span of existence has been lengthened appreciably, though it may defy exact mathematic calculation. Various factors have entered into the production of this extension, for some of which, at least, the science of medicine may claim credit.

The enormous infant mortality of the past has been responsible for the low average length of life, and it is here that medical science has achieved its most brilliant hygienic and therapeutic results. The single item of diphtheria, now effectually combatted with antitoxin, is a shining instance. The diarrheal diseases of infancy are still the worst foes of babyhood, but magnificent work has been done in their prevention and cure.

By hygiene and quarantine nearly all the infectious and contagious diseases have been lessened in prevalence and mortality. Surgery, too, saves thousands of lives that would formerly have been lost. It cannot be denied, however, that its results are marred by the fatalities attending unnecessary and ill-advised operations by embryonic "surgeons" who desire to make a "record."

Perhaps the most important element promoting longevity is the education of mankind in hygiene, and the physician is its prophet. In this work the newspaper has been a powerful ally, in spite of all its blunders. From the mass of ridiculous "health hints" and pseudo-science published daily, the public has sifted out the grains of truth and profited accordingly.

Many other things help to stay death's coming; the standard of living has been raised enormously; the hours of work have been shortened; amusements are no longer counted as evil; drunkenness is discouraged.

Another factor not to be ignored is the transmission by inheritance of specific resistance to disease. While man has learned to shun infection, his cells have also learned defensive measures against it, and elaborate their antitoxins more readily. The theory of Dr. W. J. Class, that the inexplicable febrile affections of childhood are simply mild attacks of the ordinary communicable diseases, is compatible with this.

And so, it seems, life is preserved more successfully in early and middle life, but the bitterest enemy of a serene old age still remains—and that is worry, Eddylites there have been really Christian Scientists who did not deny with idiotic autohypnosis the evidence of the senses, but encouraged only a calm acceptance of this evidence. They have taught that

misfortune may be real, but that unhappiness is a creation of "mortal mind"; that trouble and grief and woe are unnecessary subjective states; that worry is foresight gone mad; that riches and fame and place and power are nothing, and that contentment is everything. All mankind might well subscribe to this good old creed and drink more hopefully than the toast, "Here's to your health; may you live long and prosper." (St. Louis Med. Review.)

SOME CHEMICAL MYSTERIES.

It has happened more than once that just as we had firmly established our sciences upon a basis which seemed as unyielding as the Biblical rock, and had toilfully formulated theories that explained all phenomena with unvarying simplicity, some obscure experimentalist made a discovery which by no possibility could be twisted and molded to fit the existing system and, indeed, even challenged the truth of all established doctrines. Thus it was that Young and Fresnel overthrew the old emission theory of light with their experiments in the phenomena of interference; and thus our theories of chemical interaction, and even our conception of matter, may be modified by the researches made within the last few years in the field of the radio-active substances.

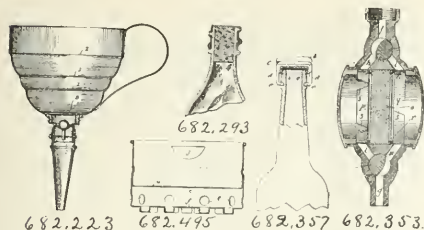
What chemist formerly would for a moment have thought of attacking the law of Avogadro—the law which tells us that if the temperature and pressure be equal, equal volumes of different gases contain the same number of molecules? And yet a modern chemist, Lord Rayleigh, did find it necessary to test the truth of that law by precise determinations of the densities of well-known gases. If he had never studied the behavior of nitrogen, or if he had considered the discrepancies which he observed in determining the vapor density of that gas, as errors due to defective observation, as many a chemist before him had done, argon and the other newly discovered constituents of the atmosphere might still be unknown, and many chemical doubts never aroused. Roentgen, too, found it necessary to revive theories of radiant matter which we thought had long since been refuted, and he supplied us with rays which we cannot yet explain. Becquerel increased our perplexity with his thorium and uranium rays. But when M. and Mme. Curie exhibited to our astonished eyes the results which they had achieved with radium and polonium, we were completely mystified and were compelled to admit that there were more things in chemistry than our philosophy had dreamed of. Other chemists have also experimented with uranium, following methods different from those of the Curies, and have obtained additional active substances.

Still another supposed element has been found to mock our periodic system. It has been discovered that thorium, when subjected to the action of acids, yields helium, and that thorium is often associated with radio-active substances.

Helium and its gaseous companions on the one hand, the radioactive substances on the other hand, are mysteries which have so far completely baffled our chemists. And uranium and thorium, elements with which we once considered ourselves thoroughly familiar, are now to us as curious as if they had been but the discovery of yesterday.

If the eccentricities of uranium, thorium and helium, and the mysteries of Roentgen rays cannot be adequately accounted for by our existing chemical system, the question arises: Can our system be wrong? Chemistry is an exact science—at least we had flattered ourselves that it had been at last raised to that eminence. But an exact science is infallible, and will hear nothing of exceptions. Some day a chemist will be found whose mind, broad enough to grasp the scattered facts unearthed in the course of a century of research, will elaborate a chemical system which may prove as revolutionary in its way as the theory of Young; but which will embrace in its comprehensiveness those puzzling gases and radiant substances so utterly inexplicable at present. (Sci. Am.)

Patents, Trade Marks, Etc.



PATENTS.

Issued September 10, 1900.

- 8,664.—Title: "Vitagua." (For Mineral Water.) Consolidated Bottling Co., Huron, S. D. Filed August 5, 1901.
- 8,665.—Title: "Tantaka." (For Mineral Water.) Consolidated Bottling Co., Huron, S. D. Filed August 5, 1901.
- 8,666.—Title: "Beeman's Sweetheart Gum." (For Chewing-Gum.) Elbert Beeman, Waco, Texas. Filed August 15, 1901.
- 8,667.—Title: "Hi-Hi Chewing-Gum." (For a Medicinal Chewing-Gum.) Robert Arthur Wilson, Portland, Oregon. Filed August 15, 1901.
- 8,668.—Title: "Mekko Cough Mixture." (For Cough Remedy.) Ogden & Shimer, Middletown, N. Y. Filed August 15, 1901.
- 8,669.—Title: "Forest Tar Drops." (For Cough-Drops.) Frank S. Zappulla, Brooklyn, N. Y. Filed July 9, 1901.
- 8,670.—Title: "Perrin's Pile Specific." (For a Medicine.) C. A. Perrin, Helena, Mont. Filed February 23, 1901.
- 8,671.—Title: "Rumol." (For a Medicine.) Irwin McGregor Adams, New York, N. Y. Filed August 7, 1901.
- 8,672.—Title: "Cole's Cough Cure." (For a Medicine.) J. W. Cole & Co., Black River Falls, Wis. Filed August 10, 1901.
- 8,673.—Title: "Crown Ant Exterminator." (For Ant Extermination.) Ida E. Stevens, Whiteplains, N. Y. Filed August 16, 1901.

TRADE-MARKS.

Registered September 10, 1900.

- 37,038.—Perfumery, Toilet Water, Face Powders and Sachet Powders, Albert F. Jammes, New York. The word "Exquisia."
- 37,041.—Carbonated or Non-Alcoholic Beverages. Pennsylvania Bottling & Supply Co., Ltd., Philadelphia, Pa. The word "Swallow," a diamond-shaped figure, the representation of a building, and a panel.
- 37,042.—Non-Alcoholic Beverage. Blue Seal Supply Co., Boston, Mass. The compound word "Ron-Bre" and the representation of a bear.

LABELS.

Registered September 10, 1900.

- 682,181.—George Elchebaum, Berlin, Germany, assignor to Farbenfabriken of Elberfeld Co., New York, N. Y. Producing albumoses.
- 682,225.—Gottlieb Neudecker, Chicago, Ill. Measuring-funnel and strainer.
- 682,269.—James G. Poe, Dallas, Tex. Syringe attachment.
- 682,292.—Jerome F. Taft, assignor of one-half to E. J. Prest, Uxbridge, Mass. Non-refillable bottle.
- 682,344.—Claude A. O. Tossell, assignor to J. A. Spriven, New York, N. Y. Medicated fabric.
- 682,353.—Joseph F. Geisler, New York, N. Y. Filter.
- 682,357.—Konrad R. Jahn, Copenhagen, Denmark. Stopper for bottles, jars, or similar containers.
- 682,495.—David Richards, Pantyffynnon, England. Receptacle for transporting bottles, etc.
- 682,549.—John A. Just, Syracuse, N. Y. Casein powder.

A FABLE.

The Druggist stood in his Place of Business surrounded by Capsules, Hot Water Bags, Perfumes, and Fluid Extracts. A Man came in and said he wanted to look at the directory. Then he asked if "Murphy" was spelled with an "f." He looked at the Hair Brushes, whistled a few bars of the "Tiger Lily," and went out.

A small boy entered and wanted to trade two empty Sarsaparilla Bottles for a Piece of Licorice Root. The Deal fell through, because the bottles had a name blown in the Glass.

A Woman came in and said she was waiting for a

Friend. She had the Druggist bring her a Glass of Plain Water. She said she could not drink Soda Water because the gas got up in her Nose.

Another Woman came in for a Stamp. She did not have any change with her, but was going to come in and hand him the Two Cents some time, that is, if he was Small enough to remember it.

The next who came was a Man with hardly any Chin. He wanted a free sample of Liver Pills and an Almanac telling the Date of the Battle of New Orleans, when the Sun rises and sets, and why the Chicken crossed the Road.

After him there came a man who was in a hurry and wanted to use the phone. He was vexed when he learned that Skinner & Skinner did not have any Number. He asked the Druggist why it was. The Druggist said he was sorry and would see to it before the Man came in again.

Soon after two little Girls came on a Run and helped themselves to Picture Cards. They left the Door open, and the Boy in Overalls stepped in to ask if he could hang a Lithograph in the Window. The Druggist went into the Laboratory and got a large stone Pestle. He was just ready to beat the Life out of the Cash Register, when an Elderly Gentleman came in with a prescription.

The Druggist started the Blow and chirped up quite a bit. "This is where I catch even on the Day," he said. It was no Mirage. He had to, and he did.

Moral: Don't Blame the Druggist.—George Ade in Collier's Weekly.

BRUCINE TEST FOR NITRATES.—P. Cazeneuve and H. Defournel suggest the substitution of glacial formic acid for sulphuric acid in applying the familiar brucine test for nitrates. By this means the difficulty in obtaining a reagent which, in the absence of nitrates in the substance tested, is absolutely without color reaction on the alkaloid, is overcome. In applying the test to waters a litre should be evaporated to dryness in the usual manner, the residue taken up in 20 C. c. of water, and evaporated in a flat bottomed capsule with a little brucine. A few drops of glacial formic acid are then dropped on while the capsule is still warm. The delicacy of the test is 1:100,000. A yellow tint is obtained which turns to a rose-color in twelve hours, or, on the addition of hydrogen peroxide, in a quarter of an hour. The test may be applied quantitatively by the colorimetric method. (Bull. Soc. Chim.; Pharm. Jour.)

CONFUCIUS

was a precocious infant and, before he was five years of age, his dad had laid out nearly all China telling them about "the bright thing my boy said the other day." He found out many things by hook or crook and these he imparted to the public in such captivating style that he was recognized as the Mr. Dooley of his native land before he was old enough to vote. In repartee he was a bold wag and the tea house damsels voted him "just too cute." One day the Emperor sent for him and, after beating about the bush a while, offered him a good thing at the Court with a salary of nothing a year and what he could get in the way of fees. Confucius made the good thing pay somewhat, and eventually landed where it was a close race between the Emperor and himself. Shortly afterward he became an ancestor and tried to invent an "Imperial" Nipple. In this he failed, but later on it was accomplished by an American gentleman whose fore-bears were immigrants.

MARKET REPORT.

NEW YORK MARKET.

Business Generally Satisfactory.

NEW YORK, Sept. 17.—Continued warm weather has somewhat retarded the movement of Fall and Winter goods, but business in a general way is fairly satisfactory and fluctuations in values are wholly due to natural causes.

OPIUM.—There is no improvement in demand and tame conditions continue to prevail with quotations more or less nominal at the old range of \$3.25@3.50 for 9 per cent, and \$3.45@3.60 for 11 per cent. Powdered is easier in a large way, but jobbers continue to quote \$4.50@4.75 for 13 per cent, and \$5.00@5.25 for 16 per cent, as to size of order.

MORPHINE.—Market conditions are practically as noted for several weeks past, and a continued fair jobbing business is in progress at prices on the basis of \$2.20@4.40 for eighth, as to brand, less the usual rebate of 10c. per oz. lots of 10-oz. or over.

QUININE.—Trading is wholly of a routine order and prices in a jobbing way are nominally steady at 28¢@29¢, in 100-oz tins, 28¢@29¢ in 50-oz tins, 29¢@30¢ in 25-oz tins, and 35¢@36¢ in ounces.

LARKSPUR SEED.—Extreme scarcity has caused jobbers to advance quotations to 70¢@80¢.

SAFFRON.—Valencia is steadily growing firmer both here and abroad and local jobbers have further advanced their quotations to \$8.50@8.75.

ERGOT.—Values are easier in sympathy with foreign markets, and the revised jobbing figures are 55¢@58¢ for Russian and 60¢@70¢ for Spanish.

OIL ALMONDS.—Sweet is lower abroad and spot jobbing quotations have been reduced to 60¢@70¢ for pure and 53¢@57¢ for French.

LYCOPodium.—Primary markets are stronger, owing to a small yield of new crop and jobbers have advanced quotations to 70¢@80¢ as to quality.

ANISE SEED.—Late advices fully confirm previous reports of a short crop, and the tone of the market is strong with jobbing quotations showing an advance to 15¢@18¢.

SANTONINE.—Owing to a short supply of raw material manufacturers have advanced prices 25¢ per lb. and the revised jobbing quotations are \$6.25@6.50 per lb. and 50¢@55¢ per oz. for crystals and \$5.35@6.00 per lb. and 52¢@57¢ per oz. for powdered.

MANNA.—Sorts are in light supply and steady at old figures, but owing to the near approach of new crop, holders have reduced quotations for large flake to \$1.25 @1.50 and for small flake to 65¢@75¢.

BISMUTH.—Jobbing quotations for the metal have been reduced to \$2.15@2.25, oxychloride to \$1.90@2.00 per lb. and 18¢@20¢ per oz. and salicylate 40 per cent to \$1.80 @1.90 per lb. and 17¢@20¢ per oz.

NITRATE OF STRYCHNINE.—A slightly easier feeling has developed and jobbing quotations show a decline to the basis of \$1.45@1.55 in eighths.

OXALATE CERUM.—Lower quotations are named by jobbers and the revised range is 50¢@55¢.

SEIDLITZ MIXTURE.—There has been a fractional decline in jobbing values, and supplies are obtainable at 13¢@14¢ in barrels, 14¢@15¢ in cases and 17¢@20¢ in broken lots, according to quantity.

BALSAM FIR.—Canada continues to harden in price under the influence heretofore noted and jobbing quotations show a further advance to \$3.55@4.00 per gallon in bulk, and 60¢@65¢ in pound bottles, inclusive.

OIL WINE.—Heavy is firmer owing to light supplies and jobbers have advanced quotations to \$7.00@7.25 per lb.

NITRITE OF AMYL.—Values in a jobbing way are somewhat lower and 19¢@21¢ is the quoted range according to quality.

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THE CHEMISTRY OF INSECTICIDES.—By F. T. Shutt. Canada Exp. Farms Rept., 1899, 148-149; (Jour. Am. Chem. Soc.) An analysis of a sample of Paris green indicated 44.2 per cent. of arsenious acid, of which 4.56 per cent. was soluble in water. An emulsion of kerosene and crude carbolic acid with some soap, was found effective in destroying borers and bark lice. The addition of copper sulphate to the emulsion caused separation of the emulsion constituents and is not to be recommended. Addition of a strong tobacco decoction to the Bordeaux mixture caused separation of the constituents, but only after standing some time. If used fresh, this would not injure the Bordeaux mixture.

Druggists Labels.

A neat and attractive label on an article always aids in its sale. Prescription labels should be especially neat and druggists would do well to write for a catalogue to Philip Zunsner, 129 William street, New York. He prints labels of every description and makes cartons, folding boxes, powder papers, pill, powder and ointment boxes etc., and the quality and prices are right.

The Pharmaceutical Era.

EVERY THURSDAY.

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INDEX TO THIS NUMBER.

THE ST. LOUIS MEETING.

The work of the forty-ninth annual meeting of the American Pharmaceutical Association was satisfactory in an eminent degree. The proceedings were marked with a vim, snap and vigor that surprised some even of the oldest members. The several sections maintained their record for being late in opening and continuing long after proper time for adjournment, but it must be admitted that while they were in session they did a large amount of work and did it well. Less discussion of unimportant matters of detail were permitted than usual, and the chairmen were reasonably strict in preventing the waste of time by the palaver of some of those who are known to be fond of the sound of their own voices. Some unnecessary abuse of the floor was made by one or two chronic talkers, but the improvement over some former years was plainly noticeable.

Each section presented a well-filled program, and some of the papers presented were of decided merit. The new section on Practical Pharmacy and Dispensing especially distinguished itself by the value and interest of its exhibit of products, and the important dispensing points brought out in the discussions. If the section continues to provide such a spread of good things as it prepared at St. Louis, it will soon be able to claim one of the most important places on the week's program.

The new features, or rather an old feature revived after a period of many years, of having an exhibit of

pharmaceutical products, and which some of the more conservative members looked forward to with fear and trembling, turned out to be one of the most important events of the entire meeting. The space assigned to exhibits was fully taken, and in fact was found inadequate for the proper display of all that was presented. The exhibit room was at all times well filled with an admiring crowd, and the favorable comments frequently heard indicate that the display was of benefit both to visitors and exhibitors alike. Already members are beginning to plan for the exhibit at Philadelphia next year, and some are discussing the advisability of attempting at that place a display which in extent and interest shall eclipse anything of the kind previously held in the United States.

Taken altogether the forty-ninth annual meeting was a notable success, and the members of the association go home with a renewed confidence in the vitality and power of their organization and in its ability to serve the interests for which it was formed.

In attendance the meeting was one of the largest ever held, considering more than 400 visitors being registered at the local secretary's office, while the number of new members elected, 147, was the largest in ten years.

Much of this success is attributable to the fact that the association was last year particularly fortunate in selecting as its officers and committeemen those who were deeply interested in its welfare, and willing to make some sacrifice of time and effort to the discharge of their duties. But the retiring president, Mr. John F. Patton, and the incoming president, Dr. H. M. Whelpley, were indefatigable during the year in bringing the meeting to the attention of the druggists and urging their co-operation. Likewise, Prof. J. P. Remington and Thos. P. Cook are deserving of great credit for their painstaking efforts in connection with the organization and conduct of the exhibition.

THE CHRONIC KICKER.

There is probably no cause which does more to make life about drug stores miserable than the habit of complaining and fault-finding. The individual who indulges this habit is constantly whining about persons and things in general, and about his own trials and tribulations in particular. The characteristics of this variety of nuisance are well known, for nearly every store or office has at least one. If he cannot find fault with the weather or with politics, he pesters his fellow clerks with his own troubles and lack of luck. It is impossible to suit him, and he carries about with him a cloud which obscures the sun where-

ever he goes. Every one admits that the chronic kicker is disagreeable, but the fact that the habit which he represents is a positive detriment to business is too often lost sight of. It does not pay.

If the pharmacist is to succeed in this age of competition he will need all the energy he can command. His business deserves his best attention, and he cannot afford to waste his time and energy in feeling sorry for himself or others. The drug clerk cannot properly attend to his duties if he is constantly worrying about the troubles of himself and others, and the proprietor who is in the habit of walking about his store with a face as long as a gallon percolator need not be surprised if his business refuses to flourish.

If cheerfulness pays because it acts as a stimulant to the mental force required to meet the difficulties of business, it also does its part in attracting and holding trade. Pharmacists expend considerable sums in illuminating their stores with a view to making the place bright and attractive. Quite as important results may be obtained by insisting upon having cheerful faces behind the counters. No one likes to enter a badly lighted store, and still less one in which the clerks wear the air of having recently lost their dearest friends. The pharmacist cannot afford to be a chronic kicker himself, nor to have even one of these unfortunate about his place. It may seem heartless to discharge a clerk because his view of life is unusually gloomy, but it will not appear unjust when it is borne in mind that this lugubrious point of view is in nearly all cases merely a habit, which may be overcome quite as easily as a number of much less objectionable habits which are universally condemned. It is probably true that much of the ill-humor exhibited in business is unavoidable. Everyone has his troubles. The sun cannot always shine. But by far the greater proportion of the whining one hears is merely the result of a habit of self-commiseration. This habit is contagious and spreads like the plague. If everyone will stop to think that he is probably no more abused than anyone else, and will cease feeling sorry for himself, the world will soon wear a brighter look.

PHARMACISTS OF THE TRAGEDY.

While the names of physicians, surgeons and nurses connected with the tragedy at Buffalo which deprived the nation of its President, the part that each took in the emergency of the events following it up to the time of the death of Mr. McKinley, have become familiar to almost everyone, nothing has been made public concerning the pharmacists who rendered the services that made possible the work of the surgeons at the time of the shooting, through a week of terrible suspense and in the last hours of the President. The pharmaceutical history of the national tragedy holds as much of interest for the druggist as any other phase of the treatment and care of the distinguished patient. The readers of the Era are given in this issue, the benefit of a review of the pharmaceutical aspects of the case, based upon a careful investigation. The exercise of despatch and accuracy in the first instance, the subsequent alertness and tireless devotion to professional duty and the fulfillment of trusts imposed in the druggist by those directly in

charge of the case are of no less interest and importance than any other feature. The responsibilities were of great weight, and there is certainly room for pride among the profession that no adverse criticism can be applied to the work of the men to whose lot it fell to minister to the wants of the late President through his physicians and surgeons. While the case was almost purely a surgical one, calling for the most part for supplies upon order rather than prescription; for stimulants, anaesthetics, antiseptics, lotions and cathartics, yet it will be seen that every virtue of the pharmacist was called into requisition in the furnishing of these supplies. In no less degree is he entitled to the gratitude of the people and the admiration of his fellow workers than others who administer to the President in his illness and last hours.

IS A LAW TO REGULATE THE SALE OF PATENT MEDICINES NEEDED?

A concrete instance of the need of some kind of restrictions governing the indiscriminate sale of patent medicines is suggested in the death of a child in Milwaukee, Wisconsin, from a dose of a proprietary soothing syrup. The father says that the child appeared so nervous and fretful that he gave it what he thought to be an average dose of some soothing syrup he had purchased, but which really was an overdose.

Many of these nostrums marketed, and widely advertised to the public as cures for this and that awful malady—the awful malady being luridly described—are menaces to health and morality, not to say professionally unethical. Cold cures and headache powders and like remedies of the milder ills have times out of number resulted in death or violent illness. True, the label on each bottle has the directions for administering, the “cure,” but the fatalities still go on and will continue to do so. It is plainly evident that it is not the highest degree of intelligence that flies to some nostrum, whose advertising matter “just describes how one feels,” or recommended by some self-deluded person, on the appearance of a little constitutional derangement; and that minimum of intelligence cannot be expected to attain suddenly to a higher plane for the purpose of reading the label on a patent medicine bottle. The sensible person, even if he has to suffer a little monetary embarrassment as a consequence, will always go to a physician for treatment, and it is the druggist's duty as a professional man and as a humanitarian, to recommend a doctor in preference to a patent medicine. Were all druggists to do that, many of the preparations marketed to-day would die out, and only those in which there is merit would survive, and they would be used only under the direction of a physician.

It is argued that Legislation could very properly be taken up to regulate the sale of patent medicines. Those manufacturers who know their preparations to have merit would have nothing to lose, but everything to gain, while the manufacturer, who knows in his heart of hearts that his preparation is a pure fake or will not do all he claims for it, can expect only deserved justice.

PHARMACEUTICAL ASPECT OF THE NATIONAL TRAGEDY.

Druggists Are Given Credit For Their Splendid Services During the Illness of President McKinley.

"I have only words of the strongest commendation for the admirable services rendered by the pharmacists who assisted us in the crisis when the late President McKinley was shot and through his illness to the end," said Dr. Matthew D. Mann in answer to a request for a criticism upon the work of the druggists, who were called upon in a professional capacity in the national tragedy at Buffalo, September 6. "There was never a time during the whole terrible ordeal that we did not find a quick, sympathetic and active spirit among all the persons associated with us in the endeavor to save the President's life, and I cannot speak too highly of the prompt and efficient work of the druggists who filled our orders and prescriptions." Dr. Mann's tribute is heartily endorsed by all of the physicians and surgeons who were approached on the subject.

Every phase of the late President's injury and illness has been exhaustively discussed from all points of view with the exception of that of the pharmacist. Until the operating physician and his associates had paid this splendid compliment to the druggists connected with the case of the distinguished patient, nothing had been given out for the public to the credit of the men, whose accuracy, despatch and devotion to duty won the gratitude of the surgeons, who are in a position to realize how materially their work is forwarded by the prompt and sure action of the druggist upon whom they are depending.

There are four pharmacists who rendered valuable services in the care of the wounded President. The first druggist called upon immediately after the shooting was B. J. Bixby, a bright young man in charge of the drug department of the Emergency Hospital on the Pan-American exposition grounds. When President McKinley was removed to the Milburn house on Delaware avenue the services of druggist E. A. Kingston, who owns the neighborhood store on the corner of Main and Ferry streets, were called into requisition. The store of Horace P. Hayes, on the corner of Allen and Main streets, was the scene of many hurried orders,

which were promptly and accurately carried out by Mr. Hayes and his efficient manager, Fred A. Darrin. To these men belong the credit of upholding the honor of their profession by the exercise of those qualities which make for the recognition of the phar-

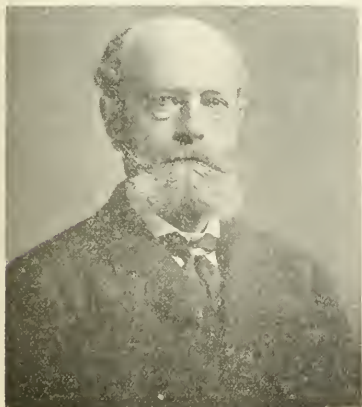


DR. ROSWELL PARK,
Associate Surgeon.

macist as a man of consequence in the professional world.

A short time after the tragedy was enacted in the Temple of Music a rush call for the ambulance came to the Emergency Hospital, and young Bixby was told to prepare all the necessary articles for the dressing of the wounds or the performing of an operation. In speaking of the shock incident to the terrible news and his subsequent actions, Mr. Bixby said:

"The word of the attempted assassination of the President, coming as a bolt from a clear sky, seemed to paralyze all of us for a moment. There was no confusion, however. The table, stands, bowls, and other apparatus were quickly put into order for an operation. I began work at once in the drug department without knowing the extent of the President's injuries or exactly what would be needed. We prepared bandages, gauzes, cottons, stimulants, anesthetics and antiseptics. The work was done smoothly, without a hitch. It took us just seven minutes to prepare for the emergency. Besides the surgical supplies proper, there were, a normal salt solution, bichloride of mercury for antiseptic use, brandy, strychnine and morphine. Two hypodermic injections of brandy were used, two of strychnine, each injection being of one-thirtieth of a grain, and one hypodermic injection of morphine of one-sixth of a grain. The administering of the hypodermic injections was intrusted to me. After the operation had been finished and the wound dressed, I went ahead to the Milburn house, taking a complete case of hypodermic tablets. Two nurses, Miss Barnes and Miss Simmons, accompanied me, our duty being to set up a bed and prepare the room for the President's reception. This being done I returned to the hospital and saw him removed. I



DR. MATTHEW D. MANN,
Operating Surgeon.



DRUGGIST E. A. KINGSTON.
Whose Work was Praised by Surgeons.

had nothing further to do with the case until Thursday, when I sent over some bandages and other surgical supplies."

Bixby is a student at the university of Buffalo and is one of the brightest young men in the medical college. The drug department of the Emergency Hospital, of which he has charge, is a small room opening off the main operating room. The supply of drugs is limited to what is generally required for emergency cases, being composed largely of stimulants, anesthetics and surgical supplies.

When President McKinley was removed to the Milburn house the work of supplying drugs and other requisites was given to E. A. Kingston, his store being the nearest one to the sick room. Mr. Kingston immediately set about making special preparations to

insure the most perfect and quickest service. Three messengers were retained and some of them were in readiness at all times during the week to respond promptly to any call for medicines or supplies which might be needed. The messengers were provided with bicycles. Only once did Mr. Kingston fail to have what he was called upon for a certain kind of bandage, but his messengers were promptly dispatched to different stores and one of them returned within ten minutes with the required article. Over twenty prescriptions and orders were filled at this store, including hypodermic tablets, gauzes, bandages, plasters, cottons, calomel, castor oil and lotions for external application. Every precaution was taken to fill orders with accuracy and despatch. The store force held themselves in readiness at all hours of the day and night, taking no chances of not being prepared for an emergency.

Mr. Kingston is one of the most widely known druggists in Buffalo. He established his business fifteen years ago and has built up, through his energy and thorough going business methods one of the leading drug establishments of Buffalo. He is justly proud of the excellent services rendered by him during the late President's illness, and has been highly complimented by the physicians and surgeons connected with the case. Talking to the Era representative in regard to the illness of Mr. McKinley and the pharmaceutical phase of the case, Mr. Kingston said:

"As soon as I was informed of the fact that the President was to be brought to the Milburn residence, I began making preparations to meet any call for service from my store. The messenger service proved to be just the thing. There was no delay in filling an order or prescription, of which there were about twenty. We held ourselves in readiness night and day throughout the week to respond instantly when anything was wanted. All other business was subordinated to our one desire to be prompt and accurate in attending to the prescriptions of the attending surgeons. That our efforts were appreciated is evidenced by a beautiful bouquet sent to us from the Milburn house and by personal assurances from the doctors. Although we have the satisfaction of having done all in our power, there is a great inexpressible regret that we could not have done more, and that what was done was futile to the end of saving a noble and useful life. The nature of the medicines and supplies used you already know. It was almost purely a surgical case and the orders filled were for supplies to fit the circumstances."

Another store which figured prominently in the



KINGSTON'S STORE FROM WHICH DRUGS WERE SUPPLIED BY SPECIAL MESSENGER SERVICE.



DRUGGIST HORACE P. HAYES.

FRED A. DARRIN.
Manager Hayes' Drug Store.

furnishing of medicines and supplies for the distinguished patient, was that of Horace P. Hayes, corner Allen and Main streets. Dr. Mann's residence is just around the corner from this store and Mr. Darrin, the manager, held himself in readiness to fill all of the orders of the surgeon, of which there were not a few. Zinc oxide plasters, dressings and surgical odds and ends were sent out by Mr. Darrin. The most important service rendered by him was the secret delivery of the oxygen to the Milburn house on Thursday night under orders from the doctors, who were anticipating

at that time a crisis in the President's condition. It was considered undesirable that the information that oxygen was being taken to the house should be given out until the surgeons were sure that its use would be necessary, yet all agreed that it was wise to take the precaution of having it at hand. Mr. Darrin was told of this condition of affairs and was detailed to deliver the two large cylinders of gas at the house on Thursday night, being left to his own resources. Securing a closed carriage he took the two oxygen cylinders and drove out to the house. Although he was stopped

INTERIOR OF HORACE P. HAYES' DRUG STORE.
A base of Supplies for the Sick Room.

at the lines by the guards, he insisted upon having a personal message for Dr. Mann, and argued for half an hour before he succeeded in reaching a side door to the house and delivering the gas without anyone knowing the nature of his mission. Mr. Darrin refused to be interviewed about the incident, modestly disclaiming any credit for doing his duty.

The store of which Mr. Darrin is manager is one of the four establishments belonging to Horace P. Hayes, one of the longest established druggists in the city of Buffalo. The Main street store is a model in the way of equipment, and Mr. Darrin has established a splendid reputation for reliability and promptness, supplying many of the most eminent physicians and surgeons in the city.

Dr. Roswell Park, speaking of the pharmaceutical aspect of the President's illness, said:

"It was almost purely a surgical case. There is of necessity in the treatment of a case of that kind but little pharmaceutical history. Little medicine was employed aside from adrenaline, strychnine and other vascular and heart stimulants, anaesthetics, cathartics, plasters and external applications. No fault can be found with the service given us by the pharmacists who supplied these things. It was perfectly satisfactory."

Dr. Herman Mynter spoke along the same line, adding that codeine and digitalis had been used and speaking in terms of the highest praise of the work of the druggists who furnished the required medical and surgical supplies.

Dr. H. M. Gaylord, state chemist and autopsy surgeon and Dr. H. M. Hill, official chemist of Buffalo, have made analyses of the bullets left in the



Operating room at the Emergency Hospital, showing table, stands and bowls arranged by Druggist Bixby for the operation.

chambers of the assassin's pistol and of portions of the viscera removed from the body at the autopsy and, according to rumor, have been unable, after a most searching examination, to find any trace of a poisonous substance. Their official report had not been made public on Monday. They have been very careful to conceal the results of their work in the laboratory under orders from the surgeons, until the report is ready for the public.



B. J. BIXBY, Pharmacist.

Drug Department, Emergency Hospital, Exposition Grounds, who administered the hypodermic injections for the first operation.

ACOPYRINE is the name given to a combination of acetylsalicylic acid and phenyldimethylpyrazolone. It is a white crystalline powder, fusing between 63 degrees and 64 degrees, easily soluble in alcohol and chloroform and soluble with difficulty in ether. It dissolves in 20 parts of hot water, in 400 parts of cold water, in 20 parts of a 2 per cent solution of soda, and in 5 parts of cognac. Treatment with ferric chloride imparts to acopyrine a blood red color which passes into a clear yellow when treated with concentrated sulphuric acid. It has been highly recommended as an antipyretic in the treatment of articular rheumatism, and is administered in capsules containing 50 centigrams repeated several times during the day.

IMPURITIES IN MORPHINE SALTS.—Dr. O. Rössler (Apot. Zeit.) reports having received a sample of morphine hydrochloride said to be of English origin, which possessed a faint odor of trimethylamine. Another sample contained bacteria, a solution of the salt producing abscesses when administered to an apparently vigorous patient. After sterilizing the solution no disagreeable symptoms were produced. Upon examination the sample was found to contain organisms belonging to the group of *Bacterium coli commune*.

HYDROGEN SULPHIDE IN BOILED MILK. The decomposition of milk by boiling or prolonged heating is well known. The failure of infants to readily assimilate certain kinds of sterilized milk has been ascribed to the breaking up of the albumens of the milk into various products. Recently attention has been called to the fact that hydrogen sulphide is formed when milk is heated. Dr. K. Oppenheimer (D. Mediz. Zeit., through Apoth. Zeit. found this gas in 50 or 60 trials, the time of heating varying from 5 to 30 minutes.

KINKILIBAH is a febrifuge extensively used in South Africa, and appears to be composed of the leaves of *Cassia occidentalis*. Usually an infusion of 15 : 1000 is employed, lemon juice and sugar being added.

SEA SALT*.

BY JOSEPH FEIL, PH. G.

In nearly every drug store in the United States there is sold in small wooden boxes holding four or five pounds or in cotton bags containing about ten pounds a substance in cubical crystals measuring along an edge from three to eight millimetres and labeled Sea Salt. It is usually slightly gray in color, due to a very small quantity of organic or earthy matter, has an impure saline taste, when dissolved in water the solution is somewhat opalescent and has a distinctive marine odor, occasionally a specimen is found containing an admixture of a few brownish-yellow crystals.

I could find no reference to this commercial article in any standard pharmaceutical work or in a search through the pharmaceutical journals at my command. The United States Dispensatory and Watt's Dictionary of Chemistry give the name as a synonym of Sodium Chloride; the title is not mentioned in the National Dispensatory. On asking the meaning of quite a number of intelligent and well informed pharmacists, I received on of two answers, viz.: "it is the saline residue of evaporated sea water" or "it is rock salt," and the majority seemed to have the latter opinion.

The physical characteristics enumerated above all seem to point to a probable marine origin, excepting the taste was not bitter as sea water and the substance was hardly hygroscopic enough to contain the amount of magnesium chloride and calcium chloride said to be contained in the water of the ocean. An investigation seemed desirable.

That sea water must vary in composition is well known, and the reasons therefor are too well understood to need repetition here, but for comparison an analysis by Thorp and Morton given by Roscoe and Schorlemmer in Treatise on Chemistry, Vol. 1, p. 257, is copied below:

100 Gm. sea water contain:—	
Sodium chloride	2.643918
Potassium chloride	.074619
Magnesium chloride	.315083
Magnesium bromide	.007052
Magnesium sulphate	.200905
Magnesium carbonate	traces.
Magnesium nitrate	.000207
Calcium sulphate	.123158
Calcium carbonate	.004751
Lithium chloride	traces.
Ammonium chloride	.000044
Ferrous chloride	.000503
Silicic acid	traces.

Authorities, however, state that the chemical composition of ocean water is comparatively constant and varies usually less than five per cent in the proportion of its various constituents. The Dictionary of Applied Chemistry—Thorpe—gives fourteen analyses of rock salt obtained from various countries and different geological formations; these vary in the important constituents as follows:

Sodium chloride	from 90 to 97 per cent.
Potassium salts	practically none.
Magnesium oxide	from 1 per cent. to none.
Calcium oxide	found only in one specimen and then to the extent of ½ per cent.

The Dictionary of Arts, etc.—Ure—states that sea salt is deprived of magnesium salts by the following method: Quicklime is added and magnesium hydroxide precipitated and calcium chloride formed, an addition is then made of sodium sulphate and the calcium precipitates as sulphate, but as this is soluble to the extent of 1 part in 400 of water, of course some remains in solution and appears in the salt.

P. L. Simmonds in "Commercial Products of the Sea," gives two analyses of French crude sea salt (that is, the first crystallization of evaporated sea water) as follows:

	Salt of the South.	Salt of the West.
Sodium chloride	95.11	87.97
Magnesium chloride	1.58	1.58
Magnesium sulphate	1.30	.50
Calcium sulphate	.91	1.65
Earthy particles	.10	.80
Water	2.55	7.50

100.

100.

*Read before the American Pharmaceutical Association, St. Louis.

I collected quite a number of specimens of commercial sea salt and found that about three varieties could be distinguished:

(a). Large crystals measuring about eight millimetres, quite clear.

(b). Small crystals about four millimetres in length, light gray in color.

(c). Small crystals about three millimetres along the edge, gray in color with an admixture of a few brownish-yellow crystals.

An analysis of a typical specimen of each variety gave the following results:

	A.	B.	C.
Moisture	2 to 3 per cent.		
Odor of solution	Distinctly marine.		
Taste of solution	Impure saline but not bitter.		
Clearness of solution	Almost slightly clear.	opalescent.	opalescent.
Potassium oxide	traces.	traces.	traces.
Magnesium oxide in 100 Gm.	.002	.003	.003
Calcium oxide in 100 Gm.	.376	.482	.500
Sulphur trioxide in 100 Gm.	.224	.260	.328
Iron	none.	nonc.	traces.

An insoluble residue of a few milligrams microscopically examined showed merely a little silica and a crystal or two of calcium sulphate.

A careful study of these analyses, compared with the information given above, would seem to indicate very clearly that the specimens were certainly not rock salt, as this substance is usually free from calcium salts and sulphates and its solution has no odor. On the other hand, these samples certainly do not in any way represent all the saline constituents of sea water, and yet have quite a number of distinctive characteristics found in such material. The following explanation seems to me to clear up the matter:

The sea salt of pharmaceutical commerce is crude sea salt, or the first crystallization of concentrated sea water, purified by quicklime and sodium sulphate, as stated by Ure; this will account for every difference in chemical composition and makes clear all the peculiar physical characteristics. Therefore, pharmaceutically, sea salt is not a synonym of sodium chloride, but has a distinctive use as a name for an article very extensively used and obtained from the sea. The large use of this substance would seem to entitle it to pharmacopoeial recognition, and in case such action is considered desirable, I would respectfully suggest that the characteristics and tests should not be those of a substance representing the entire saline residue of sea water, as it is not physically well fitted for ordinary retail sale, but the average properties of the substance found in about every drug store would be the proper ones.

SUMMARY.

1. Sea salt is neither evaporated sea water nor rock salt.
2. Sea salt is purified crude sea salt.
3. The substance last named should find a place in the U. S. P., owing to its well-established use.
4. Sea salt is not a proper synonym of sodium chloride, pharmaceutically speaking, at the present time.

THE EXPORT OF STAR ANISEED, the centre of supply of which is Nanning, is reported to have almost ceased from Pakhoi (China), the West River having surrendered that route. As star aniseed is made into bales weighing considerably over 1 c, it is of necessity far more easily and cheaply carried by water than by coolie labor. Aniseed oil, on the other hand, still travels via the Pakhoi route. Because of its great value, it is used, like native opium, as a convenient medium of exchange between the Nanning and Chin Chow markets. It is more portable, and being difficult to dispose of, except among a certain category of merchants, is less likely to excite the cupidity of land pirates than its corresponding value in sycee. Hence, aniseed oil is not unlikely to be one of the most permanent of the exports from Pakhoi.—(Pharm. Jour.)

QUESTION BOX.

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of the Era. Copies of these may be obtained at ten cents each.

Shoe Polish.

(J. L.) Some formulas for liquid shoe dressing are given in the Era of June 27, 1901, page 708. Here are some others:

Animal charcoal.....	5 parts.
Molasses.....	4 parts.
Hydrochloric acid.....	1 part.
Sulphuric acid.....	2 parts.
This combination makes a tenacious paste.	
Bone black.....	2 pounds.
Molasses.....	1 pound.
Olive oil.....	1 pound.
Sulphuric acid.....	1 pound.
Water, a sufficiency.	

Mix the acid with the bone black, first diluting with a little water, then beat all together, using more water or more bone black as may be required, to give the proper consistency. The acid may be omitted. The polish afforded will not then be so brilliant, however, but the leather will be less liable to injury.

(3.) To 1 pound animal charcoal add 4 ounces commercial sulphuric acid; work them well together, and when the acid has done its duty upon the charcoal add 4 ounces fish or colza oil; stir the mixture until the oil is thoroughly incorporated, then pour in gradually a strong solution of washing soda or other suitable antacid, and continue the stirring until ebullition has ceased and the acid is neutralized. Next add about 8 ounces molasses, and then pour in a solution of gelatine and glycerine sufficient to form a paste. The solution of glycerin and gelatine is made by dissolving the best size in hot water, in the proportion of 4 parts water to 1 of size, adding to every quart of the liquid $1\frac{1}{2}$ ounces of glycerine. The addition of the glycerine and gelatine preparation gives great brilliancy, depth of color, and permanency to the blacking when applied to leather, and at the same time makes it damp proof; besides which the solution of washing soda has the effect of neutralizing the sulphuric acid employed, and thus prevents the injurious action of that acid on the leather, which many paste blackings contain.

Menthol Pencils.

(L. J. K.) In further reply to your query, this journal, Aug. 29, 1901, page 254, Frank Edel, Carthage, Mo., writes that the process before given is far from correct. He says: "These pencils are made by taking a good article of menthol which is melted at a low temperature and poured into molds to cool and shape. The cheaper grades of pencils are said not to be pure menthol, but I have never seen any of them. Pencils from pure menthol are easily made. The pencil may be fastened to a holder by first coating the holder with paraffin, then heating the pencil slightly and immediately setting it on the holder. Or, if the end is smooth, so that no filling is required, the warmed menthol can be directly applied to the wood."

Extract of Trailing Arbutus.

(W. X Co.) The following formula has been published:

Rose essence.....	1 ounce.
Jasmine essence.....	1 ounce.
Cassia essence.....	1 ounce.
Orange flower essence.....	1 ounce.
Infused vanilla (6 drams to 1 pint) 2 ounces.	
Spirit bitter almond (5 minims to 1 ounce.)	
2 drams.	

Registration in Tennessee.

(L. P. K.) The Tennessee Board of Pharmacy does not recognize certificates granted by other boards of pharmacy. Every applicant for registration is required to take an examination. The secretary of the Board of Pharmacy is R. L. Eves, Nashville.

Transparent Mirrors.

(J. H. B.) See this journal June 6, 1901, page 622. We cannot give the technical details of any of the processes employed in the manufacture of transparent mirrors.

Information Wanted.

(S. & M.) The name and address of the manufacturer or of a jobber who handles "Imperial drawing tablets."

Manufacturers of Paper Pulp for Filtering.

(P. B.) J. H. Lyons & Co., 174 Duane street, this city, are manufacturers of paper pulp for filtering purposes.

FIRST PHARMACOPOEIA IN IRELAND.

The first Pharmacopoeia which appeared in Ireland was a reprint of the London Pharmacopoeia brought out in 1746 by P. Wilson and J. Esdell. Wilson's son printed other editions in 1772 and 1774. A similar production was brought out in 1778 by W. Gilbert, and it was not till 1791 that the College of Physicians issued specimen copies of a Dublin pharmacopoeia. The dates of the three editions are 1807, 1826 and 1850. In the 1826 one buchu and valerian were first officialized in pharmacy. An essay by a Dublin doctor, named Macbride, "on the use of lime-water as a menstruum in place of spirit of wine" was probably responsible for aq. calcis comp.—an infusion of guaiacum, licorice, sassafras, and coriander in lime-water. A reprint of the 1850 Pharmacopoeia, published in 1856, contains as a supplement a series of poison-regulations which, as they anticipated the British regulations by many years, we reproduce:

(1) That angular bottles or vessels and none others be employed in the dispensing of all medicines intended for external use.

(2) That round bottles or vessels and none others be employed in the dispensing of medicines intended for internal use.

(3) That all articles of the materia medica and preparations included in the list which is hereto appended be kept in shops and warehouses in angular bottles or vessels, and also that the same shaped bottles and vessels be employed in the case of such medicines and preparations being sold or delivered.

(4) That all articles of the materia medica and preparations not included in the list of appended be kept in shops and warehouses in round bottles or vessels, and also that the same form of bottle or vessel be employed in the case of their being sold or delivered.

(5) That a similar rule be observed with reference to other medicines which though not in the list of this Pharmacopoeia may be kept by apothecaries and druggists—namely, those possessed of dangerous qualities should be invariably kept and sold or delivered in angular bottles or vessels.

The lists which followed included everything in the Pharmacopoeia possessed of direct or remote poisonous qualities.—(Ch. & Dr.)

AQUARIUM CEMENT.—The following formulas for cements for glass joints of aquariums are from La Nature: (1) Six parts of Spanish white, three parts each of gypsum and fine white sand, an equal quantity of litharge, and one part of finely powdered resin are mixed with the necessary quantity of a good varnish to form a homogeneous, plastic cement. (2) Two parts each of gypsum and chalk are mixed with an equal quantity of litharge and one part of powdered resin, and formed into a paste with boiled linseed oil.

49th ANNUAL MEETING American Pharmaceutical Association

—AT—

St. Louis, Mo., Sept. 15-21, 1901.

(Concluded from page 351, Sept. 19.)

THE GENERAL SESSIONS.

The reports of the officers were then in order. Treasurer S. A. D. Sheppard, of Boston, stated that on July 1, 1900, the cash on hand was \$1,758.80. The sale of certificates yielded \$20; proceedings, \$1,789; badges and bars, \$3.50; amount from various other sources, including the sale of one bond (general fund and interest on same) brought the amount up to \$8,595.40. From this were to be deducted disbursements of \$7,215.88, leaving cash to new account, \$1,379.52.

Secretary Caspari, Chairman of the Committee on Publication, reported that the delay in issuing the last report of the proceedings was due to the order of the association to make the reports on the Progress of Pharmacy include journals issued to July 1, some of which did not reach the reporter's hands until the last of the month.

Fourteen hundred copies of the Proceedings were printed last year, at a total cost of \$3,385.38. Prof. Caspari also made a report of the receipts and expenditures on account of the National Formulary since its publication in 1888, showing that the receipts on account of sales have been \$12,154, and the expenditures \$7,345. George W. Kennedy presented his twenty-seventh annual report as Chairman of the Committee on Membership. At the last meeting of the association 125 persons were invited to become members, of which 102, or nearly 82 per cent, completed their membership and were placed on the roll. During the present year a large number of new applications have been received, and the indications are that the number of new members elected this year will greatly exceed those of former years.

The present condition of the membership of the association is as follows: Members in good standing at last report, 1,155; elected since last report, 102, making a total of 1,257. The loss in membership since last report follows: By resignation, 23; transferred to life membership, 5; loss by death, 18; dropped for non-payment of dues, 98, making a total loss of 144 members. The number of active members is 1,113; life members, 113; honorary members, 11, bringing the total present membership up to 1,237.

Report on Committee on Weights and Measures.

F. G. Ryan, Chairman of the Special Committee on Weights and Measures, reported in regard to progress toward the adoption of the metric system in the United States that the following bill had been reported with a favorable recommendation to the House of Representatives on March 1, 1901:

A BILL.

To adopt the weights and measures of the metric system as the standard weights and measures in the United States.

Be it enacted by the Senate and House of Representatives of the United States of America in congress assembled, That on and after the first day of January, nineteen hundred and three, all the departments of the Government of the United States, in the transaction of all business requiring the use of weights and measurement, except in completing the survey of public lands, shall employ and use only the weights and measures of the metric system; on and after the first day of January, nineteen hundred and three, the weights and measures of the metric system shall be the legal standard weights and measures of and in the United States."

The members of the association were requested to aid in acquainting the large number of new members of the House of Representatives with the advantages to be

gained by the adoption of this measure. Attention was called to the fact that probably no form of occupation using weights and measures could make the complete change to the metric system with less expense than those of medicine and pharmacy.

Dr. A. B. Lyons of Detroit, Mich., read the report of the delegates to the American Medical Association. He said the delegates were received most cordially by the officers of the section on Materia Medica, Therapeutics and Pharmacy of the Medical Association, and that they were given the privilege of taking part in the discussions. A special mission entrusted to Dr. Lyons was the distribution of 500 copies of the Eptome of the National Formulary to members of the Medical Association. Concluding his remarks, Dr. Lyons said that the relations which have been established between the two national organizations should be sedulously cultivated, and to this end the members of the American Pharmaceutical Association should see that the latter be represented by a strong delegation at the meetings of the American Medical Association.

PROCEEDINGS OF THE SCIENTIFIC SECTION.

The proceedings of the Scientific Section, like those of the other sections, were full of interest and profit, for much of which credit must be given to the efforts of Prof. Oldberg, chairman, and Lyman F. Kebler, secretary. The sessions were all well attended, and the papers in some instances provoked animated discussions. In his annual address as chairman Prof. Oldberg said:



HENRY M. WHELPLEY, President.

CHAIRMAN OLDBERG'S ADDRESS.

Scientific medicine can accomplish little or nothing without the aid of scientific pharmacy. The recognition of this truth is not as pronounced and general as it might be, but, feeble as it is, it accounts for the scientific section of the American Pharmaceutical Association.

Signs of Scientific Activity.

Signs of scientific activity in American pharmacy are by no means wanting. The American Pharmacopoeia is scientific and technical to a degree which gives it high rank among the Pharmacopoeias of the world. None of them are perfect; but the unscientific features seen in them are being gradually eliminated.

The progress in medicine is rapid. The progress in pharmacy must keep pace with it. New remedies are discovered almost daily. These must be studied, analyzed, described, and means found for their identification and examination. All this work must be done by scientifically trained specialists—the pharmacists. The Pharmacopoeia must be understood and obeyed. It can be fully understood only by pharmacists of proper scientific-technical education. We all subscribe to the principle that the training of the pharmacist must not be far below that which is necessary to an intelligent interpretation of the meaning of the test of the Pharmacopoeia, and as the Pharmacopoeia is improved, pharmacists and pharmacists must improve with it.

The only truly practical pharmacist is the educated pharmacist. If the papers read before this section of the American Pharmaceutical Association may be taken as a reliable index of the scientific progress of American pharmacy we would have little cause for regret. But these papers do not indicate what proportion of the pharmacists of our country are actually doing their work in a scientific manner.

During the last ten years 218 papers were read before the scientific section of this Association. Of these 218 papers 165 came from the pharmaceutical schools, 22 from laboratories of manufacturing pharmacists, and 31 from other sources. Not all of the 31 others were practicing pharmacists.

It is quite natural that a large proportion of the scientific papers read before should come from the schools and from the laboratories of manufacturers. We have a right to expect of them. But we do not expect more than 30 papers in ten years from the practicing pharmacists of this great and progressive country? I believe that the technical knowledge and training of the members of this Association ought to bear more abundant fruit in the scientific section.

Education and Legislation.

This section is vitally concerned in the question of pharmaceutical education and legislation. If we do not sow the seed and diligently cultivate the ground, neither can we reap.

The most direct, simple and rational method of ascertaining whether or not a man has really prepared himself in any serious way for the responsible duties of pharmacy is to require him to answer questions which he has done in that direction. Then, if his categorical answers show that he has actually done something to justify the hope that he may possibly know enough to be recognized as a pharmacist, give him an examination. But the Boards of Pharmacy never ask a candidate whether or not he has ever pursued any course of study, or received any instruction, or done any work along the lines upon which the examination is conducted. They do ask the candidate if he has attended or graduated from any college of pharmacy. If he answers "yes", then they feel in duty bound to punish him with a more perplexing set of questions. If he answers "no", then they give him a milder examination; but they never refuse to examine a candidate who may be obliged to confess before-hand that he never studied chemistry, or materia medica, or pharmacy in all his life. You might think that their object is to effectually convince the young man that he ought not to insult the examiners by asking for an examination upon matters about which he ought to know that he is totally ignorant; but many of these candidates pass the examination, are registered pharmacists, and are later called upon by the energetic friends of the American Pharmaceutical Association, and invited to become members of this body.

Let us think. Is it really wonder that such men refuse to join our Association? Or that they join one year and drop out the next year? Or that they do not participate actively in our work if they do become members?

Standard for Association Membership.

At its last annual meeting the American Pharmaceutical Association, to its everlasting credit, adopted without a dissenting vote, a draft of a "model pharmacy law" the most important feature of which was the requirement that no person should hereafter be admitted to the rank of a registered pharmacist until he has graduated from a pharmaceutical school. Will not the Association now go one step further and fix upon some kind of an educational qualification or standard of technical training for membership. We cannot consistently do less. Let us remember that the old membership which has made the Association what it is must pass away. Let us provide for the future of our dearly beloved

Association by seeing to it that its coming membership shall be such as to preserve and improve it.

The strenuous method of increasing our membership in numbers is perhaps a good thing for the new members as well as for the present needs of our treasury; but yet we heretofore particularly strive to enlist in our ranks as many as possible of the men who may increase the usefulness, influence and good name of our Association in the scientific direction. Then will we have more than 30 papers in ten years from those of our members who are not engaged in teaching or in manufacturing.

I may not attempt any review of important discoveries during the past year in the sciences most intimately related to pharmacy. It is, in the nature of things, forbidden the chairman of the section. Yet, I may be pardoned for calling your attention to the possibility of not probable solution of one of the mooted questions which has puzzled the student of chemistry during recent years. The gaseous elements recently discovered in the atmosphere, for which it was said, no place could be found in the periodic system of classification, seem to fit into that system so perfectly, as to add new evidence to the truth of the periodic law. Neon, argon, crypton and xenon would seem to form one family which belongs, as another eighth group, between the halogens and their antipodes, the alkali metals:

Fluorine	19	Sodium	23
Chlorine	35.5	Potassium	39
Bromine	80	Rubidium	85.5
Iodine	126.5	Cesium	133
		Xenon	128
		Argon	39.97
		Crypton	84

With a due sense of the feebleness of my right and fitness to discuss question of theoretical chemistry in a critical attitude I ask your attention further to the inconsistencies of the molecular formulas and weights used in our pharmaceutical and chemical works. If we subscribe to the theory that molecules are the smallest particles into which any particular kind of matter can be divided without losing the specific properties which determine its individuality, we shall have little difficulty in remedying a few of the inconsistencies referred to. Avogadro's law states that equal volumes of all gases contain an equal number of molecules; but it seems to me that no one substance can have more than one kind of molecules or more than one molecular weight.

I leave it to our masters of chemistry to say whether the law of Avogadro ought not to be qualified so far as to read to the effect that equal volumes of all gases contain the same number of individual particles of matter (not necessarily "molecules"). Our Pharmacopoeia assigns to ferric chloride the old formula Fe_2Cl_3 and a corresponding molecular weight, whereas modern recognized authorities on chemistry give the new formula FeCl_3 . Particles of Fe_2Cl_3 exist in the state of vapor, and also particles of FeCl_3 at a higher temperature. Here the old formula is inconsistent while the new one is consistent with the theory of atomic linking. On the other hand our Pharmacopoeia writes arsenous oxide as As_2O_3 , although, so far as I know, that compound has not yet been obtained in vapor of a density corresponding to the formula, but it has been obtained of a vapor density corresponding to the formula As_2O_5 .

May it not be profitable to adopt the rule that the molecular weight of any vaporizable compound must be twice the number indicating its lowest possible vapor density, and that the molecular formula must be consistent with the theory of atomic linking? This question is one of interest as well as practical importance.

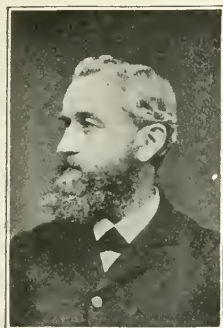
Thanking you for your indulgence I hope that the sittings of the scientific section of the American Pharmaceutical Association at this meeting will be successful, and that our future may be brighter than any of our past years."

New Officers.

The new officers of the section are Lyman F. Kebler, chairman, and J. W. England, secretary, both of Philadelphia.

A partial list of the contributions to this section is as follows:

- "Influence of Synthetic Remedies on Urine Testing," by Frederick T. Gordon.
- "Introduction of Gasometric Tests into the Pharmacopoeia," by Gustavus D. Hinrichs.
- "Changes of Specific Gravities of Volatile Oils with Changes in Temperature," by O. Schreiner.
- "Note on the Cold Nitric Acid Test for Albumins," by F. W. E. Stedem.
- "Adulteration of Drugs," by Lyman F. Kebler.
- "Alkalimetric Estimation of Di-Acid Alkaloids," by H. M. Gordin.
- "Gross and Minute Characters of Cito Bark, Etc.," by Albert Schneider.



WM. M. SEARBY,
First Vice President,
Baltimore, Md.



GEO. F. PAYNE,
Second Vice President,
Atlanta, Ga.



WM. S. THOMPSON,
Third Vice President,
Washington, D. C.

"Comparative Pharmacological Characters of Scopolia and Belladonna Roots," by Dr. A. B. Lyons.

"Calcium Oxalate Crystals in the Study of Vegetable Drugs," by Henry Kraemer.

"The Atomic Weight of Arsenic," by Gustavus D. Hinrichs.

"A New Classification of Terpenes," by O. Schreiner.
"Pharmacological Action of Suprarenal Gland," by Dr. E. M. Houghton.

"Sea Salt," by Joseph Fell.

"Estimation of Chloroform," by W. A. Puckner.

"The Iodoform Reaction in Analysis," by Lyman F. Kebler.

"Some Plants of the Philippine Islands," by C. B. Lowe.

"The So-called Pure Berberine of R. Gaze," and "The Estimation of Berberine," both by H. M. Gordin.

"Does the Mexican Poppy Contain Morphine?" by J. O. Schotterbeck.

Besides these several other interesting papers and reports were read which will be printed later.

SECTION ON EDUCATION AND LEGISLATION.

This popular and useful section was compelled to compete with several other attractions which were simultaneously in session, but nevertheless the meeting was favored with good attendance, and the proceedings were up to the usual standard. The chairman, C. B. Lowe, spoke as follows:

CHAIRMAN LOWE'S ADDRESS.

Since last we met some interesting events have taken place in the world that have been of marked interest to pharmacists. One of the most important of these was the repeal of the Internal Revenue Tax upon proprietary articles. This tax, which bore hard upon the retail pharmacist, because it diminished his already too small profits, was considered by many of us as being a somewhat unrighteous tax, because certain industries had been singled out for taxation, and many others which could have borne the tax just as well allowed to go free. We are glad that the American Pharmaceutical Association, through its membership and Committee on National Legislation, have borne so prominent a part in its repeal.

Manufacturers Who Have Not Resumed Anti-Bellum Prices.

We think that this should be made an occasion for uttering words of praise to those proprietors who themselves assumed the burden of taxation. All honor to them for their kindness; we hope that the good will that this must have aroused has been crystallized into tangible dollars and cents. If praise is due to this class, what shall we say of those manufacturers who compelled the pharmacist to bear the war tax, or of that more reprehensible class who made the institution of the tax an occasion for advancing the price of their preparations beyond the amount of the tax. In the case of those who advanced their prices, it would seem that the least that they can now do, would be to promptly resume their

old prices. In quite a number of cases this has been done, but in other cases the war prices are still retained. I would recommend that we pass resolutions stating the view that we take of the miserly greed exhibited by this latter class, and that these resolutions be communicated to the N. A. R. D., with the request that the latter organization bring the matter to the attention of those manufacturers. If the latter be found not amenable to reason and justice, suit then notice be given to all of the pharmacists of the United States requesting them to use all of the influence possible to limit the sale of said preparations.

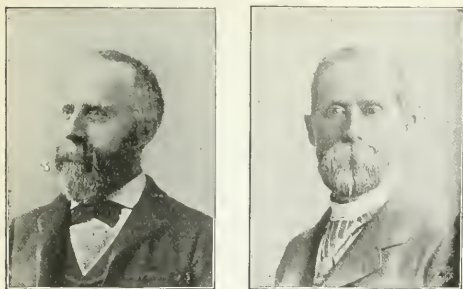
An Era of Good Feeling the Result of Organization.

One of the pleasant things to which I called your attention last year was the era of good feeling which then prevailed amongst pharmacists. This condition, which is largely the result of the organization of the national and local trade societies, the closer relationship into which pharmacists have thus been brought, and the removal of much of the distrust and suspicion of former years, has resulted in improved trade conditions. In fact in many parts of our country these conditions are more favorable than have been known before for years. All honor to those who have worked so hard to accomplish these more desirable results, for an improved financial condition of pharmacists is most devoutly to be wished and sought for, as it means so much in so many ways. It means more of leisure for the hard-worked druggist, the means and opportunity to attend the state and national pharmaceutical meetings, an increased attendance upon our colleges of pharmacy, and the adoption of pharmacy as a profession by a better qualified class of young men, and above all, the chance to acquire a reasonable competency for the time of old age and the support of those dear to us. I have indicated that much has been done for the betterment of the pharmacist yet there is a tendency on the part of some to complain because greater progress has not been made. Let us not forget that "Rome was not built in a day;" the evils of years can be righted but slowly; it is better to conciliate an enemy than to fight him. If, however, we do have to fight to maintain fair prices, let us be careful to fight along those lines which are legal as well as just.

Pharmaceutical Legislation.

The last year witnessed much pharmaceutical legislation attempted or achieved; some good, some bad, and some indifferent. It seems that we must be continually on our guard against the unwise acts of our duly elected representatives, eternal vigilance being the price of pharmaceutical safety.

Some excellent legislation has failed in some of the States from a variety of causes; perhaps the chief cause of failure has been the apathy of the pharmacists themselves. I am convinced that any legislation that is reasonable can be obtained by pharmacists if they go about it in the right way. The first thing in the preparation of a bill for legislative enactment is to remember that laws are passed for the welfare of the public and not for any one class; any advantage accruing to pharmacy must be only incidental. The second thing is to have the desired legislation passed upon by a constitutional lawyer, so that if the legislation is secured it will not later be declared unconstitutional. The third, and not the least important thing, is to arouse the interest of the



CHAS. CASPARI, JR.,
Secretary, Baltimore.

SAMUEL A. D. SHEPPARD,
Treasurer, Boston.

pharmacists themselves in favor of the desired legislation, and have them exert all possible pressure upon the members of the legislature. Personal interviews and letters from their constituents carry great weight with legislators. In this connection it might be said that the model pharmacy law adopted by this section last year, while not adopted in its entirety by any State that I am aware of, has, I am sure, been of value indirectly in indicating what the desired legislation should be like.

Pharmaceutical Examining Boards.

A few words may not be out of place with regard to the personnel of the different State pharmaceutical examining boards and the method of appointment thereto. It is to be greatly regretted that the governors of the different states do not follow the example set by the governor of New Jersey, who voluntarily confines his appointments to the pharmaceutical examining board to the list presented to him by the State Pharmaceutical Association. Too often politics or other unworthy considerations influence the appointments, with the result that men of but ordinary qualifications are selected to pass upon the qualifications of young men who know much more than their examiners. This last winter I was in conversation with a pharmacist who thought he was as much entitled to be a member of the "Examining Board" as any one, and that he had possibly sufficient "pull" with the governor to get the position; the governor, however, thought otherwise and turned him down. I asked this would-be examiner "If in case he had secured the appointment, how he would have managed the duties of the examination." He replied that "he didn't pretend to know enough to prepare the proper questions, but if he had secured the position he was coming up to the college to get some of the members of the faculty to prepare them for him." Now the question which I cannot solve is this: How could one who had not the ability to prepare a proper set of questions know enough to decide whether the questions had been properly answered? There seems to be no way of controlling these appointments by law, for such a law in many of the States would be declared unconstitutional, as limiting the governor's appointing power. It is possible that the different State Pharmaceutical Associations might create a public sentiment strong enough to induce the appointment of only the best men. The "Course in Commercial Training," instituted some two years ago by one of our Colleges of Pharmacy, has been initiated by a number of other Colleges; whether this has been caused by a realizing sense of the value of such a course, or simply to be able to say that they are up-to-date and have everything that is going, is a question. It is not a question that such a course may be made of the greatest value in enabling the embryo pharmacist to avoid the rocks of financial failure by a wise adherence to proper business methods. It would probably pay the wholesale drug houses and allied interests to endow such a chair in each College of Pharmacy; they would simply be putting a little of their money where it would eventually do them the most good.

The U. S. Patent Laws.

One of the evils to which your attention has been repeatedly called is the working of the United States patent laws, which allow the patenting of both the process of manufacture, the product of the manufacture and the copyrighting of the name of the article manufactured. This extreme liberality of our government is greater than that of the governments of those countries where many of these articles are manufactured, constitutes a burden amounting annually to millions of dollars. The larger part derived from the sick and the suffering, it seems to me that a deadly blow could be struck at this evil by rescinding the right which now exists to obtain

product patents to be sold under registered names. We have smarted under this injury for years past, and have talked the matter over at great length; it is not possible that the time for action has arrived? I would recommend to the Association the appointment of a committee to take this matter in charge, that they be empowered to procure the services of an eminent patent lawyer, to add them in preparing a bill to be presented to the Association, the bill should be introduced into Congress and a strong effort should be made to secure its passage, by enlisting the support and co-operation of all the pharmaceutical and medical societies of the country.

Shorter Hours For Drug Clerks.

There has been considerable talk the last year about the hours of labor of drug clerks, and an effort was made in one State to limit the time of labor of clerks. There is no doubt that it would be advantageous, at least to the clerks, to have shorter hours, but in many cases the proprietors cannot do otherwise; in other cases they will not do otherwise. To my mind the question depends entirely upon the amount of money that is contributed. If the amount permits, a research laboratory should be established in the city of Washington. If this cannot be done, then one or more post-graduate scholarships should be established, the students to be chosen by a committee of the American Pharmaceutical Association.

Procter Memorial.

Much has been said about a suitable memorial to the late Prof. Procter, and opinion is by no means a unit as to the form it should take. To my mind the question depends entirely upon the amount of money that is contributed. If the amount permits, a research laboratory should be established in the city of Washington. If this cannot be done, then one or more post-graduate scholarships should be established, the students to be chosen by a committee of the American Pharmaceutical Association.

With regard to the work done of this Section, I would say that a number of papers which will probably be of much interest are promised us. I hope their reading will be listened to with attention, and that they will be valuable in calling out much intelligent discussion. The Secretary of the Section will present the usual statistics regarding registration and the number of pharmacists in the United States. These statistics which no other organization endeavors to secure, are of much value in showing the status and trend of pharmacy.

Secretary's Report.

Secretary J. A. Koch reported that during the year legislation affecting pharmacists had been attempted in nineteen States, meeting with success in eleven. Of the unsuccessful attempts, the majority provided for the registration of physicians without examination. At the close of the board year the number of registered pharmacists in the United States was 85,949, showing an increase over last year of 12,502, and 7,979 registered assistant pharmacists, an increase of 138 over last year. The number of pharmacists registered during the year was 6,661, an increase over last year of 1,583, while the number of assistant pharmacists registered was 1,056. The large increase in the number of registered pharmacists may be accounted for by the fact that in certain States many physicians registered on medical diplomas, taking advantage of the old law, now repealed, permitting physicians to register without examination. Of the pharmacists registered during the year, 2,885 were registered on examination, 457 on pharmaceutical diplomas, 2,811 on medical diplomas, and 451 by other means.

Pharmacy legislation during 1900 and 1901 was made the subject of a separate report by J. H. Beal. Papers were presented and read as follows:

"Liquor Laws of States and Provinces as They Apply to Pharmacists," C. B. Lowe.

"Teaching Microscopy, Botany, Physiology, Etc., in Colleges of Pharmacy," Albert Schneider.

"A New Economic Order in Pharmacy," Harry B. Mason.

"Teaching Prescriptions in Colleges of Pharmacy," A. B. Stevens.

The new officers of the sessions are E. G. Eberle, Dallas, Tex., chairman, and J. W. T. Knox, Detroit, Mich., secretary.

Before adjournment the following resolution, offered by Prof. Oscar Oldberg of Chicago was adopted:

"Resolved, that it is the sense of the Section of Education and Legislation of the American Pharmaceutical Association that the association should in the pursuit of pharmacy by way of study and training is far greater importance than the examination which is required by law, and that therefore candidates who have studied the subjects covered by the examination have no rightful claim to be examined by the Board of Examiners in Pharmacy."

SECTION ON PRACTICAL PHARMACY AND DISPENSING.

The report of this section was the most interesting and important since its establishment, and amply justified the prediction of those who urged its creation. The papers and reports were full of meat, and, as one member expressed it, suggested more than one plan of increasing the receipts of the retail druggist to an amount greater than the expense of attending the convention. The displays of convenient home made apparatus for use in the drug store and at the dispensing counter, the exhibit of styles of packages and the numerous valuable suggestions for overcoming dispensing difficulties, were extremely valuable. Unfortunately, many of the most important points were presented verbally, or were brought out in the discussions, and cannot be presented here. The chairman, Henry P. Hynson, spoke in part as follows:

"I am anxiously and earnestly hoping that we shall, in a few years, all feel happily satisfied with the work and the results of this section. Naturally it is very dear to me. It seems to be the very essence of the source from which our inner food supply is come, and I believe for it your most helpful support. I must say it has had all possible help from officers and leaders; from press and noble patron. For this generous patron it must be congratulated. Dr. Sander has not only received recognition but substantial aid. The prize he has offered must stimulate and, in the growth impelled, he will be honored. He does not boast of great wealth but he has great ability. I cannot claim great ability, yet it is my best I have, and all the time I could possibly spare, have been given to this section. Consequently, I am sure I speak for Dr. Sander when I speak for myself, saying that nothing I ever done, has given me so much satisfaction and pleasure. It remains for you to go forth, sow and reap even a richer harvest than has been ours.

Efforts have been made by my colleagues and myself to put before you a large amount of matter for discussion. As a result of close observation and careful thought in connection with this work, I would suggest that members of this Association engaged in retail business, enlarge and improve their laboratory operations and pay more careful attention to dispensing, offering as a practical means of doing so, the consolidation of two or more stores into one. I will not discuss here the commercial side of this proposition, but will positively assert that there is plenty of room in the pharmaceutical work to be done, which must be done if one desires to be in the front rank to-day or remain there to-morrow."

He also presented a series of Practical Notes on Dispensing, which are reserved for publication in another issue.

Secretary F. W. E. Stedem presented his report as secretary of the section, in which he advised that the members of the association should take the stand formally and determinedly that patent medicines are on the whole a nuisance, and are tolerated simply as a matter of convenience for patrons. He believed it very unwise in exposing for sale preparations of the druggist's own make, to devote too much time to those particular ones which seem to be an imitation of patent medicines. He advocated the sale of toilet requisites and those things of household necessity which appeal to the people, on the ground that they could be sold without interfering with the rights of physicians, or becoming guilty of counter-prescribing. He also recommended lines of veterinary remedies, and thought the sale of such preparations could be made to yield a very large profit.

COMMERCIAL SECTION.

The officers of this section were Charles A. Rapelye, Hartford, Conn., and F. W. Meisner, Jr., La Porte, Ind., respectively chairman and secretary. After the section was called to order the chairman proceeded to read his address which follows:

CHAIRMAN RAPELVE'S ADDRESS.

Pharmacy to-day is a wide departure from the methods in vogue when the formation of this Association was undertaken. Professional features were then coming into prominence, and most of the commercial questions that confront us to-day were then unknown. Our present condition is at one and the same time one of advancement and retrogression. During the life of this Association, the advancement of pharmacy along professional lines has been far beyond the dream of the founders of this body. The commercial conditions governing the practice of pharmacy to-day are not as favorable to the comfort and contentment of the pharmacist as they then were; as no outside competition then ex-



C. LEWIS DIEHL,
Reporter on the Progress of
Pharmacy.



GEO. W. KENNEDY,
Secretary of the Council.

isted, and commercial questions were the least of their troubles. But the growth of our country in commercial importance, and the constant increase of the commercial spirit has effected pharmacy in common with all lines of trade, and its business side has grown to be an important problem in the conduct of our business. In spirit it is and should be paramount; but pharmacy, combining as it does both the professional and commercial features, presents a problem that requires special treatment, and how best to foster and make prominent the professional feature and educate the people up to the idea that pharmacy is a profession and not purely a trade, and at the same time give to the commercial side the attention which is necessary to the successful conduct of business, is a question that confronts us to-day and is likely to confront us for some time to come.

Pharmacy Has a Commercial Side.

The formation of the Section on Commercial Interests by this Association established the fact that we recognize that pharmacy has its commercial as well as its professional side. It has been the contention of some critics of the Association that our time and attention was too largely given to scientific matters and men and that the pharmacist in his relation to commercial and practical matters received too little attention; but criticisms of that character usually come from those who are not well informed as to the scope of the Association's work. It is, I believe, true that when a section devoted to the consideration of the commercial interests of the pharmacists was made part of the scheme of reorganization of this Association, those who planned the reorganization builded better than was at that time apparent. Originally planned to handle as best it might the ever present question of cut prices, or at least to restrict the consideration of that question to its proper time and place in the work of the Association, it has by the formation of the N. A. R. D. had that question taken out of its hands, leaving the section more time to consider the mercantile interests of pharmacy which are now forcing themselves upon our attention to a much greater degree than could have been foreseen at the birth of this section.

Future Work of the Section on Commercial Interests.

That the work which this section may do in the future will be an important part of the work of this Association, I believe, cannot be questioned. It is perhaps true that the history of the work done by this section up to the last year had not been considered to be of especial value, and also that there has been a tendency to brush aside as unnecessary any special attention to commercial matters by this body. But at the present time, with commercial questions becoming as they are an important factor in the conduct of the business of pharmacy, this Association must, if it would maintain its place as leader in the affairs of pharmacy, recognize the importance of giving a fair share of its time and attention to commercial interests, and not wish to be understood as underrating in the least the important scientific work that has been and is being done by this Association and without which it must fall, but I do wish to emphasize the necessity for more attention to the plans for the alleviation of the confused condition which exists in our business to-day. If the growth of this Association has failed to be as large as might have been hoped for, I believe we have to look no farther than to the fact that the idea has gone abroad that we care only for the scientific side, and give little attention to the commercial. It is a matter of choice with the pharmacist that he is obliged to give so much prominence to the commercial questions; but the tendency of the time demands their careful consideration, and it is

not a matter of choice but one of necessity that compels us to give much of our time to business details that we formerly employed in solving matters of professional interest. What applies to the individual applies with equal force to the Association. While it may be thought unwise to make the consideration of commercial matters a prominent part of the work of this Association, it would be simply good business sagacity to strongly enforce the fact that this Association is for the benefit of pharmacists and all that tends to advance their welfare, and let it be understood that its policy is to strive in every way possible to enhance the interests of all pharmacists, whether or not members of the body or not. It is already the plan and purpose of the Association, but it is not so well understood as it should be.

Limitations of the Section's Powers.

It is not possible for any body of men associated together for any purpose to accomplish all that may be expected of them, neither is it possible for them to escape criticism, whatever their action may be. Criticism usually comes from those who never attend meetings, or who fail to take an active interest in matters with which they find fault. It is expected by many that a body has but to adopt certain measures and the work is done, but these same critics would have long since learned that the organized body can only formulate plans which to become operative must have the sanction and support of individuals interested. Having such support, the wisdom of the measures are proved, and they become the policy of the body.

Causes of the Pharmacists' Difficulties.

The troublous times of to-day are due to the lack of action on the part of this or any other body of specialists, neither can the cause of our troubles be well defined. It is not to the cutter, the proprietor, the manufacturer, the jobber, the dispensing physician or to prescribing of proprietary products by physicians that our troubles are due, but it is to a combination of circumstances which embraces all the causes above mentioned and many more that cannot be here enumerated. It could not be expected that pharmacy would escape being drawn into the vortex of the intense commercialism of the present time, and neither would we wish that it should, if that could be the means of increasing our business and profits; but unfortunately the reverse is true, and we are proving less and less what we formerly regarded as business belonging exclusively to others being distributed into other channels. Pharmacy is as much governed by the laws of trade as any other branch of commerce, and it cannot be expected to escape competition in some instances in its most vital parts from the grasping methods of the department store, which lays its hand upon anything that may in any way tend to advance its interests without regard to the inherent rights of the smaller dealer. Logically the smaller dealer has inherent rights, but commercially he has none that will be recognized by his mammoth competitor.

The Cutter.

Of the cutter much the same can be said as his methods are of the same order, and although we cannot endorse the means he takes to gain trade, the fact remains that he is a danger to business and to competition with his methods, they would come to naught, which goes to show that business hustle is the price of success. There is no doubt in my mind that there is altogether too much time spent in whining about the cut rate evil, and the same amount of time devoted to the development of business would result to the benefit of many pharmacists who while they bemoan the presence of cutters in the market, become cutters themselves, and foolishly cut prices in the line of legitimate pharmacy where there is no necessity for it, and lose the opportunity to get good prices for goods which should not be cut and need not be.

Causes of Changed Conditions.

Many pharmacists seem to forget that they render any service when dispensing prescriptions beyond that rendered by ordinary merchants, and they fail to charge for the time and skill for which they are entitled to a fair remuneration. Prices are changing, and the business of pharmacy is changing with the times. Conditions various in their kind, are affecting our business. Domestic remedies and crude drugs are much less called for than in former times, and many of our lines have been displaced them to a great extent. The physician contributes his share to the changed conditions, for instead of ordering the recognized remedies of the U. S. P., he orders some compound with a fancy name, which he knows nothing except what he has been told by some smooth individual, who tells him the wonderful advantage it has over preparations dispensed by the pharmacist. Of course the pharmacist, who introduces the remedy he is totally ignorant, yet he introduces the order the remedy, and the pharmacist is obliged to stock it. Its use is continued for a time until another oily tongued ambassador puts in an appearance with another remedy which is new and appeals to the doctor as an improvement on the first, when he takes up the new one, and so on ad infinitum. It has sometimes been my thought that if pharmacists through their local organizations would refuse to stock these preparations and let it be known to the physicians that they did so,

that a long step toward solving this part of our troubles would be taken. I believe that the time is fast coming, and in fact is now here, when we will have to assume the aggressive in dealing with cutters and cutters with physicians. I do not by any means feel that an aggressive action taken should be of an offensive nature, but rather in the line of educating the physician to the fact that we are competent to do the work that he does, through having been told so by interested parties. The mere assertion that we have competency will accomplish nothing, but our proofs of skill be shown until he yields by the power of persistence. It is to a certain extent the fault of the pharmacist that this condition has attained the position that it holds, and it is up to us now to assert and maintain our rights the physician will soon come to respect us the more for asserting them. Unless we do take a firm stand, the dispensing physician will take from us what little remains of our prescriptive business and our business will soon degenerate into a mere buying and selling of proprietaries with the few domestic remedies and supplies demanded by the public, and whatever side lines we may find profitable.

Dispensing by Physicians.

Though the impurity of houses who do not care to sell their products to pharmacists, the physician is being induced in many cities and towns to dispense his own medicine, thus taking from us the vital part of our business, and leaving us with the mere husk of our support. Not only tablets, but syrups, elixirs, cough remedies, tonics, in fact almost every form of medication with blank label in form for quick dispensing is offered to him, and he is told that the pharmacist renews his medicine without his order, which means that he dispenses himself the patient must come to him for a renewal, and he can charge his office fee. The tempting bait dazzles him, and the further argument is used that the pharmacist substitutes, counterfeits, charges exorbitant prices, and in short is little better than a rogue. Under such tuition the physician quickly comes to lose confidence in all pharmacists, and as a result he does not write a prescription unless he is compelled to in order to supply a need for an urgent case. When brought down by actual facts, it is with the physician almost purely a business proposition, and an example of commercial medical practice. Here we have the matter of an incorrect comparison. The question arises, do we not, by keeping quiet, give tacit acquiescence to these aspersions on our character and ability. However, the matter may be looked at, the cause of our present condition may seem obscure, but the effect concerns us vitally.

The Public Must Be Educated.

The public may be treated with a different remedy. The only one which promises results is to be found in the education of the public. The fact that medicine is not mere merchandise, and is not sold as such, and that in order to secure favorable results from medicine, it should be procured of the pharmacist, who is fitted by education and skill to dispense it with skill and accuracy, and that for this skill he should be paid a fair remuneration. The public have not as yet become educated up to this point, and they buy medicine much as they buy ordinary merchandise, and where it is sold at the lowest price, without regard to quality. It seems to us absurd that such a condition should prevail, knowing as we do the importance of skillfully prepared remedies in combating disease. The cause is largely to be found in the present deceitful methods of advertising whereby the people are led to buy without discrimination or judgment. Such education can be accomplished only by persistent and intelligent advertising to the people, but with the ever increasing intelligence of the people, it is probable that the desired result will ultimately be attained.

Unsatisfactory Nature of Present Conditions.

It is evident that returns commensurate with outlay and labor are not derived by the pharmacist to-day, and there is no indication of improved conditions in the near future. The constant increase in the number of stores is more or less rapidly increasing, and this fact, if it were always, there you think there is a chance for success, and the constant division of trade lessens the income derived.

Remedies for Existing Evils.

If rightly handled the sale of the pharmacist's own remedies and toilet goods may be made to afford a liberal profit, and the goods may be prepared by some manufacturer and labeled as though they were the pharmacist's individual production. To whatever the pharmacist attaches his name as the producer, he should in fact produce, and therefore should know positively every detail of their production. Profits in this class of goods may, however, prove to be resultant losses if undue urging of customers is induced by glowing advertisements into the belief that the remedy called for is the one just suited for their needs, are loth to accept anything "just as good", and induced by urging to buy more, and they are so handled a profitable trade may be built up.

Advertising.

Advertising is one of the most perplexing questions with which we have to deal, but some form of advertising is necessary to the pharmacist as it is to the other branches of the trade. In whatever form it be done I appeal for clean methods without deceit or exaggeration. Whatever method is adopted should be carefully watched, and failure to produce results is evidence of the necessity for a change of method. The first essential to success is to be looked for in the store itself, as even liberal advertising cannot attract business to a badly kept store.

How Improvement Must be Obtained.

No one will attempt to deny that great progress has been made in professional pharmacy. This progress has not been accomplished without constant study and application, and our treatment of commercial problems that surround us must be upon the same lines. We must not expect the vexed questions of the trade to solve themselves. If they are to be overcome, it must be by untiring application to the devising of ways and means their extermination. If we apply ourselves to the task, success will eventually attend our efforts. So much has been said and written concerning the adverse circumstances surrounding our business that many have come to believe that no remedy will ever be found to alleviate the present conditions, but persistent and well directed effort will overcome almost any difficulties. What is needed is patient and united effort against our common foe. We can conquer if we will and conquer we must.

The Conference of the Colleges and Boards of Pharmacy.

Two important events of the forty-ninth annual meeting were the completion of the organization of the American Conference of Pharmaceutical Faculties and the taking of preliminary steps for the formation of a similar organization of the Boards of Pharmacy. By these means it is hoped to bring about a greater uniformity in the requirements for admission and graduation by the colleges of pharmacy, and in the standard of examination to be passed for admission to the practice of pharmacy.

American Conference of Pharmaceutical Faculties

The Conference of Teaching Faculties of American Colleges of Pharmacy was held at the Southern Hotel, Sept. 19 and 20. The principal business transacted was to complete the organization begun last year by the notification of election of members provisionally elected at the Richmond meeting. The following officers were elected: President, J. P. Remington, Philadelphia; vice-president, Edward Kremers, Wisconsin; secretary and treasurer, Wilbur L. Scoville, Massachusetts; executive board, J. H. Beal, Ohio; chairman; Oscar Oldberg, Chicago; William Simon, Maryland; L. E. Sayre, Kansas; and E. A. Ruddiman, Tennessee.

In order to become a member, a college must be passed upon by the Executive Board. Several applications for membership were presented, but as the Executive Board did not possess the required information to enable it to pass judgment they were laid over until the next annual meeting. The conference adjourned to meet in Philadelphia in 1902 in conjunction with the American Pharmaceutical Association.

The constitution and by-laws, and the proceedings of the conference, including a list of the colleges admitted to membership will be printed in a short time, and will be furnished to the secretaries of the various boards of pharmacy.

Conference of the Boards of Pharmacy.

The Conference of the Boards of Pharmacy of the United States was held at the Southern Hotel at 2 p. m. on Sept. 20. The committee in temporary session. W. M. Seabury was elected temporary chairman and A. Brandenberger, temporary secretary. The following members were presented: T. A. Miller, Richmond, Va.; Max Samson, Louisiana; Fletcher Howard, Iowa; Theo. E. Otto, Indiana; F. B. Lilly, Oklahoma; Paul L. Hess, Kansas City, Mo.; W. M. Seabury, San Francisco, Cal.; L. Ardery, Connecticut; E. T. Klein, Hot Springs, Ark., and A. Brandenberger, Jefferson City, Mo. Ten States were represented.

On motion of Mr. Miller a committee was appointed to consist of a chairman and secretary to draw up resolutions requesting the Arrangement Committee for the

next meeting of the American Pharmaceutical Association to provide a space on their next programme for a conference of boards of pharmacy. On motion it was decided to appoint a committee consisting of the chairman, secretary and three members to draw up a constitution and by-laws as soon as possible, and mail a copy of the same to the secretary of each State board of pharmacy, with the request that each board send a representative to the next annual meeting to be held at Philadelphia. This committee is composed of L. Ardery, E. F. Klein, Max Samson, A. Brandenberger and W. M. Seabury.

The committee was also appointed to ascertain from the several boards of pharmacy the qualifications, percentage, requirements in general, for granting a certificate by these respective boards. F. B. Lilly and T. A. Miller were appointed on this committee.

The conference then adjourned to meet in Philadelphia in 1902, in conjunction with the American Pharmaceutical Association.

AMUSEMENTS OF THE WEEK.

The efforts of the Entertainment and Amusement Committee to make their program one of the leading features of the meeting met with great success. A continuous round of pleasant social affairs, trips into the country and sight seeing parties was planned and admirably carried out, the delegates enjoying these occasions between business sessions and the ladies, of whom there were a large number, being occupied throughout the week in attending entertainments and seeing the city and country.

The Reception Committee which began work on Sunday, Sept. 15, met all in-coming trains, armed with the name and description of all expected guests. After viewing the Grand Union station, the visitors were escorted to their hotels. A reception and welcome was given at the Southern Hotel headquarters on Monday morning by the lady relatives and friends of St. Louis' pharmacists, and the grand reception took place in the parlors of the hotel in the evening. The evening reception was more quiet and formal than had been planned, and the dance was abandoned out of respect to the memory of the late President. The visiting ladies were given a trip Tuesday morning, visiting the Museum of Arts, the Missouri Historical Society, Washington University and other places of interest. The afternoon was passed pleasantly with a euchre party at the Southern Hotel. The St. Louis College of Pharmacy was thrown open to the visitors for inspection during the evening. Refreshments were served at the college, this being accounted one of the most pleasant features of the week's entertainment.

The St. Louis Exposition was given up to the druggists on Tuesday night, a special program of much excellence being arranged for the occasion. The ladies devoted Wednesday in visiting public buildings one of which was the sub-treasury. The afternoon and evening was occupied with an excursion along the river front and a visit to the famous Jefferson Barracks. Supper was served on a boat in the mid-stream.

Tuesday was taken up with carriage drives through the public parks and a luncheon at the Glen Echo Club, seven miles from the down-town portion of the city.

Friday and Saturday were devoted to the "Twentieth Century Auction," the "Ladies Theatre Party," trolley rides, a visit to the Anheuser Busch Brewery and a reception at the Union Club. An excursion was made to Irontown on Sunday, completing a week of the rare entertainment, which is always one of the greatest attractions of the A. Ph. A. meetings.

NEW MEMBERS.

ST. LOUIS, Mo., H. F. A. Spilker, Russell Riley, Max P. Heinrichs, Jean C. Haffner, Frederick C. Euler, F. H. Ameling, Bruno Batt, Theodore F. Meyer, C. P. Walbridge, F. C. Meyers, W. F. Hagee, A. E. Suppiger, F. H. Fricke, W. D. Tenn, George W. Smith, A. H. Barmner, John P. Schoenthaler, W. B. Pilkington, Emil Stegner, F. W. Frerichs, A. B. Suppiger, L. D. Philbert, William E. Berrymann, Otto F. Claus, Henry C. Duering, Oscar H. Ehrbrecht, Henry Fischer, Herman W. Friedewald, Oliver J. Funsch, Theodore F. Hagenow, Charles W. Hahn, Carl G. Hinrichs, Rufus H. Hinton, William K.

Jhardt, Charles R. Judge, August P. Kaltwasser, George R. Merrell, Charles D. Merrem, Joseph P. Methudy, John T. Milliken, William J. Pfeiffer, Robert C. Reddy, L. A. Seitz, George W. Tantz, Peter J. Webber, Edward W. Wolff, William E. Bard, Frederick W. Sultan, George H. Perkins

ALLEGHENY, Pa., R. H. Johnson.
ALTON, Ill., C. M. Riley.
ARCATA, Cal., Robert H. Bomanssen.
ATCHISON, Kan., Mathias Noll.
BUNCETON, Mo., William B. Kerns.
BATAVIA, N. Y., Earl H. Cone, Herbert E. Small.
BOSTON, Mass., Edward J. Day, Herbert E. Small.
BRADDOCK, Pa., J. M. Hollander.
BROOKLYN, N. Y., Charles F. Squibb.
BALTIMORE, Md., Horace Burroughs Jr., Charles Felck, Charles L. Meyer.

CAMDEN, Ark., S. L. Green.
CARBONDALE, Ill., E. Patton.
CARLISVILLE, Ill., W. O. Steinmeyer.
CENTRALIA, Mo., Robert L. Hope.
CHICAGO, Ill., Maggie M. Gray, Anton Roesch, Hugh Wisdom, Arcadius Voiss, M. H. Gale, William T. Smallwood, Carl M. Twinquest, Mrs. M. S. Hall.

COLUMBUS, O., William R. Ogier, C. A. Dye.
DELPHOS, Ohio, F. H. King.
DES MOINES, Ia., C. M. Kinney.
DUBUQUE, Ia., Frank J. Nachtry.

DULUTH, Minn., William A. Abbott, A. C. LeRichent.
E. DONADO, Ark., M. R. Appleton.
ELKO, Nev., J. W. Taber.

ELLSVILLE, Miss., Homer R. Ward.
FAYETTE, Miss., Charles W. Whitney.
GIRARD, Ill., H. C. Deck.

HARTLAND, Wis., Ham Hanser.
HELENA, Ark., R. B. King.
NOLTON, Kan., W. W. Naylor.

HOT SPRINGS, Ark., James H. Chesnut, C. E. Shendel.

INDIANAPOLIS, Ind., William N. Arnett.
INDIANULA, Miss., William F. Craig.
JACKSON, Miss., Joseph Hunt.
JEFFERSON CITY, Mo., Miss F. Dewyle, C. N. Keen-cke.

KANSAS CITY, Mo., J. Griffiths, W. M. Federmann, August Breunert, A. W. Mente.

LAFAYETTE, Ind., J. W. Sturmer.
LANDSFORD, Pa., Thomas W. Renshaw.
LAS VEGAS, N. M., Henry A. Wolf.

LINCOLN, Neb., H. H. Barth.
LITTLE ROCK, Ark., Lotta K. Snodgrass.
LOUISVILLE, Ky., Charles A. Edelen.

MADISON, Wis., Richard Fischer.
MCKEESPORT, Pa., W. E. Rodemeyer.
MEMPHIS, Tenn., Fred W. Mayo.

MENTON, Mo., J. G. Kibben.
MT. JOY, Pa., E. F. W. Garber.
MT. VERNON, Ill., W. S. Masey, Newlin Bond.
MURPHYSBORO, Ill., Louis Augustiner.

MUNCIE, Ind., Charles O. Prutzman, Victor E. Silverborg.
NASHVILLE, Tenn., G. A. Shwab.
NEVADA, Mo., N. T. Bullagh.

NEW MADRID, Mo., John E. Hummel.
NEW YORK, Robert A. Sloss, W. R. Hamar, V. C. Doggett.
NEWARK, N. J., John E. Hoster.

NORTHFIELD, Pa., A. A. Dunham.
PARKHILL, Canada, James T. Roberts.
PHILADELPHIA, Pa., M. W. Bamford, Ernest F. Cook.

PHILLIPSBURG, N. Y., J. N. Anderson, Ellsworth Q. Anewald.
PICTON, Canada, Edward W. Case.
PITTSBURG, Pa., A. F. Judd.

PLATTSBURG, Pa., C. W. Bowen.
ROCKLAND, Me., W. W. Sannala.
SALINA, Kan., Carl A. Graf.
SONOMA, Cal., R. G. Shoults.

TELL CITY, Ind., August Schreiber.
TOWANDA, Pa., Arthur E. Post.
TROY, Ind., Theo Gaeßer.
WAKONA, S. D., Nellis R. Gilchrist.
WALDER, Texas, Virginia C. Brooks.

WATERLOO, Ill., John M. Eberle.
WATERTOWN, Wis., H. T. Eberle.
WEBB CITY, Mo., Charles L. Wright.
WINDSOR, Mo., Henry C. Wesner.
WINFIELD, Ia., John M. Lindly.
Charles C. Jacobs, hospital steward, U. S. A.
John I. Long, hospital steward, U. S. N.

N. A. R. D. NOTES.

Chicago, Sept. 29.

Arrangements are now completed for the convention to be held at Buffalo, October 10, 11 and 12. To secure suitable accommodations application should be made at once. The headquarters of the association will be at the Buckingham Hotel, which is within one and a half blocks of Convention Hall, where all the meetings will be held. Delegates who desire accommodations in private residences in the vicinity will be assisted in their selection by the local entertainment committee, of which J. H. Dimond, 339 Connecticut avenue, Buffalo, is the chairman. No special convention rates have been secured, as the regular Exposition rates are in many cases better than could be secured by the transportation committee. This committee will superintend the making up of parties in various cities to attend the convention in a body. Information relating to these parties will be furnished by the chairman of the transportation committee, W. G. Markell, 6219 Penn avenue, Pittsburgh, Pa.

Organizers of the association have been very active in the states of Illinois, Indiana, Iowa, Michigan, Minnesota, New York, Ohio and Wisconsin. In Illinois the following associations were organized during the month of August: Christian County, Hancock County, and Bureau County, and all of them passed resolutions asking proprietary manufacturers to reduce prices to antebellum figures. In Indiana organizations were organized at Hartford City (Blackford County) and White County, both of which passed similar resolutions. In Iowa the druggists of Tama County, and those of Des Moines County organized branches of the N. A. R. D., the latter passing a resolution demanding the establishment of wholesale prices that will allow 50 per cent. gross retail profit, the members pledging themselves to discourage the sale of goods that do not conform to these prices. In Michigan associations have been organized in Ionia County and Montcalm County, and in Minnesota the druggists of Rice County, Le Sueur County and Goodhue County organized and declared in favor of a reduction of prices by manufacturers, so as to allow a reasonable profit to the retailer. In New York the Cattaraugus County Retail Druggists Association was organized August 16, and the retail druggists of Allegheny County met at Wellsville, August 22, organized and affiliated with the N. A. R. D. In Anglaize County, Ohio, a county organization was effected, and similar association were organized in Green, Fulton and Preble counties. The Fulton County organization appointed a committee to formulate a price schedule, which is to be adopted at future meeting. The prices on proprietaries in the county were heretofore 90 cents on dollar goods, and druggists are anxious to agree on full prices. Kenosha County, Wis., eight druggists, with six general store-keepers formed an association on September 2.

THE MEDICAL DIRECTORY OF NEW YORK, New Jersey and Connecticut. Vol. III. 12 mo. 940 pgs., cloth, \$2.50. Published by the New York State Medical Association. 1901

This, the third, volume is the same in make-up as the last, with the exception of the inclusion of all legally registered physicians without regard to their school of practice. The reason assigned for this departure is that a reliable list of registered physicians will materially aid in the elimination of illegal practitioners, against whom a recent decision of the Supreme Court of New York determined recently the right of the New York State Medical and its component County Associations to prosecute. The total number of physicians' names contained in this directory is 12,644, of which 10,112 are in New York State, 1,472 in New Jersey, and 1,060 in Connecticut. Greater New York contains 5,579 physicians of which Manhattan and Bronx has 3,991. The directory also contains a list of associations, benevolent institutions, asylums, hospitals, dispensaries, medical colleges, etc., in short everything of which physician is likely to desire information. The work is published by the New York State Medical Association and is given to its members.

NEWS DEPARTMENT.

NEW YORK AND VICINITY.

MANHATTAN PHARMACEUTICAL ASSOCIATION.

The Manhattan Pharmaceutical Association held its first fall meeting on the evening of September 16 with J. M. Pringle, Jr., in the chair. The most important matter came up for consideration was the report of chairman Hitchcock of the Legislative Committee. The report stated that although it had been found impossible to have a pharmacist of each political faith in each branch of the legislature, a plan has been formulated which would insure a larger measure of protection of the interests of the retail pharmacist. The idea of the to be constantly at the Capitol during the session of the legislature and to look out for the interests of pharmacists, keeping a close watch upon pharmaceutical legislation and making reports to the various associations in this city. The Committee suggests a conference of the legislative committees of the several associations to the end that the action in this direction may be concerted and harmonious. The plan is to have each association contribute pro rata to the expense of maintaining a lobbyist. The report of the Committee was received with much enthusiasm and unanimously carried. The Manhattan Association will at once enter into correspondence with other organizations with a view to arranging a conference of the legislative committees to take action upon this matter within thirty days.

Manhattan will send but two representatives to the N. A. R. D. Convention, George H. Hitchcock and George E. Schweinfurth. The association elected three delegates, the third being Charles White, who withdrew from the appointment when the association voted to pay but \$75, as its assessment to the N. A. R. D. As the assessment is but fifty cents for each member in the society and the \$75 would indicate a membership of 150 instead of 234, Mr. White considered that the society was entitled to but two delegates on the basis of one for each 100 members or fraction thereof. The assessment of \$75 was substituted for the exact dues for the reason that it is impossible to get at the membership in good standing of the association. Not only this, but Manhattan has in its membership a large number of men who are members of other organizations. As it would involve an immense amount of labor to get at the actual membership, the association considered it advisable to approximate and reduce the representation at the Convention.

A large number of applications for admission into the Manhattan Association were received. These will be taken up in the regular manner.

FANCY GOODS IN EUROPE.

W. L. Strauss Tells of Flat Trade Conditions and New Styles Abroad.

W. L. Strauss, of W. L. Strauss & Co., who has been travelling in Europe for the past six months, calling upon manufacturers and dealers in the fancy goods line through England, France, Germany and Switzerland, returns with an interesting budget of trade talk on conditions abroad. He said: "I found very little activity in European factories. There is a general breakdown in the trade. That this has been a chronic condition for some time is a matter of my own personal knowledge

gained by the study of business conditions covering a wide area and extending over a long period of time. I have been told everywhere that America is the only customer of any consequence for our line of goods in the European market. They say that if it were not for American buyers it would be necessary to close up. The conditions are such that the manufacturers do not know how far to go in as much as the banks may withdraw their credit at any time.

A decided change in styles is sweeping over Europe. On the continent it is called the secession and is characterized by elaborate artistic designs applied to the simplest articles in the fancy goods line. This style of work is sure to invade America during the Fall and Winter.

It is a relief to come from such industrial conditions as I have outlined to this side where we are working day and night to keep up with our orders."

CLARENCE G. STONE GOES WITH THE LAMBERT PHARMACEUTICAL COMPANY.

Clarence G. Stone, one of the most popular and successful representatives in the

drug trade, has resigned his position with the Mellin's Food Company, Boston, to accept the responsible position of Eastern representative for the Lambert Pharmaceutical Company of St. Louis. The change goes into effect on Oct. 1, next, and Mr. Stone's headquarters will be in New York.

Few men have been more successful than Mr. Stone in his chosen field, as special representative to physicians and druggists for pharmaceutical and proprietary houses. After graduating from the

School of Pharmacy of the University of Michigan in 1877, he gained a thoroughly practical experience in the drug store of Frank Ingalls in Detroit. From there he went with McKesson & Robbins, with whom he was connected for some ten years, and then returned to the retail field, with the firm of Milburn & Co. of Detroit. But his love for "the road" soon asserted itself, and he engaged with the Mellin's Food Co., then Doliber-Goodale Co., with whom he has been most pleasantly associated for the past eight years.

When the Lambert Pharmaceutical Company recently decided to open an office in New York, they wanted the best man to be found in their Eastern representative, and their choice soon fell on Mr. Stone. That they have made no mistake in their selection will be the unanimous verdict of thousands of physicians and members of the drug trade who have known Mr. Stone for many years. Always found him upright and square in his dealings, and universally respected by all who know him.

The Era congratulates Mr. Stone on his new position, and the Lambert Pharmaceutical Company on securing so capable a representative for their new Eastern branch.



NOTES.

- Among the pharmacists in the drug trade section the past were: P. L. Gaskins, of Stark, Fla.; David Merritt, of Fishkill-on-the-Hudson; S. Thornhill, of Sayville; L. I.; W. S. Albertson, of Amityville, L. I.; L. B. Switzer, of Southport, Conn.; A. E. Pickard, of Roslyn, L. I.; Paul Traub, of Bordentown, N. J.; U. G. Wynkoop, of Tacoma, Wash.; C. N. Klauber, of Joplin, Mo.; G. H. Battier, of Memphis, Tenn., and Geo. W. Hurlbaeus, Washington, D. C.
- The Wholesale Drug Trade Bowling Association held a meeting September 17. An effort will be made by the Association to secure control of alleys for its own use. It is proposed to open the season somewhat earlier this year than has been the custom heretofore. Elmer & Amend, wholesale druggists and jobbers at Eighteenth street and Third avenue are organizing a bowling team and will be represented in the association tournament this year.
- Frederick H. Plump, of Plump & L'ring, chemist, Seventy-sixth street and Lexington avenue, has been in St. Louis during the past week attending the meeting of the A. Ph. A. as a delegate from the German Apothecaries Society. He has also taken a great interest in the brewing industry of St. Louis. Frederick Linnig, of the same firm has returned from a two weeks stay at Southampton, L. I., as the guest of Captain J. R. Harlow.
- Miss Margaret Quinn just twenty years old is the only feminine student this year of the New Jersey College of Pharmacy. By hard study she matriculated last week with a large class of men. A year ago she accepted a position in the Verona Pharmacy of which her brother, Harry Quinn, is proprietor, and subsequently determined to be a pharmacist. Miss Quinn lives in Roseville, a suburb of Newark, N. J.
- The Cushman Chemical Co., of Passaic, N. J., was incorporated and filed its articles of incorporation with the County Clerk of Passaic County on Sept. 20, to do business in general drug manufacturing. Its capital is \$40,000, divided evenly into common and preferred stock. The incorporators are Amos L. Prescott, Frank Hughes, Passaic, N. J., Harry P. Prindle, New York; and William Miller, Brooklyn.
- Commissioner John T. Britton died at his home in Long Branch, N. J., September 16, of Bright's disease, at the age of sixty-one. He was well known as a prominent Republican throughout the State and was a lifelong resident of Long Branch, where he was a successful druggist. He is survived by a wife and four children.
- Hugh O'Reilly, who for the past 39 years has been a druggist in the Second Ward, Brooklyn, died at his home after a brief illness on Sunday, September 15. In 1862 he opened a pharmacy at the corner of Bridge and York streets, and only recently removed to his present store at the corner of Bridge and Tallman streets.
- Dr. Fred. J. Hartmann has sent out circulars, prospecting a Medical Relief Club, No. 120 East 114th street. It is a co-operative scheme on the subscription plan, membership costing 15 cents a week for each family. Medicine is sold for 3 cents and 4 cents a dose. Dr. Hartmann is both an M. D. and Ph. G.
- Paul Traub, formerly a clerk in the store of G. M. Carselake at Bordentown, N. J., will succeed to the proprietorship and management of the establishment. Mr. Traub recently married the daughter of Mr. Carselake, who is one of the oldest and most widely known druggists in New Jersey.
- Last Thursday was generally observed by druggists throughout the city closing their stores for a part of the day in honor of the late President McKinley. President Max Mariamson, of Bronx Borough Pharmaceutical Association No. 2, issued an order to the members of his association to observe the day.
- Samuel Davis, of Boonton, N. J.; L. H. Goodwin, of Hartford, Conn.; W. T. MacPherson, of Winnepeg, Manitoba; J. E. Quinn, of Halifax, N. S.; H. C. Sanderson, Scranton, Pa., and Henry A. Wetzel of Detroit, Mich., have just made visits to this city.
- Manager Albert Hart who is in charge of the spouse exhibit of the Smith, Kline & French Co., rooms 416-418, Broadway Central Hotel, has decided to keep the display open another week, closing on Friday, September 27.
- G. H. Hitchcock, treasurer of the Manhattan Pharmaceutical Association, has returned from an outing of three weeks at Conasaugh, Pike Co. Druggist I. Eschman, enjoyed a vacation at the same place.
- Herbert M. Hill, Ph. D., the University of Buffalo Chemist, is making an analytical examination of the remaining bullets in Czolgosz's revolver for traces of potassium cyanide.
- Dr. B. T. Whitmore, of Parke, Davis & Co., who attended the meeting of the Mississippi Valley Medical Association at Put-In-Bay, Ohio, has just returned to the city.
- Charles F. Scott, Pacific Coast representative of McKesson & Robbins, is at the home office this week. He reports promising trade prospects in his territory.
- Chas. J. Perkins, of J. W. Perkins & Co., Portland, Me., and formerly South American representative for Seabury & Johnson, is visiting the trade this week.
- A new wholesale dealer is the house of Bell & Weatherly, Anniston, Ala., who has added a stock of wholesale drugs to their big grocery establishment.
- H. J. Fish and John H. Taylor, of London, are registered at the Drug Club. They were the guests of Col. E. W. Fitch, of Park, Davis & Co.
- J. H. Leggett, who has been identified with the drug trade in Plainfield, N. J., for many years has had his store closed under a chattel mortgage.
- John A. Hoge, of Lamar & Sons, Macon, Ga. and Thomas L. Sparks, a pharmacist of the same city are buying a holiday stock in New York.
- Prof. J. L. Lurie, manager of the Owl Drug Co., and the Eagle Drug Co., Kansas City, was one of the buyers who called on the trade this week.
- Francis E. Dodge, of Dodge & Olcott, arrived in this city on Sept. 18 on the Teutonic after an extended pleasure and business trip in Europe.
- E. C. Fowell, Pacific Coast representative of Schieffelin & Co., has returned to his territory after a two weeks' stay at headquarters.
- Dr. J. B. George, of E. E. Dixon & Co., Gainesville, Ga., who has been in town during the past week, left for his home on Sept. 20.
- Charles Wolanek, whose business is now at 3206 Third avenue, will remove his pharmacy in a few days to 3194 Third avenue.
- R. C. W. Clark, of the Clark Extract Co., of New Haven has been in the city making calls among the local trade.
- Caswell, Massey & Co. have been making extensive improvements in their store at Nos. 355 and 357 Columbus avenue.
- Charles F. Scott, Pacific Coast representative of McKesson & Robbins, has been visiting at the home office.
- Harry Gibney, manager of the Columbian Pharmacy at Olean, N. Y., has been in the city for several days.
- H. S. Livingston of the advertising department of Schieffelin & Co. has been in the city for several days.
- C. N. Klauber, a prominent pharmacist of Joplin, Mo., has just returned from an extended trip abroad.
- J. W. Judson of the publication department of Parke, Davis & Co., Detroit, is in the city for a few days.
- Eugene W. Rutherford, a prominent druggist of Malden, Mass., has been visiting in New York.
- William L. Brower, of Schieffelin & Co., has just returned from his vacation trip through Maine.
- Almost all of the downtown jobbers closed last Thursday on account of the President's funeral.
- E. L. Lillbridge with Fox, Fultz & Co., No. 31 Warren street, is away on a two weeks' vacation.
- S. A. MacDonnell, pharmacist of San Francisco, is in the city on a buying tour.

IN AND ABOUT BOSTON.

PHARMACISTS PASS RESOLUTIONS.

Boston, Sept. 21.—Influential leading men in the drug trade of this city met on Wednesday last and as a result of the special meeting the following resolutions were adopted:

"We, the executive committee of the Massachusetts State Pharmaceutical Association; the Massachusetts Druggists' Alliance; the Apothecaries Guild of Boston Association; the Massachusetts College of Pharmacy; the Boston Druggists' Association, in joint committee assembled, deeply deplore the untimely death of William McKinley, the twenty-fifth president of our Nation, and while we bow to the will of the Divine Providence, who rule over all, we feel that the world has been taken from it a man who has made the world better for having been born; and therefore,

Resolved, that in his death the American Nation has lost one of its best-loved statesmen, whose life was devoted to the whole people, and whose death is mourned by the whole nation. Kind and loving as a husband, firm but just as a president, one of God's true gentlemen.

Resolved, that we extend our sympathy to his widow, and beg the protection of the Divine Providence for her in her affliction.

We recommend as a mark of respect that all the pharmacists of the Commonwealth close their places of business on the afternoon of Thursday, Sept. 19, 1901, between the hours of one and six o'clock.

L. C. HEINRICH, Chairman,
J. F. GUERIN, Secretary."

A committee consisting of Secretary Guerin and Dr. C. P. Flynn, the South Boston pharmacists, visited all the Boston newspapers to secure the insertion of a paragraph in them all, urging the druggists to close their stores. However, some druggists paid no heed to the request and their places of business remained open as usual.

NAMES OF CANDIDATES PRESENTED TO THE GOVERNOR OF THE STATE.

Boston, Sept. 21.—Representative druggists of Massachusetts met Governor Crane at the State House, one day this week, in the interests of candidates for the position on the State Board of Pharmacy, made vacant by the expiration of the term of John L. Rice of North Adams, who according to the rule, cannot be renominated. Representative F. S. Dewey, Jr., of Westfield, representing the Connecticut Valley Druggists' Association, introduced the delegation, (which was appointed at Fall River) and which presented these names of candidates for the Governor's consideration: Charles E. Bardwell, of Holyoke; Henry Adams, of Springfield, and George T. Clark, of Northampton. These were the names endorsed by the association in its annual session at Fall River. The appointment is to be made by law. Mr. Bardwell has many friends working hard for his interests and it is believed that he stands a good chance of securing the membership.

Medicine Bills Thought to be Too High.

Boston, Sept. 21.—There appears to be much ado in Lawrence over the cost of medicines furnished by druggists in that city to the department of overseers of the poor. In the past six months medicines to the amount of \$1,500 have been furnished at far larger expense than that incurred by most institutions of the size and capacity of the Lawrence almshouse. The overseer of the poor suggests that the department establish a dispensary of its own, from which medicines could be dispensed cheaper. He claims there is too much partiality shown, some druggists having enormous bills against the city, while others get nothing at all, or at least very little business. Some people have said that a bonus and percentage of the business is given. The board voted that a rule be put into operation whereby the ward physicians shall be compelled to make monthly reports of their visits and the number of the prescriptions written by them for each visit.

NO ROOM FOR COMPLAINT AT BUSINESS CONDITIONS.

Boston, Sept. 21.—This week has brought its measure of good trade, and the druggists are finding no room

for complaint at business conditions. No great activity is found in the general line of drugs, the demand for which seems to be only fair with no one thing standing out as a feature. There is more life in chemical trade, where prices remain steady with fair activity. Alcohols keep quiet, with only small demand for them. Prices hold firmly for dyestuffs, on moderate sales. Waxes are sought in moderate quantities.

A New Drug Store Attracts Thieves.

Boston, Sept. 21.—A perfect epidemic of burglaries lately has spread over the district which radiates from the South Terminal Station. One of the latest places chosen by the thieves is Epstein's new drugstore, at 127 Summer street, which seems to be in the hardest luck, having been entered three times since they opened up business there, about a month ago. On the first visits small amounts of cash and cigars were taken, while on the last visit the thieves looked for cigars only, and they made away with about \$200 worth of them.

NOTES.

—The clerks at Robert Fabery's pharmacy at the corner Tremont and Hollis streets received a decided fright, one day this week, at the time when several customers were present, who were also scared. A chemical engine responding to a fire alarm had to pass the drugstore, and, owing to the rain at the time, the wet tires of the chemical, when they struck the asphalt on Hallis street, slid as if on smooth ice. The horses plunged and leaped ahead and with a crash went through a big show window of the drugstore. Directly in front of the window which was broken stood the soda fountain, where several customers were drinking. The clerk behind the counter near the window barely had time to escape before the big glass was shattered, and the two struggling animals fell on the very spot where he had been standing. The whole side of the store was wrecked, and there was general excitement.

—When it was determined to set apart Thursday, Sept. 19, as a day of mourning and prayer as a tribute to the late President McKinley, the Massachusetts Board of Registration in Pharmacy promptly sent out word to those who had been notified to appear on that day before that body for examination for registration, saying that the stated examination had been postponed until some date yet to be arranged.

—The Cambridge police have been troubled lately by the reports of several cases of breaking and entering, one of the places broken into being a drugstore at the corner of Elm and Cambridge streets, owned by Charles Combs. Money was taken from the store. Three boys have been arrested and a fourth is under suspicion.

—Among the fires of the week was a slight one on the second floor of the building at the corner of Tremont and Eliot streets, on the entrance floor of which is situated Joseph L. Parker's drugstore. He uses the second floor as a laboratory. The damage was about \$100.

—Alexander S. Arnold has just come into control, as president, treasurer and manager, of the Dr. Seth Arnold Medical Corporation, of Woonsocket, R. I., the death of whose late president occurred last October.

—Among the heaviest taxpayers in Lynn is the estate of Charles H. Pinkham, son of the late Mrs. Lydia E. Pinkham. The tax paid is \$3,168. The Lydia E. Pinkham Compound Company in the same city pays a tax of \$2,406.

—After having been away for a fortnight's vacation, which he spent at the seashore, Oscar E. Kaepfel, employed as a clerk at Chandler's drugstore in Springfield, is again performing his usual duties at that place.

—C. J. O'Malley, clerk at Leonard's pharmacy in West Springfield, is now enjoying a belated, though none the less welcome, vacation.

—Leon Luther, one of the clerks at C. W. Carrier's drug store in Lawrence, is enjoying a vacation which he is spending in Maine.

PHILADELPHIA.

BRISK DEMAND FOR VACCINE.

Philadelphia, Sept. 21.—The past week has been rather quiet; the death of President McKinley in some way seeming to affect trade. While there is not much doing, trade still is fairly steady in volume and prescriptions seem to be slightly increased in number. About the only brisk demand is for vaccine and vaccine shields etc., the present small-pox "scare" having caused a rush to be vaccinated by the people. One firm alone sold over sixteen gross of vaccine shields to druggists and physicians in one day this week, while the sale of vaccine lymph on points and in tubes has been phenomenal. The principal manufacturers of vaccine here, Mumford & Co., have been hard pushed to meet the demand for vaccine, and out-of-town makers have been almost unable to keep up their stock. Some weeks ago several druggists made arrangements to supply the physicians of their wards with vaccine for the usual rush of children requiring vaccination before being allowed to attend school, and made a good thing out of it. These same far-sighted retailers are reaping a harvest in the sale of vaccine to both doctors and customers, the trade going chiefly to them because of their ability to supply it.

The jobbing houses report that their trade has been rather slack this week, although about equal to the average of last year. This present falling off is made more noticeable by the briskness of trade in the early part of the month, which was unusually good. According to the experts of our wholesale houses, the outlook for a good Fall trade is very promising, business is good with the retailers and the demand for a higher grade and priced list of toilet articles, very little "cheap stuff" is being ordered. The manufacturers are fairly busy, orders being well up to the mark.

COLLEGE NEWS.

Philadelphia, Sept. 21.—The opening of the local colleges of pharmacy for the coming year's session is close at hand, both the Philadelphia College of Pharmacy and the Department of Pharmacy of the Medico-Chirurgical College being scheduled to begin their courses on the First of October. At the P. C. P. every one is busy in getting the laboratories and class rooms ready for the expected classes and the registrar has his hands full of work issuing cards to matriculants and the returning students. This year's freshman class will be very large, already it numbers sixteen more than at the same date of last year, and an unusually large proportion of second and third year men are returning to complete their studies, so that the new century will open with the largest attendance in the history of the college. The same news comes from Medico-Chi., large classes and many new students. The first of the monthly social meetings which have proved to be such a pleasant feature of college life will be held at the P. C. P. Tuesday evening, Oct. 8. The Alumni Association is making a great effort to have these meetings even more enjoyable than in the past, and at the first social the students will be welcomed by the President of the college, Mr. Howard B. French, and the Dean, Prof. Joseph P. Remington.

NOTES.

—The Philadelphia Association of Retail Druggists has secured the services of an expert canvasser to look out for its interests throughout the city, it having been found that press of business prevented the members of the executive committee and the ward chairman from giving proper attention to the many little matters of weekly occurrence. Another feature of local work will be the issuance of a monthly bulletin to members, in place of the old style postal card notice, which will give a concise review of the happenings of the month and past members as to what is going on.

In the death of Commissioner John T. Britton of Long Branch, N. J., who died at that place this week of Bright's disease after a long illness, pharmacy lost a most worthy representative and the State a most honored citizen. Mr. Britton was a life long resident of

Long Branch, where he was a successful druggist for many years, being well known to the many visitors to this noted resort. He is survived by a widow and four children.

—The "Sunday Press" shows a record of 118 advertisements for "clerks wanted" to 97 "situations wanted" in the retail drug business for the month so far, a most unusual state of affairs, the former generally being far less than the latter. With the opening of the college year there will be probably some relief for the proprietors from the present scarcity of drug clerks.

—Among the well known Philadelphia retailers who have returned to the city from their summer outing are J. P. Frey, the popular downtown druggist; A. C. Smith, of the Miller Drug Company, and C. A. Eckles, he of "many stores." Friends of Eckles will be pleased to learn that he has entirely recovered from his illness of last Spring.

—A tribute was paid to our martyred President by the druggists of Philadelphia on the day of his burial, Thursday last, many drug stores closing from 2 to 4 p. m., as a token of respect to his memory, some even remaining closed except for prescriptions and necessary articles, the whole afternoon.

—John H. Winslow, of 27th & Gordon streets, a P. C. P. graduate has successfully passed the State Medical Board examination and is now practicing medicine in addition to his retail business. Dr. Winslow graduated from Jefferson Medical College with high honors a short time ago.

—The "jobbing district" is back again to winter closing hours, all the leading firms having announced their closing at 6 p. m. week days and at noon on Saturdays. Most of the desks now have their accustomed occupants, and the city salesmen are once again on their rounds.

—Dr. C. H. Ballantine, who conducts a retail drug store at Tenth and Morris streets, has been appointed Medical Consultant for the Sunday Issue of the Philadelphia "North American," his duty being to answer queries of subscribers as to the treatment of their ailments.

—The Publication Committee of the Alumni Association, P. C. P., has decided to start a "want advertisement" department in the "Alumni Report" for clerks and proprietors to begin with the October number.

—James Buckman, president of the Philadelphia Wholesale Drug Company and owner of the drug store at Eighth and Green streets, has returned from a summer's vacation spent in New Hampshire visiting friends.

—H. Eschbaugh, a well known drug clerk, who has filled an important position with Leedom, Clapp, Connor and other well known druggists, has started in business for himself with a store at Milton, Pa.

—Dr. H. T. Pollard, of Eleventh and Locust streets, has returned from a long vacation in Maine, unbrowned and hearty from his outdoor life, his health having been greatly benefited.

—A. Griffith, for some time manager for Taggart's Ninth and Race street store, has taken a similar position with J. B. Moore, Thirteenth and Lombard streets.

Duroy Wines.

Retail druggists control the sale of Duroy Wines exclusively, and the increased sales of these goods speak well for the popularity with the consumer. The wines are made from the products grown by the Duroy & Haines Co., Sandusky, Ohio, and yield the druggist a good profit. Any dealer not satisfied with his present stock will do well to write to the company and get samples, price lists, etc.

A Book Catalogue Free.

D. Van Nostrand Co., have just issued a 112 page catalogue containing an alphabetical and classified list of books on chemistry, chemical technology and physics. It is arranged by subjects and authors. Any one desiring a copy can obtain it free by addressing a postal inquiry to D. Van Nostrand Co., 23 Murray street, New York.

BALTIMORE.

MARYLAND COLLEGE OF PHARMACY.

Baltimore, Sept. 21.—Applications from young men who desire to enter the Maryland College of Pharmacy are coming in slowly, but the indications for a large attendance are very encouraging. By the time the work of the college is well under way the two classes may be expected to show certainly as large attendance as last year, and there are prospects that the roster will exceed the one of 1900 in length. The past week was especially uneventful for the reason that the president of the college, Charles E. Dohme, and Prof. Charles Caspari, Jr., were away in attendance at the annual meeting of the American Pharmaceutical Association in St. Louis. Upon Professor Caspari falls much of the work of advising applicants and disposing of other details appertaining to the management of the institution; so that his absence is materially felt.

CUPID BUSY.

Baltimore, Sept. 21.—Cupid had several innings, in which Baltimore members of the drug trade were interested, last week. One of the victims was Frederick W. Schanze, the popular druggist at the corner of North and Pennsylvania avenues, who, on September 18, married Miss Josephine Frances Abbott, daughter of W. R. Abbott, of 207 North Fulton avenue. The ceremony was performed in Christ Reformed Church by the Rev. W. I. Stewart. Walter Kriel, Harry Ehlen, Charles Manger and Philip M. Kell were the ushers. Mr. and Mrs. Schanze left for a trip to Buffalo, Niagara Falls and Canada.

Charles E. Vanderkleed, an analytical chemist in the employ of Sharp & Dohme, was married on the same day at La Fayette, Ind., to Miss Edith Parks, of that place. They will be at home after October 1, at the La Fayette, this city.

TRADE RATHER QUIET LAST WEEK.

Baltimore, Sept. 23.—Trade was rather quiet last week. Notwithstanding the intermission of one day, which had been set aside by Governor Smith as a holiday in order that the public might pay tribute to the dead President at the time of his funeral, the latter part of the week was by no means distinguished for a rushing business, and the movement at other times also was of moderate volume. The manufacturers of pharmaceuticals report about the same degree of activity in laboratories. Nothing of special moment developed in the market for botanicals and crude drugs, neither was the distribution of heavy chemicals characterized by unusual features.

NOTES.

—After a visit of three weeks to his son, Henry Mueller, of the Stanley & Brown Drug Company, Hopkins Place, this city, F. Herman Mueller, a retired German manufacturer, will leave next week for Rahway, N. J., there to visit another of his children. He will remain some six months or more and then return to his home in Chemnitz, Saxony. His son was taken into the firm at the time of its reorganization early in the present year and has since applied himself most industriously to business.

—During the sessions of the American Pharmaceutical Association last week in St. Louis, greetings and wishes for his speedy recovery were conveyed to Dr. E. R. L. Dohme, who has been ill for some weeks past at his residence in Roland Park, by the committee on the revision of the United States Pharmacopoeia. The patient now has all dispatches and many letters read to him and is mending rapidly.

—The Baltimoreans in attendance at the annual meeting of the American Pharmaceutical Association in St. Louis, were expected home Monday morning. They are Charles E. Dohme, of Sharp & Dohme; H. P. Hynson, of Hynson, Westcott & Co., and Prof. Charles Caspari, Jr.

—The name of the Winkelman & Brown Drug Company has been changed to the Stanley & Brown Drug Company. It has also been decided to increase the capital from \$80,000 to \$100,000.

CHICAGO.

A PHASE OF THE PRICE SITUATION.

Chicago, Sept. 21.—Some discussion has of late arisen among retail druggists concerning the work of organization being done in the First Auxiliary District. Some complain that until the First, or down town, district gets into line and adopts such a schedule of prices as not only will meet the views and have the support of its members, but will also be fair to druggists in other districts, the best fruits of general organization will never be tested. It has been urged that until a uniform price list for the whole city can be agreed upon there will always be friction, and discontent, and success will be a doubtful quantity. In answer to this, it is very pertinently pointed out that if it were not for a certain difference between down town prices and those in vogue elsewhere most of the down town stores would have to confine their sales to cigars and soda water or go out of business. With the exception of those people who reside in down town hotels and the few who make up the night forces in the various buildings and newspaper offices nobody lives down town, and few would trade in this district were it not for some advantage to be gained in doing so. The question of differentiation in prices is one, however, which presents no small difficulty. How to arrange price schedules so as to be fair to everyone is a question which is engaging much attention, and it is hoped that it will be satisfactorily adjusted in the near future.

In the meantime, evidences of rebellion seem to be cropping out in the First district. The one department store which has never come in out of the brush keeps on selling goods at cut rates, while another which was among the "good" ones, has shown signs of wavering and a prominent retail drug store is openly advertising and cutting. Your correspondent looked into this matter recently and discovered that prices would probably go lower than they are at present, and from a pretty reliable source learned that if the war went on it would have a purpose—which can be none other than the demonstration of the proposition that price cutting in drugs is not necessary and does not pay.

Such methods are often used in other lines of business to accelerate the coming of rational agreements, and there seems to be no good reason why it would not work in the drug business. The down-town men in their efforts toward a reasonable agreement with one another need, and doubtless will receive the support of their brethren all over the city.

WESTERN TRADE GOOD.

Chicago, Sept. 21.—Local business has been good this week, notwithstanding the mental depression caused by the death of President McKinley and the emblems of mourning which clothe the city. Manufacturers and jobbers report a large out-of-town trade, Fall orders come in rather more than in their usual number and volume. It is prophesied that the holiday trade will be larger than ever this year since industrial conditions are favorable in nearly all parts of the country. Staple goods are in excellent demand and collections are entirely satisfactory.

NOTES.

—At the meeting of the officers of the C. R. D. A. and auxiliary officers, held recently in the Sherman House, reports from the various districts showed that, in the main, matters are in very satisfactory shape. Routine matters chiefly were discussed, and among other things it was decided to leave to a committee the question whether or not the most recent arrival in the mated milk field deserved recognition by the druggists or not, that is to say, to decide whether or not the business methods of the new company were in accord with the principles governing the druggists as a whole. It is understood that the decision of the committee was in the affirmative.

—L. Degen has succeeded W. F. Brabrook at 296 Ogden avenue. Mr. Brabrook will move his family to California, which will be his home in the future. The condition of Mrs. Brabrook's health made the move im-

perative. Mr. Brabrook is one of the older druggists in Chicago, having been actively in business on his own account for more than a decade. His father was a pioneer druggist.

—E. Farnham, who travels for Morriss, Plummer & Company in the northern peninsula of Michigan, passed through Chicago this week on his way to Grand Rapids, Mich., where he has been called by the serious illness of his brother-in-law.

—Charles E. Matthews, Chicago representative of Sharp & Dohme, has just returned from St. Louis, where he attended the meeting of the American Pharmaceutical Association.

—The members of the Illinois Board of Pharmacy are nearly all here in readiness for the meeting of the board, which takes place next week. Examinations will begin on Tuesday.

—Among the Chicago druggists who have recently visited the Pan-American Exposition is Dr. R. C. Ingalls of Forty-seventh street and Union avenue.

—A. M. Levi, a well known Chicago druggist, whose store is at Harrison street and Wabash avenue, has gone west for the benefit of his health.

—A. C. Davidson and wife returned last Wednesday from a ten days visit to Buffalo, Niagara Falls and other Eastern points.

—W. H. Allen, of Morriss, Plummer & Company, returned recently from a few weeks' outing at Atlantic City, N. J.

—Max W. McCoy, a popular druggist at Thirty-first street and Prairie avenue, spent some time in Buffalo recently.

—W. L. Pearson, a well known druggist of Dahlgren, Ill., has moved to Oklahoma Territory.

—L. A. Becher, formerly of Neligh, Neb., has opened a new drug store in Rockport, Ill.

—Ira N. Read has succeeded N. S. Read & Company at Chandlersville, Ill.

—Miller & Garner succeed Bolin & Miller at Rockport, Ill.

A NEW DRUGGISTS' DIRECTORY.

The eighth edition of the Era Druggists' Directory will be ready some time next month. The revision is complete, and the book is now in the hands of the printer. Unusual pains have been taken in the compilation of this new edition, which has been made by an actual canvass of the entire trade during the past two months. In addition to the features that have made it a standard work of reference in the drug and allied trades, it will contain complete lists of the druggists in Canada, Hawaiian Islands, Cuba, Porto Rico, and the Philippines.

The book will be divided into four sections. Part I being the wholesale druggists, about 400 names. Part II, the retail druggists in the United States, showing what side lines they carry (surgical instruments, cigars or tobacco, soda fountains, etc.), and the foreign lists already mentioned, about 42,000 names; Part III, manufacturers, jobbers, importers, brokers, and other who do business with the drug trade, about 7,000 names, while Part IV, will be a classified business directory of the drug and allied trades, giving the names and addresses of nearly 7,000 firms in the United States who do business with the drug trade, all classified according to the business they are engaged in, or their principal product.

To our old subscribers, we can say that the book will be fully equal in accuracy to the last edition, and to those who are not familiar with the Directory, that it is the only complete and accurate list of this trade. The price of the Directory for orders received in advance of publication, is \$5.00 net, postpaid. This price, however, is likely to be raised after publication; the edition is limited, and few copies will be printed over and above the number required to fill our regular subscribers' orders. Samples pages and further information may be obtained of the publishers, D. O. Haynes & Co., New York.

THE NORTHWEST.

DRUG MEN AT LOGGERSHEADS.

St. Paul, Minn., Sept. 20.—One of the most complicated business mix-ups on record in this section is that in which two druggists have become involved. A. T. Sharpe and Clint G. Nickells, formerly partners in a drug specialty house in Minneapolis are in trouble at Fargo, N. D., and their differences may be aired in the North Dakota courts. Nickells is in possession of a drug stock which he took to Fargo from Minneapolis, and which Sharpe, who is his brother-in-law, claims as his property. Nickells, however, has a bill of sale from Mrs. Sharpe for the stock, a document which Sharpe says was improperly secured. The partnership of the two men was dissolved some time ago, Sharpe succeeding to the business, and Nickells opening a drug store out on Western avenue. Later Sharpe bought him out, and Nickells removed to Felton, Minn. Sharpe says that Nickells then told Mrs. Sharpe a number of stories that caused domestic trouble, which finally compelled him to leave home. As soon as he had done so, he says, Nickells moved the drug stock from Western avenue to Fargo, and opened a business there. Then Sharpe and his wife became reconciled, and demanded from Nickells the return of their property. This he is said to have refused and they have now placed the matter in the hands of an attorney. Nickells says that when Sharpe went away he concluded his sister had been deserted; and as he held a mortgage on part of the drug stock he moved the whole of it to Fargo to protect both her interests and his own. There is apparently a demand for the early services of the proverbial Philadelphia lawyer to solve this puzzle.

NOTES.

—One of the drug stores run by Sidney Reeves at the Seven Corners, St. Paul, was the scene of a sensational episode the other day. At the noon hour a yellow spaniel created a stampede and caused damage to property that will amount to a good many dollars. The dog, apparently mad, and probably greatly frightened, made a straight run down Third street to the drug store, where he gave a spring, jumping through a plate glass show-window, scattering the glass bottles and show goods and driving the customers out of the store in fright. The dog then jumped on a counter, running over and smashing three show cases and scattering contents over the floor. Officer Ben Morse killed the dog after a spirited chase around the store.

—Stewart Gamble, of Minneapolis, president of the state Pharmaceutical Association, did something this week that no druggist has ever before accomplished. He was the means of the closing of every drug store in the Twin Cities during business hours. Mr. Gamble issued a circular requesting that the druggists of the state close up from 1 to 5 P. M. Thursday, in honor of the late President McKinley. Every drug store in St. Paul and Minneapolis complied with the request, and no doubt the same may be said of the other Minnesota towns.

—Walter Nelson, of St. Paul, member of the Legislature, who owns more drug stores than any other man in the city—i. e., four—is visiting in Sweden, his native land.

Creating a Wide Demand.

The extensive and attractive advertising done by the Liberty Chemical Co., of Philadelphia, is thoroughly acquainting the medical profession all over the country with Thermol, Iodomuth, Syr. Glycero-Phosphate Comp., Ferri-mag, Colchicine Salicylate Comp. Tablets and the many other chemicals and medicinal preparations of this company. Thermol has been used with great success in fever cases and it is now largely prescribed by physicians in various sections. Complete circular literature, giving the formulas and uses of all prescriptions will be sent to any druggist on application. Address Liberty Chemical Co., 2555 Sydenham street, Philadelphia.

CALIFORNIA.

San Francisco, Sept. 17.

—Druggist Smith, of Twelfth street, Oakland, has been flooded five time with water from the floor above him. Some nights ago a miniature Niagara descended upon his shelves and interrupted his pill-rolling. He summoned the police and found the source of the flood in the dental rooms above. He is now determined to get payment for the damage done.

—Ralph Henrichan, assistant in the drugstore of J. M. Boynton, Visalia, recently met with a painful and serious accident. A piece of glass from a broken bottle, which exploded in his hands, penetrated one of his eyes. He will probably not lose his sight.

—Among the pupils in the entering class of the California College of Pharmacy, is Jee Shin Yen. He is the first Chinese to study pharmacy in San Francisco, and is a graduate of the Polytechnic High School, San Francisco.

—J. P. Eaton, has sold his store in Redding, to C. H. Darrough, a druggist of Red Bluff, who will continue business at both points. Eaton has been a druggist in Redding for twenty-five years.

—McCarthy's Prescription Pharmacy, at 303 Sixth street, San Francisco, has been sold to Dr. Charles Green, formerly surgeon in the United States transport Service.

—All the drugstores in San Jose will keep open at night and on Sundays. Richard's Pharmacy, in the Theatre Building, made the break and the others have followed.

—J. A. Patterson, of Stockton, is in the East. He was a delegate to the Foresters' Convention, and is visiting all the large cities of the Atlantic seaboard.

—Wm. Wolf & Co., have moved into their new building at 214-218 Mission street. They have been located at 327-329 Makret street for years.

—T. B. Blake, formerly of Grass Valley, and recently of Petaluma, has opened a drugstore on Third street San Francisco.

—Frank Hughes, who recently came here from the East is in the J. A. Hughes Pharmacy, at Bakersfield. —Endicott & Donaldson, have opened their new store in the Emery Block, Oakland.

—Frank Gamble, has taken a position with Ing & Allee Company, Sacramento.

—Walter A. Taylor, late of the firm of Taylor & Butler, Nome, is in San Francisco.

—Dr. Robert E. Bering, late of Alice, Texas, has opened a store in Tulare.

—Editor Allen, of the California Druggist, is ill in a hospital in Los Angeles.

—A. C. Tufts, of Virginia City, has recovered from a severe illness.

—Dr. Haile, has opened a drugstore at Crow's Landing.

A Perfect Stopper.

An article that has proved most useful to druggists putting up toilet preparations of their own is the Brawnier Patent Self-Closing Glass Sprinkler Top. It seems to be perfect in all details, is made of glass and cannot corrode and gives the package the elegance of a glass stoppered bottle. The sprinkler device is in the shape of a dumb bell, the head of which rests on an offset in the opening of cork and the opening in neck is always securely closed when the sprinkler is not in use. Perfumers and manufacturers of toilet preparations find the stopper most suitable for their use. It is always clean and in perfect order and costs less than a metal sprinkler. Samples will be sent on application to the manufacturers, Swindell Bros., Baltimore.

Erb's Malaria Capsules, for malaria, chills and fever, dumb ague, fever and ague, intermittent fever, etc., are made by Charles S. Erb, manufacturing chemists, of 121 Amsterdam avenue, New York. He also makes Erb's Medulary Glycerite and Elixir Ambrosia Comp. (Erb) which have had a good sale with many of the retail druggists.



BUSINESS RECORD.

We desire to make this a complete record of all new firms, all changes in firms, deaths, fires and assignments which occur among houses connected with the drug trade in the United States. Our readers will confer a favor by reporting promptly such items from their respective localities.

Subscribers to the ERA DRUGGISTS' DIRECTORY can correct their copies from the record, and the term "D. D. List," used here, refers to this directory.

We exercise due care to insure the authenticity of items here recorded, but they are obtained from such a variety of sources that their absolute correctness cannot be guaranteed.

Address, THE PHARMACEUTICAL ERA, New York.

ALABAMA.—Selma.—J. C. Groves & Co., Selma & Broad streets, sold to S. S. Sellers & Co.

ARIZONA.—Soomonsville.—W. G. Clemens & Co., sold to John H. Lacey. Thatcher.—J. D. Love, M. D., sold to J. A. Woods Drug Co.

COLORADO.—Denver.—Card & Draeske, 801 Fourteenth street, succeeded by George W. Card—M. H. Mayers, corner Nineteenth and Stout streets, sold to Fred. E. Leeper.

CONNECTICUT.—Seymour.—The Bristol Drug Co., sold to John C. Nichols.

D. C.—Washington.—W. E. Shaffer, 509 E. street, N. W., sold to Wm. L. Yeager.

FLORIDA.—Tampa.—Morton & Co., Incorporated as Morton Drug Co.

GEORGIA.—Gainesville.—M. C. Brown & Co., succeeded by M. C. Brown.

ILLINOIS.—Chicago.—H. R. Struthers, N. Kedziel avenue and Ohio, sold to John Richmond.

INDIANA.—Cynthiana.—O. S. Coffin & Co., sold to O. S. Marsh & Co.

Edinburg.—Moffett Bros., sold to Harry Chandler. Evansville.—R. D. Kilgus, 940 Upper Second street, sold to Beiling & Shively—John H. Wells, 324 Upper First street, sold to J. G. Bryson.

Indianapolis.—Charles E. Eitel, 1502 Shelby, succeeded by Eitel Bros.

South Bend.—Frank D. Striebel, 1323 South Michigan, sold to Henry Spohn.

INDIAN TERRITORY.—Tamaha.—Elmer Cole & Co., burnt out, insured.

IOWA.—Crowsville.—Severin & Oelke, succeeded by W. C. Oelke & Co.

Prarie City.—Johnson Drug Co., succeeded by F. W. Johnson.

Rensselaer.—O. G. Luehrs, sold to A. L. Schultz.

Wapello.—H. E. Blanchard, deceased.

MAINE.—Gorham.—L. J. Lermond, sold to H. M. Wiltshire.

Rockland.—J. H. Donohue, 422 Main street, damaged by fire.

MASSACHUSETTS.—Becket.—W. E. Higley, deceased. Gardner.—A. G. Durgin, 280 Central, sold to R. T. Stuart.

Lawrence.—Currier & Frost, succeeded by C. W. Currier & Co.

Manchester.—Frank E. Lee, of the firm of A. Lee & Son, deceased.

Newburyport.—Joseph Williams, 212 Merrimack, deceased.

MICHIGAN.—Bay City.—George S. Layeret, 1162 Twelfth street, damaged by fire, insured.

Detroit.—Wm. B. Gordon, 1029 Grand River avenue, sold to Walter Roesser.

Grand Rapids.—F. V. Finch & Co., 75 Canal street, burnt out, insured.

Mason.—H. H. Bradley & Co., sold to Pratt & Hayden.

MISSISSIPPI.—Jonestown.—Mrs. M. I. Dickson, sold to J. M. McAllister.

MISSOURI.—Cynthiana.—Frank Edel, 320 Grand street, damaged by fire, insured.

Cowdell.—H. V. Ross, sold to J. R. Tunks.

Huntsville.—H. L. Terry, sold to W. H. Sears.

Lamonte.—Fordice J. Redman, sold to Mitchell Bros.

MONTANA.—Virginia City.—W. C. Clemens, sold to C. W. Rank & Co.

NEBRASKA.—Elgin.—George C. Smith, sold to S. T. Jackson.

Phillips.—W. A. Harrison, sold to Fought & Seignor.

Ravenna.—M. G. Wheelock & Son, sold to J. C. Fought.

NEW YORK.—Alfred.—J. R. Burdick, sold to O. J. Davis.

OHIO.—Delta.—Pratt Bros., succeeded by J. Pratt.

Toledo.—Gerhardt Bros., 1502 Cherry, succeeded by George C. Gerhardt.

RHODE ISLAND.—Providence.—W. K. Reynolds, 354 Friendship, sold to Frank E. Crawford.

SOUTH CAROLINA.—Spartanburg.—W. W. Rigby, deceased.

SOUTH DAKOTA.—Brookings.—G. A. Williams, succeeded by Williams & Hart.
TENNESSEE.—Mount Pleasant.—W. Long, sold to J. T. Jenkins.
 Ripley.—R. D. Jenkins, damaged by fire, partly insured.
TEXAS.—Alvin.—Alvin Drug Co., sold to O. S. Cummings.
 Bremond.—Long & Hellums, damaged by fire, insured.
 Brownwood.—D. S. Camp, succeeded by Camp & Bell.
 Fayetteville.—J. A. Sauls, sold to C. J. Schramm.
 Midlothian.—Pikron & Haggard, succeeded by J. W. Pierson.
 Weatherford.—Wadsworth, Bains Drug Co., burned out, insured.
WEST VIRGINIA.—Wheeling.—Robert B. Burt, corner Va. & Penn streets, deceased.

Money in Fountain Pens.

That is the heading to the advertisement of Waterman's Ideal Fountain Pens an advertising page 8 of this week's Era. We hope every reader will read this announcement carefully. It presents to all druggists who do not already carry Waterman's Ideal Fountain Pens an opportunity to add another profitable side line to their business. Already many druggists are carrying the line and making money from it. L. E. Waterman Co., the manufacturers, will loan fine show-cases for proper display of the pens to any dealer who will carry an adequate assortment of their goods. There is absolutely no risk in carrying such an assortment, as the manufacturers agree to buy back at any time at full price paid any or all unused stock. The Waterman Ideal Fountain Pen is absolutely guaranteed, and we know of no better pen on the market. The goods may be sold by the dealer on approval, subject to exchange until satisfactory or money refunded. Any ordinarily bright salesman finds no trouble in selling these goods, but if you wish to take a correspondence course in the art of selling pens, you can do so without expense. L. E. Waterman Co. have instituted a correspondence course of this nature. It consists of twenty lessons which will be mailed, five at a time, free to any salesman of fountain pens who desires to take the course. Prizes are offered for proficiency, and much interest is already manifested on the part of salesmen in all parts of the country. Druggists who contemplate carrying these goods should bear in mind that they are thoroughly advertised in all the leading magazines and periodicals. Goods well advertised are already half sold. Write for further information regarding these pens, or if you already have them in stock, have your clerk write for information regarding the correspondence course. Address L. E. Waterman Co., 173 Broadway, New York.

Preserved Natural Plants.

Now, that cold weather is approaching, and the druggist's thoughts are occupied with hot soda, Christmas decorations and holiday trade, his attention is invited to our natural preserved plants advertised by Frank Netschert in this issue. These plants cannot be told from living, growing plants. They are beautiful for purposes of adornment, and if a druggist is willing to take orders for them, they afford him 200 per cent. profit. Mr. Netschert has just published a new, 80-page catalogue, which he will send to any druggist



who will write for it.

L. & S. Peroxide Hydrogen.

The remarkable increase in the use of peroxide of hydrogen within the last few years has brought a number of impure and unstable liquids into the market, and unless bought of a reliable firm the peroxide of today is likely to be harmful if used internally. Larkin & Scheffer guarantee their peroxide of hydrogen to be always the same strength, not too acid, and it is harmless. The firm's preparations can be bought of any jobber or by writing them direct to St. Louis, Mo.

BRIEF HISTORY OF THE CINCHONA.*

By J. F. Sanford, Lewiston, Me.

Let your imagination carry you back several hundred years, to a scene in the district of Loxa, in South America. A poor Indian is struggling through a dense forest, his footsteps are slow and faltering, there is a look of despair on his face, as his bloodshot eyes search in every direction. He is lost, and has wandered this way for hours without food. At last he drops down beside a pool of water and drinks eagerly; at first his parched lips fail to convey the intense bitter taste, and when they do, what does it matter to him, for he is lost, alone, and very near death with fever.

At last he drops into a troubled sleep, and remains so for hours. When he awakens, the fever has left him, but still he is very weak; he crawls to the pool and takes another drink. This time the bitter taste seems more intense; he notices a tree-trunk in the water, and trying the bark it has the same peculiar bitter taste. He has discovered a remedy for the most dread disease of the tropical countries. Thus runs the legend of the discovery of the quinaquina or bark of barks, as it is called by the South American Indians.

But to Anna, Countess of Chincon, the wife of the Count of Chincon, Governor of Peru, is awarded the glory of introducing this, the most valuable of all febrifuge drugs. In the year 1638 she was suffering from an attack of fever, and a magistrate of Loxa sent a package of Peruvian bark to her physician, assuring him that it was a never failing remedy in fevers. It was administered and effected a complete cure.

When the Countess and her husband returned to Spain in 1640, they carried large quantities of the bark with them. In this way was the first of what is now one of the most valuable of all drugs introduced into Europe. In memory of this great gift to mankind, Linnaeus named the genus which yielded the drug cinchona, dropping the "h" in the first syllable. Since then there have been several ineffectual attempts to correct this error in spelling. This is the first well-founded instance of the use of the Peruvian bark, though the virtues of certain species must have been known to the Indians of South America long before this. The Brotherhood of Jesuits came to know of Peruvian bark soon after the introduction by the Countess, and distributed it through their several stations in Spain, Italy and Rome. They did more than anyone toward making its medicinal virtue known. It attained great celebrity and was sold for enormous prices by the Jesuits, but soon fell into disuse.

It was again brought to notice by Sir Robert Talbot, who carried it to England in 1671. He kept it secret and gained great fame with it in curing intermittent fevers. In 1682, Louis XIV. purchased the secret, and in 1690 it was brought into general favor by Norton and Sydenham of England.

The work of gathering the bark is done almost entirely by the Indians or cascarrilleros, as they are called. A master cascarrillero, with his band, sometimes as many as several hundred, selects a favorable spot on high land and establishes a main camp, then the party divide and form smaller camps, scattered through the forest.

The trees grow alone or in small clumps in the dense forest, which is so thick that one has to cut his way through. One or two men from each squad are detailed to find the trees, which are found with their trunks covered with moss and vines; these are removed and the outer bark broken off by pounding with a club. Then the bark is peeled off as far as one can reach. After this the tree is cut and the bark removed from the smallest twigs. Now the bark is taken chiefly from branches.

The tract of land in South America that yields the cinchona is not so large as many think it to be, nor is

*Read before the Massachusetts Pharmaceutical Association and awarded third prize.—(New England Druggist.)

the supply of the bark inexhaustible. The dealers and natives claim that the old system of destroying the trees, which was carried on for so many years, and is now to some extent, came near exterminating the tree from its natural sources. In Bolivia, according to the report of the Consul of the Netherlands in 1863, private parties have begun to replant the denuded cinchona forests, and at the present time there are more than a million young trees growing at La Paz. New plantations are springing up everywhere, and the old grounds revisited where the sprouts from the stump yield much quill bark.

The cinchona flourishes from 7 degrees north to 20 degrees south of the equator, and they grow generally from 5,000 to 8,000 feet above the level of the sea. The chief sources of bark in South America are in New Granada, in Colombia, Ecuador, Peru and Bolivia. The bark from New Granada is mostly shipped from Carthagena on the Caribbean Sea. That from Ecuador is mostly shipped from Guayaquil and Esmerilda. The bark from northern Peru from Payu, that from Peru and Bolivia from Arica and Islay and Calleo. A limited quantity of bark from Bolivia is exported down the Amazon to Para.

In 1735 the French sent an expedition to South America and La Coudamine, a member of the party, while journeying through the province of Loxa, had an opportunity to examine the plant, and on his return published a description of it. It was soon after this that Linnaeus gave it the name of *Cinchona* officialis, in honor of the Countess of Cinchoa. For a long time it was not known that more than one species of it existed. According to Bentham and Hopper, there are 36 species of cinchona, while Howard recognizes 39, although only about a dozen have been used to advantage. It was nearly a century after this bark was known in Europe that the plant producing it was made known to naturalists.

Great difficulty has been found in determining the species by which the different varieties of cinchona bark known to commerce are produced. The common names are derived partly from the color of the bark, partly from the district where grown or the part clipped from.

The calisaya bark, also called royal or genuine yellow bark, one of the best kinds, is chiefly the product of Calisaya, a large tree grown in the hot mountain valleys of Bolivia and southern Peru.

A number of the worthless varieties of cinchona bark are put on the market separately as adulterations of the other varieties. The accurate discrimination of the different kinds of bark requires much experience.

The first attempt to transplant these trees was by La Coudamine in 1737. He started to carry several plants home with him, but they were destroyed after he had preserved them for eight months. In 1846, Dr. Weddell was sent by the French to study the habits and try to obtain plants for transplanting, but the next successful attempt to transplant cinchona was in 1853 by the Dutch, who sent Mr. Hassparl, former superintendent of the Botanical Gardens of Java. A number of young trees were sent to him and planted in the mountains of Java, but, owing to the worthlessness of some of the varieties, the Dutch reaped success very slowly, although at one time their plantations were among the finest in the world. But during the twelve years ending in 1879, the amount of land devoted to the cultivation of the cinchona fell off nearly one-half.

The first suggestion of transplanting the cinchona trees into the English colonies was by Dr. Doyle, whose long residence in India satisfied him that the climate was adapted to their growth. He was unsuccessful in his effort in his lifetime, but he had set the ball rolling, and in 1859 Lord Stanley, secretary of the state of India, made another attempt, to which the success of the present day is due. He authorized Mr. Markham to equip an expedition to go to South America for the purpose of obtaining some cinchona plants and seeds, and, despite the opposition by the government of South America, they left in 1860 with six hundred and thirty-seven hearty plants and 100-

000 well ripened seeds. These were planted in India, and in the year 1863 there were 160,000 of the trees growing, while in 1860 Mr. Markham stated that during his whole stay in South America he only saw one cinchona tree planted by human hands. In India they cut longitudinal strips of bark from the trees and then cover the trunks with moss. This seems to increase the yield of quinine.

The first chemical examination of the bark appears to be by Hermsstadt in 1785, who obtained the calcium salt of quinic acid which he designated as the essential salt of cinchona. Quinotannic acid was discovered by Dureau in 1793.

Cinchonine appears to have been obtained by Gomez of Lisbon in 1811, but it remained unknown until 1820, when Pelletier & Caventou succeeded in obtaining cinchonine and quinine and proving them to be true vegetable alkaloids.

Later investigation in the chemical reaction of the alkaloids seem to indicate that within a few years they may be made synthetically.

OUR CUSTOMERS: HOW SHALL WE TREAT THEM SO AS TO INCREASE THEIR NUMBER?*

BY A. G. GILMORE.

This question is one of the most difficult and perplexing problems for the financial success of all retail drug stores.

One of the prime essentials is keeping a stock of goods for which there is a demand. By this, I do not mean that you should carry a large quantity, unless you have sufficient demand. Keep a want book in a convenient place, and when you sell the last package, or your supply is getting low, place it on your want book. If you do this, you will not have to say "We are all out, but will have a supply in a few days." Of course, you will have some dead stock in the long run, but if you are shrewd in buying, you will not have a large refuse.

One of the drawers of custom is good clerks. Some proprietors believe in employing cheap help, and think they are economizing in that way, but those proprietors who practice that sort of apparent economy will soon come to an end, if they do not realize their mistake in due season. Pay a clerk a fair price and he will invariably take interest in the work he is doing. If he is not capable of doing the work designed for him, you must get some one who is competent. Teach your employees to be courteous and obliging.

A proprietor should be capable of studying his customers. Study the wants of your trade, as different localities have different wants. If you have a country trade, cater to that class, or, if you have a city business, try to meet their wants. If you have a combination of both city and country trade, you must strive to please both.

Advertising is the best medium through which you may come in contact with your customers, or would-be customers. Your advertisements should be impressive and to the point. Write plainly and intelligently. I think the best results are obtained from house to house distribution of books and circulars. Advertising matter distributed thoroughly in this way is sure to bring good results.

Spare moments may be utilized in contriving some new features of your business and also stimulating indifferent interest in others.

When you attempt a scheme, do it with a will and keep at it persistently. The competition of to-day requires all druggists to "hustle."

Keep your store neat and clean, and your goods arranged attractively.

Keep your windows looking bright, and display the various goods in their season. Don't expect your window display to shine every week with bright colors, but arrange all goods as attractively as possible. Window signs properly worded are excellent drawers

*Read before the Massachusetts Pharmaceutical Association and awarded third prize.—New England Druggist.

of custom. I have found that original ideas in window dressing are one of the best and cheapest means of reaching our customers.

If you have a soda fountain (as all up-to-date pharmacists do), make it a center of attraction. Have some specialties which no other store in your vicinity has. People like novelty, and a good name for a beverage goes a long way toward popularizing a drink.

Run your business in the proper way. Be temperate and your success is assured.

Pharmacy nowadays is a profession and a trade. The most successful pharmacist will be one who can combine professional dignity and skill with mercantile affability.

A good rule to follow is to keep friendly with your fellow druggists. Nothing will injure you more in the eyes of the public than to talk down your neighbors. There may be hard feelings between rivals, but your customers would not be the proper judges of your differences. Above all, try and use your customers honorably and do nothing to make them (as David Harmon says) "smell woolen."

Remember, "The block of experience is a hard block to whittle, and every shaving is of precious value to the whittler." So sharpen your implements and keep whittling away, and in time you will have the whole world at your feet.

OBITUARY.

W. H. BLAKE, whose death is announced and which was a complication of heart troubles, was well-known in the drug trade in Springfield and Holyoke, Mass. Mr. Blake was a native of the Green Mountain state and was born in Bellows Falls. He first was in the drug business in Holyoke and later went to Springfield and became well known in that city, where he was in business for fifteen or more years. He had been engaged in business in Boston for two or three years past. He served in the Civil war and was a Grand Army man. He leaves three daughters, and also a brother, a resident of Holyoke, Mass. The burial was at Bellows Falls.

JOHN P. SAMMONS died a few days ago at his parent's home at Westfield, Mass. Death was the result of an operation for appendicitis, from which he had been ill only about four days. He was a young druggist and had started on what seemed a most promising career. He was educated at the Massachusetts College of Pharmacy, Boston, and had passed the state examinations in New Hampshire and Rhode Island. He was twenty-three years of age and recently had been employed as clerk at E. E. Wilkin's drug store in Pittsfield.

—The Oregon State Board of Pharmacy held its regular quarterly session September 10, in Portland, for the purpose of examining candidates for registration. Certificates were issued to fourteen successful applicants. The present members of the board are: President, George C. Blakely, The Dalles; treasurer, John M. A. Laue, Portland; secretary, L. W. Moody, Portland; A. Yerington, Eugene; C. G. Huntley, Oregon City. The next meeting will be held December 10, in Portland.—L. W. Moody, secretary.

—"The Mother of Sam Hill's Wife's Sister," the humorous sketch by Prof. J. U. Lloyd, read by the author before the American Pharmaceutical Association at its meeting in 1899 at Put-in-Bay, O., appears in the September number of the Criterion. Members who were present at this meeting will doubtless recall the reading of this curious story. Copies of the Criterion may be obtained of newsdealers for ten cents.

Chas. A. Vogeler Co., Ltd., announce in this issue a 25-cent size of St. Jacob's Oil, which will be placed on the market at once. The 25-cent size is well known in every country in the world except America, and it is believed that the introduction of this size in this country will appeal to a new public altogether. The new size will be extensively advertised, and all orders will be filled in rotation.

Pure Borax.

The increased sales of "20 Mule Team" brand of borax show that consumers are awakening to the fact that this is a chemically pure product, and no doubt the pamphlet published by The Pacific Coast Borax Co., "Borax In The Home" has proved very effectual, as nearly every house-keeper who receives a copy preserves it for the valuable hints it contains. That borax as found in many stores is adulterated, is a well known fact. The "20 Mule Team" brand is put up in 1 pound, 2 pound, and 5 pound cartons, by the largest producer of borax in the world. It is chemically pure and yields a good profit to the retailer. A supply of pamphlets will be sent to any druggist writing to The Pacific Coast Borax Co., New York, Chicago or San Francisco.

Wright's Dentomyrh.

Wright's Dentomyrh Tooth Paste is widely advertised as a preparation of merit and already a staple article in most of the up-to-date drug stores in the larger cities. A dozen placed on your counter or show case will soon be sold, as customers recognize at once that it is the Dentomyrh they "see advertised," and are anxious to give it a trial. The druggist gets a good profit, and by having the teeth paste on hand will be able to meet the call which may come any day. Write for special discount inducements and advertising to the Charles Wright Chemical Co., Detroit, Mich.

A Cigar Proposition.

It will pay druggists to take advantage of the offer of Chas. Jacobs & Co. to give free 100 Havana Specials with the first order for 1,000 of this popular brand of 5-cent cigars. By distributing the 100 samples to your cigar customers you will create a demand for Havana Specials. They pay a good profit, and are guaranteed by the manufacturers to be positively the best goods in this line ever offered at so low a price. All goods are shipped on approval, and if you do not wish to order as many as 1,000, order whatever quantity you desire. Address Chas. Jacobs & Co., 333 E. 78th street, New York.

Eosot and Geosot.

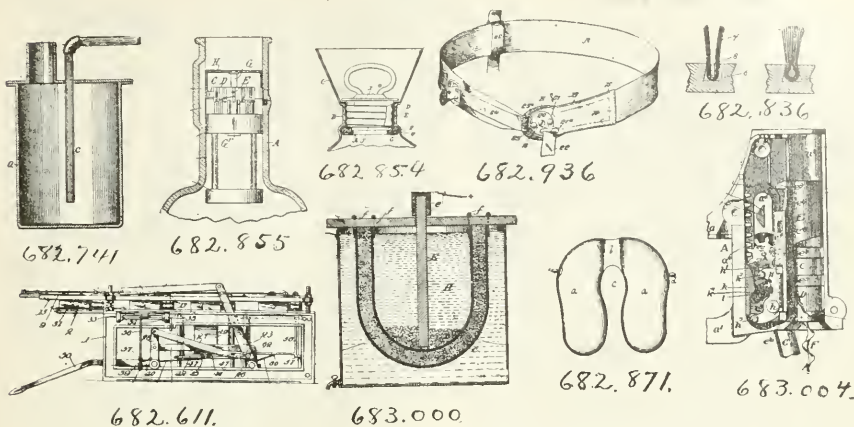
Eosot, or valerianate of creosote, is one of the popular preparations of creosote now prescribed by physicians. The Fischer Chemical Importing Co., 14 Platt street, New York, are the sole agents for the United States and Canada and supply druggists with literature free of charge. The company also controls the agency for Geosot, or Valerianate of Guaiacol, Uricidin Stroschein, Eosolate of Calcium, Eosolate of Silver, Sulpho-Acid salts of the aliphatic creosote esters, and the organic vegetable iron compound Spinelum Siccum.

The extensive and persistent advertising done by the American Malt Cream & Drug Co. is steadily increasing the demand for Malt Cream, and it is becoming recognized as a perfect food for infants and invalids, in fact, a general food for all people. As a substitute for tea and coffee, particularly as a cure for insomnia, it is without a peer. The American Malt Cream & Drug Co., South Bend, Ind., have attractive advertising matter which they will furnish to druggists. There is no cutting on Malt Cream, and druggists make 43 per cent. profit on every package sold.

Electric Batteries.

The idea that has prevailed among physicians for many years that a first class battery could not be had for less than twenty or thirty dollars, has been disproved and double and single dry cell batteries can now be had at very reasonable figures. Druggists looking for reliable and moderate priced Electro Medical batteries and instruments of any kind should write for illustrated catalogue and price list to P. G. Williams, 6 Barclay street, New York.

PATENTS, TRADE MARKS, ETC.



PATENTS.

Issued September 17, 1901.

- 682,611.—Essington N. Gilfillan and E. T. McKaig, Chicago, Ill., assignors to New York Labeling Machine Company, of New York. Labeling-machine.
 682,741.—Johannes Pfeiffer, assignor to Deutsche Gold & Silber-Scheide-Anstalt, vorm. Roessler, Frankfurt-on-the-Main, Germany. Making cyanids.
 682,794.—Friedrich A. Gasach, Hönningen-on-the-Rhine, Germany. Obtaining zinc solutions free from iron and mesanese compounds.
 682,836.—Lucien H. Arnold, Chicago, Ill. Tooth-brush.
 682,837.—Colby M. Avery, Chicago, Ill., assignor to Chisholm, Boyd & White Company, of Illinois. Pulverizing calcium oxide or lime.
 682,854.—Charles E. Longdon, Hamden, Conn. Stopper for water-bags.
 682,855.—George Lucas, Brooklyn, N. Y. Bottle.
 682,855.—William H. Wright, assignor to Vacuum Can & Jar Company, New York, N. Y. Apparatus for treating food products.
 682,851.—Daniel Hogan, New York, N. Y., and C. W. Meinecke, Jersey City, N. J., assignors to Meinecke & Co., New York, N. Y. Cushion.
 682,936.—George V. House, Mount Vernon, N. Y. Her-nial truss.
 683,000.—Isaiah L. Roberts, assignor of one-third to E. N. Dickerson, New York, N. Y. Obtaining aluminum hydrate by electrolysis.

TRADE-MARKS.

Registered September 17, 1901.

- 37,065.—Fly-paper. Lebrecht G. Heintz, Holyoke, Mass. The words "New Wrinkle."
 37,066.—Certain Named Medical Compounds. Lactomarrow Company, New York, N. Y. The word "Lactomarrow."
 37,067.—Remedy for Certain Named Diseases. Hawthorn N. Townsend, New York, N. Y. The word "Navanoids."
 37,068.—Preparation for Certain Named Diseases. American Medicine Co., Waterbury, Conn. The representation of a scroll and the monogram of the registrant placed in a circle arranged between the lower ends of said scroll and beneath the same.
 37,069.—Stomach and Blood Remedies. The Chapman Manufacturing Company, Chicago, Ill. The word "Normalia."
 37,070.—Certain Named Cure for the Tobacco Habit. Robert Arthur Wilson, Portland, Ore. The compound word "IH-HI."
 37,071.—Medical Tablets. The Antikamnia Chemical Company, St. Louis, Mo. The letters "H A K" arranged in the form of a monogram.
 37,072.—Tooth-Powder, Tooth-Paste or Tooth-Wash. Walter K. Peek, New York, N. Y. The word "Perfection."
 37,073.—Liquid Hair-Restorers. Frank C. Fowler, Moodus, Conn. The word "Loreine."
 37,074.—Remedy for Scalp Diseases and Tonic for the Scalp. Sophia North, Arlington, Mass. The letters "D R" arranged in a monogram form.

- 37,075.—Perfumed Soaps and Toilet Preparations. Annie S. Butler, London, England. The word "Poppia."
 37,076.—Disinfectants and Deodorizers. Abraham Dreyfuss, New York, N. Y. The word "Antozone" and the representation of a gladiator grasping in one hand a sword holding a shield against which is directed a number of arrows, with the representation of the rising sun in the background.

LABELS.

Registered September 17, 1901.

- 8,078.—Title: "John T. Brady's Electric Salve." (For a Medicine.) J. T. Brady, St. Louis, Mo. Filed August 17, 1901.
 8,079.—Title: "Syrup of Tar and Cod Liver Oil." (For a Medicine.) L. P. Collet & E. N. Gagnier, Marlboro, Mass. Filed August 12, 1901.
 8,080.—Title: "Ozonine." (For Poisonous Plant Antidote.) The Emil Starz Biochemie Laboratory Co., Helena, Mont. Filed August 21, 1901.
 8,081.—Title: "Rosewood Dandruff Cure." (For Dandruff Cure.) J. R. Reeves & Co., Anderson, Ind. Filed August 21, 1901.

PHARAOH

was given so black an eye in sacred history, that some people hold their noses whenever his reputation is discussed. He really wasn't a bad fellow, however, because he had a pretty daughter who with a lot of the other girls went down to the beach every day and looked lovely in the bathing suits Worth made for them. One day "Sary Ann" this was the real name of "P's" daughter discovered a basket in some tall grass near the beach; and such a squealing and giggling you never heard, when it was opened and found to contain a boy kid. Some say "S. A." should have minded her own business and thrown the kid in the river, but being "P's" daughter, and considering herself a privileged character, she took the basket home and advertised for a wet nurse. If "Imperial" Nipples had been known at that time Moses' mother would have lost a snap.

MARKET REPORT.

NEW YORK MARKET.

NO SPECIAL ACTIVITY IN ANY DEPARTMENT.

NEW YORK, Sept. 24—Weather conditions have been more favorable to the movement of Fall and Winter goods, and the general demand is somewhat better, but there is no special activity in any department.

OPIUM.—The demand continues slow and unimportant, and quotations remain more or less nominal at \$3.25@3.50 for 100 per cent., and \$3.00@3.50 for 11 per cent. The easier feeling in powdered noted last week has resulted in a reduction in prices to \$1.40@1.60 for 13 per cent. and \$1.75@5.25 for granular, 16 per cent. is held at \$1.10@5.25.

MORPHINE.—A continued fair jobbing business is reported with quotations unchanged on basis of \$2.20-62.40 for eighths as to brand, less the usual rebate of 10c per oz. on lots of 10-ozs. or over.

QUININE.—Trading continues wholly of a routine order, but the aggregate volume of business is somewhat larger and jobbers continue to quote: 280@290c for bulk in 100-oz tins, 285@295c in 50-oz tins, 290@300c in 25-oz tins and 350@360c in ounces.

MENTHOL.—The market is better supplied and easier in tone, with jobbing quotations reduced to \$1.60@1.80 per lb. and 350@400c per cwt.

BALSAM FIR.—Canada is again higher owing to diminishing stocks both here and in producing points and the revised quotations are: \$1.25@1.50 per gallon in bulk and 650@700c per lb. in pound bottles, inclusive.

SPICE.—**ROOT.**—Western is very scarce both here and in the West and jobbers have forthwith advanced quotations to 650@750c for whole and 700@800c for powdered.

OIL BERGAMOT.—Values are easier in sympathy with lower foreign markets and jobbing quantities are obtainable at \$2.65@2.90 for best and \$2.40@2.65 for good, as to quantity.

OIL PEPPERMINT.—Holders in producing markets are decidedly firmer in their views and jobbers have advanced spot quotations to \$1.70@1.80 for Western, \$1.50@1.65 for Wayne Co., \$1.35@1.45 for H. G. H. and \$1.10@1.25 for distilled.

BALSAM PERU.—The tone of the market is slightly easier owing to competition among dealers, and jobbing quotations show a decline to \$1.50@1.50 as to quantity.

STEARIC ACID.—Owing to much higher cost of crude material jobbing prices have been advanced to 18@22c.

MERCURIAL PREPARATIONS.—Holders have modified their views somewhat and jobbers are quoting 420@450c for 1-3 and 520@550c for 1g.

COD LIVER OIL.—There is no change in Norwegian, but Newfoundland is easier with jobbers willing to sell at 80@81.00.

HYPOSULPHITE OF SODA.—Jobbing quotations are a shade lower, and crystals are obtainable at 2 1/10@2 1/4c by the keg and 35@55c for less, granular 2 1/2@2 1/4c by the keg and 21@50c for less.

ANISE SEED.—Italian is again higher and jobbers have advanced quotations to 150@160c for whole and 160@200c for powdered.

LYCOPodium.—Foreign markets continue firm and the outlook is favorable to holders but spot prices for jobbing quantities have reacted to 57@62c.

CUBEB BERRIES.—Market dull and easier with jobbing quotations showing a decline to 200@250c for whole and 550@600c for powdered.

MACE.—Quotations in a jobbing way have declined to 500@550c for whole and 550@600c for powdered.

CARAWAY SEED.—Dutch is a shade lower and the revised jobbing figures are: 100@110c for whole and 14@16c for powdered.

LARKSPUR SEED.—Stocks continue to diminish and jobbing prices show a further advance to 80@90c for whole and 90@100c for powdered.

MANNA.—Pressure to sell old stock before arrival of new has caused a further decline to \$1.25@1.35 for large flake, 650@700c for small flake and 420@450c for sorts.

LARD OIL.—Winter bleached is higher and jobbing prices show an advance to 350@360c.

HARLEM OIL.—Competition among importers has caused a reduction in jobbing prices to \$2.50@2.75 per gross and 550@580c per doz.

OIL SAVIN.—Jobbing quotations have been reduced to \$1.30@1.45.

HENNA LEAVES.—Quotations for small lots have declined to 700@750c for whole and 800@900c for powdered.

NITRATE OF SILVER.—Jobbers have reduced quotations to 420@450c for ordinary and 400@500c for fused.

LINSEED OIL.—Values have declined and jobbers offer raw at 600@700c by the barrel and 700@800c for less, boiled at 710@720c by the barrel and 800@900c for less.

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TYRATOL, carbonate of thymol, is recommended as a vermifuge. It is a white powder having no taste, and is administered in quantities amounting to four grams per day. This treatment should be continued for four days, and at the end of this time followed by a purgative.

EUGUFORM, acetyl-methylendiguayacol, is used in dermatology with good results. It is obtained in the form of a grayish powder which is insoluble in water and almost odorless. It is particularly recommended in burns of the second degree, and is said to alleviate the most severe pains almost instantly.

CARRIAGE OF CARBOLIC ACID.—The attention of the London Board of Trade has been called to the report of a Court of Inquiry recently held into the circumstances attending a casualty to the British ship "Piarmigan," in which three seamen lost their lives while endeavoring to secure some casks of carbolic acid which had broken adrift, and been stove in. The Court were of opinion that their death was due to absorption of carbolic acid through the skin, and found that the barrels containing the acid, being what is known in the trade as second-class barrels, were not up to the usual standard, and that, while stowed properly and in the usual manner, they were not sufficiently secured from shifting by being tumbled down from the upper deck. The Court considered that special care should be taken in connection with this acid; that the casks in which it is shipped should be thoroughly sound and fitted to withstand the risk of bad weather; that care should be taken as to the manner and place of stowage, so that in the event of bad weather the danger and risk may be minimized, and that all those who are called upon to handle such cargo should be made aware of the special danger incurred by absorption of the acid through the skin.

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EVERY THURSDAY.

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SEE LAST READING PAGE FOR COMPLETE
INDEX TO THIS NUMBER.

WOMEN IN PHARMACY.

From the remarks made at the meeting of the Deutsche Apotheker Verein, recently held in Hannover, it is apparent that the pharmacists of the kaiser's realm are far from ready to admit members of the fair sex to the ranks of the knights of the pestle. Certain members from the rural districts stated that they were unable to employ regularly authorized assistants, and they therefore proposed that the feminine members of the pharmacist's family be allowed to attend to the duties of the establishment, in order that the head of the institution might occasionally enjoy a stroll with an easy conscience, or meet with friends in social gatherings. This aroused vigorous opposition, calling forth remarks which were in several cases more forceful than chivalrous. Some of the opinions expressed were to the effect that no "pharmaceutical shop-girls" were wanted; that women were too stupid; that they should find their proper sphere of activity in the kitchen, and that girls should marry. Similar ideas shocking to American ears were freely advanced. One member was certain that it would be impossible to obtain apprentices if women were employed in the same establishments, which is contrary to the opinion widely accepted among ourselves that femininity has an attractive and not a repellant force. One member remarked that the idea that a pharmacist in sole charge of a country pharmacy could find no time for recreation, was nonsense. He had carried on a pharmacy unaided during seven years, and had found time to meet his friends 365 evenings in common

years, and 366 evenings in leap years. According to this gentleman the apothecary should know how to treat his patrons, and give them to understand that the pharmacist also relishes his glass of beer or wine, and teach them to adapt themselves accordingly. In a really urgent case he thought almost anyone would be willing to wait two or three minutes until the apothecary could be called.

Truly the conditions prevailing in Germany differ from those in force in America. To give expression to these views in any gathering in the United States would require great courage, and the pharmacist in the habit of spending his evenings in a neighboring saloon would not require to be called very often. There may be some objection to the admission of women to the profession among some of the more conservative members of our community, but we are not accustomed to hearing such reasons for their belief as those advanced by the apothecaries of the waterland. It would in all probability make very little difference if the male druggists did object. The American woman is accustomed to do as she pleases, and will continue to do so in this as in other matters. She has appropriated a place in pharmacy, and if she has as yet not made it uncomfortable for the male members of the profession, this is very likely owing to her own wishes. There is little or no opposition to the presence of woman in pharmacy in this country. She has proved herself to be efficient, faithful and worthy of confidence. There are no reasons why she should not take an important place in this line of business, except perhaps her natural modesty and the common and apparently incurable habit of getting married.

THE GERMAN APOTHECARIES SOCIETY.

The members of the German Apothecaries Society may well feel proud of the history of their organization. The society has done a great work in the years of its life. Somebody has wisely remarked that the highest effort of philosophy in one generation may become the common sense of the next. The statement is certainly applicable in this connection. In the early days of its existence the members of the D. A. V. were always found supporting the side of their profession, advancing its interests, and doing much to elevate its educational and material standards. Many of the measures suggested by these pioneer pharmacists are incorporated into the pharmacy laws of to-day. The dreams of the society's founders have been more than realized and the grand result of fifty years of toil and anxiety in building up the organization afford an example of what united effort may do. Its history shows that institutions in harmony with

progress may expand and strengthen as time rolls on, that they may and do strike their roots deeper and take on new forms of perennial growth.

There are two factors in the German Apothecaries' Society which have contributed to its success as one may learn from a perusal of the sketch of the organization elsewhere in this issue. They are—the desire for improvement and professional education, and the German characteristic of knowing how to have a good time. The reading circles, the lectures upon various topics related to pharmacy, the constant effort in behalf of better laws are proof of the former proposition; while evidence supporting the latter is to be found in the numerous social gatherings, picnics, etc., held by the society. The happy combination of business and pleasure is the real cause of the success of this organization. It should be borne in mind by other societies if they wish to prosper.

The spirit of the founders has been kept alive in their successors. Well might the poet sing of their deeds:

"We shunned not labor; when 'twas due,
We wrought with right good will;
And for the home we won for them,
Our children bless us still.
We lived not hermit lives; but oft
In social converse met;
And fires of love were kindled then,
That burn on warmly yet.
Oh, pleasantly the stream of life
Pursued its constant flow,
In the days when we were pioneers,
Fifty years ago!"

THE FUTURE OF PHARMACY.

Among the papers read at the St. Louis meeting of the A. Ph. A. was one in which the modern tendency toward combination and the probable effect of this tendency upon the future of pharmacy was discussed. The consolidation of large business interests into trusts, the gradual disappearance of the smaller establishments and the growth of department stores were considered. The changed conditions observed in the business of selling and compounding drugs were ascribed to the same general causes, and the futility of attempting to prevent the growth of a new order of things by legislation and other means was pointed out. The general tone of the paper is hopeful. The author seems to believe thoroughly in the beneficial effects of combination. The first result of concentration he contends is a saving by lessening the waste of competition, greater efficiency and better prices to the consumers being obtained. Little account is taken of the inevitable hardships to those engaged in the line of business undergoing alteration. He believes that both the business and professional side of pharmacy will gain by the change, and that efficiency will be more certain to bring its reward in the new order of things than in the old. Altogether a rosy future is prophesied, and a gradual improvement of the unsatisfactory conditions prevailing at the present time predicted.

There are no doubt many who are unable to take this optimistic view of the situation, being unwilling

to admit that the effect of combination is entirely beneficial. Druggists like other professional and business men find it difficult to see any advantage in a movement which must lead to at least a temporary loss of income and prestige. There will always be many who will look back with regret upon the time when the business of preparing and dispensing medicines was in the hands of numerous independent pharmacists who prepared practically all of the remedies employed in the treatment of disease. Complaints of the hardness of existing conditions are the order of the day. From the expressions one hears over the counter and in gathering of druggists it would seem that the conditions are all bad, and that the profession is rapidly going to the dogs. A cheerful view of the situation is therefore very welcome. There is certainly food for thought in the opinion advanced by a representative successful pharmacist that many of the difficulties with which druggists are at present contending are merely the means by which a better order of things is to be brought about.

In one of the European pharmaceutical journals we find a recipe for restoring insect-infected powdered drugs to a salable condition. The writer proposes killing the grubs and beetles by sprinkling with gasoline, and removing the "cadavers" by means of a sieve, taking no account of excreta slyly added to the powder and the legs and antennae broken off in the shuffle. The originator of this plan must be an economical soul. It probably has not occurred to him that he might also utilize the material incorporated in the bodies of the insects by adding the cadavers to his stock of Spanish fly or cochineal. A druggist mean enough to work off damaged stock in this way is probably also too mean to read a reputable journal. There is, therefore, little danger that any of our readers will make use of the information and suggestion here offered.

One of the questions, discussed by the members of the Virginia Pharmaceutical Association at its twentieth annual meeting, was the ease with which persons who have failed to pass the Board of Pharmacy Examination can get a special certificate to practice pharmacy through legislation by direct grant, a movement was inaugurated looking to an amendment to cure the evil. Grants of this character are not peculiar to Virginia, for all states have had similar experiences. Legislation of this kind is a menace to public health, and it also handicaps the board of pharmacy, which honestly tries to restrict the sale of drugs to competent men.

In the death of William S. Thompson of Washington, D. C., pharmacy loses one of its most ardent disciples. Long identified with his calling as practiced in this country, he was a true representative of the best progressive and scientific element of the profession. He was an energetic worker in the ranks of the American Pharmaceutical Association, having been president of that body in 1883. He was also a member of the Board of Trustees of the United States Pharmacopoeial Convention, and his removal leaves a vacancy hard to fill. His colleagues and many friends will deeply mourn his loss.

SHOP TALK.

A new field for druggists in small country towns has been opened by the growing scarcity of many of the medicinal plants once gathered in such quantities in various sections. The professional root diggers who traverse the country systematically gathering plants have threatened the practical annihilation of many species by their greedy and wasteful methods of collection, and unless something is done the supply of many useful plants will be almost completely cut off. Blood root, golden seal and many others are very scarce in their usual haunts, while others of less importance are only to be found in out of the way localities. There is a chance here for country druggists to make money by taking advantage of this situation and inducing farmers to cultivate such plants, either on waste lands or in their home gardens, and then purchasing their crops from them for sale to wholesale firms. Probably the most feasible plan would be to get the women of the family to cultivate medicinal plants instead of flowers, many species growing well under cultivation and returning good yields, as a source of "pin money" and profit, while the farmers themselves might be made to see the profit in devoting a few acres to such cultivation. The cultivation of our native drugs can be made very profitable with the same amount of care devoted to vegetables or large crops, and waste or forest land can be made the source of a handsome revenue by a very little labor in propagating species growing there wild. Hitherto this has not been given much thought because of the plentiful supply of wild plants; now this supply is threatened with total extinction in many sections and prices of crude drugs are correspondingly high, a condition that promises money for some shrewd observers. Any country druggist who will take the trouble may make himself the central supply for the crude drugs of his neighborhood with very little expense and big profits. He will find the dealers more than eager to secure supplies from a man who can ship them crude drugs properly classified and cured, and who is better fitted to do this than the druggist whose profession it is to identify drugs and to take proper care of them. Let the country druggist make it a business to pay boys and girls for collecting wild species, and to persuade farmers to cultivate others and let him take their crops. It will not need much capital.

* * *

The recent small pox scare in Philadelphia emphasizes the need of druggists keeping posted as to local affairs. Although the newspapers were full of the news, and physicians everywhere were being called in to vaccinate even whole families, only a few local druggists were shrewd enough to arrange for a fresh and adequate supply of vaccine from the dealers, and many complaints were heard from both physicians and customers that it was very difficult to get vaccine from the average drug store. Nowadays, it is possible for the druggist to arrange with the manufacturers of vaccine to furnish him with a fresh supply daily in any quantity, especially in cities where any shortage in stock can be made up previously agreed on telephone orders, and some manufacturers are so jealous of the reputation of their product that they will exchange fresh vaccine for old. Vaccination shields were also badly wanted and were hard to find, as were plasters and other dressings. One druggist sold over a gross of bunion plasters in one week for placing over the vaccinated spot to prevent it from being chafed by the clothing; another disposed of an equal amount of vaccination shields in five days. When one reads in the daily papers of over 3,000 persons being vaccinated at one big steel making plant, and of physicians being kept busy day and night, it seems as if it would pay the druggist to keep up with the times and supply the demand. A point not to be forgotten is to advertise the fact well to public and physicians that one keeps fresh vaccine and shields, etc., then see that your stock is fresh and well kept.

A tin can hung in the ice chamber of the soda fountain will hold a number of points and will insure their being fresh for quite a time; do not keep them in the show case or in a warm place behind the prescription counter. It is not yet too late to take advantage of the situation, small pox is on the increase in New York and Philadelphia and the populace are just beginning to get thoroughly scared. The law requiring school children to be vaccinated before admission to the public schools also creates constant demand, and the local vaccination physicians can easily be made good customers. Many parents vaccinate their own children, here, too, is good trade for the druggist.

* * *

It happened in an uptown Philadelphia drug store the other day and goes to show that omniscience is an often needed stock in trade for the druggist. A little girl came into this drug store the other day, saying "I want a spool of cotton. I want a spool of cotton" to the clerk who was trying to learn her wants, and she continued to reiterate her request for some time in spite of the attempts to find out what she was sent for, clutching something tight in her hand the while. Finally the druggist sent her home to ask her mother what was wanted, he thinking she had got things mixed somehow. Pretty soon an indignant woman appeared. "Do you mean to tell me you haven't got any nutmegs?" she said. "Certainly I have," replied the druggist. "Then why didn't you give my little girl one when she asked for it," exclaimed the woman. "A nutmeg," said the druggist, "why she asked for a spool of cotton." "Couldn't you see the nutmeg she had in her hand," retorted the mother. "I saw something in the little girl's hand, certainly," he answered, "but how could I guess it was a nutmeg when she held it shut?" "Well, you might have smelled it," snorted the woman; "what are you druggists good for any way?" and out she flounced.

* * *

A Philadelphia druggist well-known for his reputation for prescription work has almost entirely given up the use of twine for small parcels in the substitute of rubber bands. These his clerks use to make secure little packages like those containing pill or powder boxes, vials up to eight ounces and for the many little things sold over the counter. A wide-tight-fitting band, he says, holds the wrapping around a pill or powder box much neater than twine, and it is easily slipped on by the clerk in a rush and is as easily removed by the customer when unwrapping the package. For bottles he uses two sizes, one long enough to go around the bottle lengthwise, the smaller one is then put around the neck with a couple of turns, holding the first one fast in place. The only precautions to be taken are to secure a good grade of rubber and to use wide bands, the very narrow ones slip and are not so satisfactory. The greatest advantage of rubber bands is in a busy hour, it taking far less time to secure a package this way than by twine, which has a habit of slipping when one is in a hurry.

* * *

Stewart Gamble, president of the Minnesota Pharmaceutical Association, who, with his partner, runs one of the largest and busiest drug stores in Minneapolis, has noticed several evils in connection with the practice of keeping drug stores open until midnight. He has in consequence entered upon a crusade to cause all such stores to close by 9 o'clock. The matter will come up for action at the next meeting of the State association. Mr. Gamble says that clerks who have been on duty until midnight are more than half incapacitated for work a great part of the following day. With earlier closing he says, almost every drug store could get along with one or two fewer men.

(Specially Prepared for the Era)

FROM THE FRENCH CAPITAL.

Paris, September 5, 1901.

August and September are the holiday months in Paris, and pharmacists and others (tied in town last year by the Exhibition), are now absenting themselves as far as possible. All the Faculties and Schools are still dispersed for the holidays.

The Institute of Applied Chemistry

terminated its scholastic year by a formal prize distribution. On this occasion Prof. Moissan (late of the Paris School of Pharmacy), Director of the Institute, insisted on the necessity of new premises. During a recent storm, he affirmed, the laboratory floors were flooded and the students had to put on sabots (wooden shoes) to avoid wet feet! There is some talk of appropriating the buildings of the recently closed College of St. Barbe for the use of this Institute.

Another little scientific function about the same epoch was the

Unveiling of Chevreul's Statue

in the gardens of the Paris Museum of natural History (Jardin des Plantes). M. Edmond Perrier, Director of the Museum, presided, and reviewed the life and work of the centenary chemist in a neat speech. The monument bears the inscription Chevreul 1786-1889.

Professor of Organic Chemistry, 1830-1889

Director of the Museum, 1863-1884

Contrast of Colors, 1839-1884.

Studies of Dyes, 1834-1864.

The Pharmacists' Foes.

One profession knows no holiday months—the swindler's. The individual who makes the pharmacist his especial prey seems to have been both very busy and very original during the last month or two. One calls in and presents a bogus prescription to be made up and sent to a given address, asking at the same time for a few put-up goods (wine, toilet requisites, or anything handy) to take away with him for immediate use, but to be paid for at the same time as the prescription. The address given is of course a false one. Another simply requests goods to be sent to some neighboring address, awaits the pharmacy messenger outside the door, and persuades him to hand him the parcel "while he goes to get change." He never returns, and is unknown at the house where the address was given.

Add to this several cases of robbery by past and present employees, and the minor accidents and inconveniences reported in the following paragraphs, and it will be seen that pharmacy in Paris, as elsewhere, is hardly a bed of roses.

A Curious Case

indeed was the tripping up of a servant girl by passing dogs in the Avenue des Ternes. She fell through the plate glass window of a pharmacy. The pharmacist caught one dog and sued its master, a doctor, for the value of the damage. But it appears that there were two dogs playing together; the bigger one escaped. The one caught was held to be too small to have caused the girl's fall, and the pharmacist was non-sued. He is still looking for the big dog.

A Fire

was caused at M. George's pharmacy, Boulevard de Strassbourg, by the carelessness of an employe who carried a lighted candle into the cellar, although he knew there was a broken benzine bottle there. The flames caught the wickerwork around a carboy of alcohol, and dense smoke soon attracted the firemen. Learning from the drug clerk that a man was in the cellar, a courageous policeman crept into the opening, in spite of the thick fumes, and emerged with his insensible burden. In fact the whole neighborhood was alarmed by the dense smoke and the possibility of a fatal accident, but the fire was promptly got under control.

Illegal Sale of Medicine.

Complaints having reached the local pharmaceutical syndicate that the grocers, etc., at Aix-en-Provence (a small town near Marseilles) were in the habit of selling medicaments, an official inspection was made by the police commissary of the town, accompanied by Prof. Domergue. The raid was most successful; in every one of the six shops visited seizures of more or less importance were made. Arnica figured in most of the lists; in one shop 88 packets of cotton wool (iodoform and boric acid) were seized, and nux vomica and other poisons were discovered in several cases. The Court condemned each delinquent to a fine of \$100, and \$5.00 damages, to be paid to the Pharmacists' syndicate, and confiscated the goods seized; but gave the culprits the benefit of the First Offenders' Act.

Old Age Pensions for Pharmacists

are favorite topics of discussion just now. M. Leger, a pharmacist of Le Chesnay (S & O) founded his "Confraternal Association of French Pharmacists" in March, 1900. Since then six deaths have occurred, each of his members has accordingly disbursed a total of about \$12.50. The sum payable at death is \$2.00 per head; as the Association now numbers 500 members, the total would accordingly be \$1,000. M. Leger hopes to increase the number of subscribers to one thousand. In this case \$2.00 a head would of course give the widow exactly the double of what she now receives.

The "South-eastern Federation" of Pharmaceutical Societies are studying a scheme of their own for old age pensions; but the most original idea is one recently published at Paris.

Patents and Pensions.

The "Regalia" Society proposes that all pharmacists who sell proprietary medicines, at full prices should combine and form an "agency." This agency should collect 10 per cent on all specialties sold at marked figures; and a fund thus formed to pension all pharmacists over 60 years of age who have been in business at least twenty-five years.

The sale of proprietary medicines in France, it is stated, totals \$9,000,000 yearly. Were it only \$5,000,000 this would suffice to give the sum necessary to provide \$640 yearly for each aged pharmacist, according to the calculations of the authors of the project, who, by the way, insist on their idea as the best method of putting an end to the hostile feeling at present existing between the makers and venders of cut-priced preparations.

CHARACTERISTICS OF STROPHANTHUS SEED OIL.—*Strophanthus hispidus* yielded by expression 12.8 per cent. of fatty oil, while an additional 9.2 per cent. was obtained by subsequent extraction with ether. The oil was fairly thick and of a brownish-green color, appearing yellowish brown by transmitted light. Its specific gravity at 15°C. was 0.929. It became completely solid at -6°C., and melted again at 2°C. It was rapidly bleached by sunlight, but did not dry. Completely insoluble in water, slightly soluble in alcohol, and readily soluble in ether, chloroform, and petroleum spirit. Examined by the usual methods it gave the following results:—Acid value, 24.3; saponification value, 104.6; iodine value, 101.6; Reichert value, 0.9; Hehner value, 94.1; melting point of fatty acids, 30.2°C. It was found to contain slight traces of a volatile oil, phytosterol, formic acid, and another volatile fatty acid. The insoluble fatty acids were converted into their ethyl esters and separated by fractional distillation. In this way oleic, stearic, and arachidic acids were identified.—(Bjaloobrsheki in Pharmaz. Jour.; Journ. Soc. Chem. Ind.)

CORRECTION.

By an unfortunate error in the formula for Solution of Iron Hypophosphites, this journal, July 25, 1901, page 66, the quantity of glycerin required is stated to be 10 fluid ounces. This statement is incorrect; it should be 10 fluid drams, as any pharmacist would easily determine on reading the directions for preparing the solution.

A PH. A. PAPERS.

A GINSENG GARDEN.

BY JOHN URI LLOYD.

When the American Pharmaceutical Association met in Kansas City in 1881, Mr. Huber, of Fond du Lac, Wisconsin, consulted the author of this paper regarding the cultivation of ginseng. The firm with which he was connected was much concerned in American roots, barks and herbs, and Mr. Huber thought of fortifying the wild ginseng by that grown in cultivation. He presented the author of this paper with a package of seed and we talked over the possibility of the venture. So far as the writer is concerned he does not know that Mr. Huber did anything more in that direction, although if memory does not fail, he stated at the aforementioned meeting that he had not been successful in practical propagation. During the recent year or two this subject of ginseng has been again agitated, and it is now taking quite a hold on the thought of persons engaged in developing the resources of our country. Indeed, the problem is an important one, for we all know the value of ginseng as an article of exportation to China.

In March, 1885, the author of this paper called attention (in a supplement to *Drugs and Medicines of North America*) to the use of ginseng in China, and although that phase of the subject is not directly connected with our article, we presume to introduce here in the note referred to. By reason of its past and present interest and also by reason of the fact that this supplement to the publication mentioned is entirely out of print, the data should be recorded:

THE USE OF GINSENG IN CHINA.—The following letter from Mr. Kwoh-tai Chin, a highly educated gentleman, and former professor of the Chinese language in Yale College, is of special interest on account of its reliability. It was written to us in 1881, in reply to our inquiries on the subject.

The Chinese physicians make frequent use of ginseng root, particularly in Canton province, but do not regard it as a panacea. The fact and occasions of its use are quite familiar to many of us having studied and practiced medicine for some time in China.

The Chinese ginseng grows in but few localities, is very scarce, and commands a high price—the best commanding a hundred times its weight in silver, and from that down to half its weight, according to the locality where it is grown. The native root has different and more tonic properties than the imported. We think it strengthens the breath and sometimes saves life. The emperor and his friends consume nearly all the high-priced native product.

Doubtless the medicinal value of the plant is exaggerated, and the popular belief in its virtues heightened by the example of the imperial family and wealthy persons in using it.

That imported from America is considered to have cooling properties and to be especially useful in yellow fever and inflammation of the bladder. It is also given for tenderness and enlargement of the liver, and whenever the urine is high colored. It is also considered to promote the discharge of the urine. Sometimes persons who have taken liquor to excess, eat a little of it with benefit to relieve the tipsy feeling. We regard it as opposite in properties to ginger-root and cinnamon.

It is not used for incense.
You are at liberty to mention my name in connection with the statement, if you desire. ("Addenda to *Drugs and Medicines of North America*, 1885.)

As is well known, the section of country about Cincinnati, the heavily wooded Ohio Valley, was (and is yet a factor) the chief source of ginseng supply. But as the woods have been mostly cleared off and the thickets cleaned out, this plant, which never grows in beds and is always very scattering at the best, became scarcer and scarcer, until now it is nearly in a condition of extermination.

During the time the section of country in which the root was indigenous was producing large quantities of ginseng, the hills and knobs of Boone (Stringtown) county, Kentucky, were wooded, thickly underbrushed, the soil very rich, and there the ginseng grew to perfection. But things even here have changed. The great knobs are bare, the woods are gone, the ginseng has disappeared. The price the gatherers received in the time of the boyhood of the writer of this paper was 50 cents per pound, even as

low as 25 cents per pound, but now the prices range from \$4.00 to \$4.50 per pound. Only from the almost inaccessible mountain lands of West Virginia, Eastern Kentucky and Northern Tennessee (largely timbered dry) can we expect to get the vanishing supply of ginseng for the future, a supply that in 1880 amounted to 80,000 pounds from this one city of Cincinnati.

And now, after these preliminary remarks, we reach the subject of this article. In a recent visit to Boone county (Stringtown), the old time land of the author, he was asked if it would be of interest to visit a ginseng garden. Of course the writer was concerned immediately, and took the first opportunity to do so. This garden belongs to Mr. S. Long, of Union Boone Co., Ky. It is situated in the shade on the side of a hill, is fenced in by a tall paling fence with narrow cracks between the palings. About ten feet in height it is covered with three-inch slats, between which about 34-inch space is left for the light, and in very hot weather in the summer the top is covered loosely with brush. We thus briefly describe the surroundings of the garden. Inside it bears the appearance of any vegetable garden under proper conditions, where the stock seems to be thrifty and in its native element, and as I found Mr. Long very willing to impart information concerning the same, I hereby relate, in his own words as he gave it, his experience with this ginseng garden:

"I secured first about 300 plants from the woods where ginseng naturally grows in this section of the country. These plants were taken up with great care, plenty of dirt being left on their roots. They were carried in the cool of the day from their native location to the garden I had prepared. The earth was such as I would have used for the purpose of raising onions, a rich loamy soil. These plants were set about 6 inches apart, the rows being about 6 inches from each other. I did not notice in any instance that the transplanting disturbed the early plants in the least. From the 300 plants I collected the first year about 3,000 seed. That fall when the roots had ripened I collected from each about 600 more plants, which I planted in the same manner as I had done the 300 plants, making a total of 900 roots. The following spring out of the 900 roots, 800 came up making a good crop of seed. This I will add that most of the plants set out in the fall there was a greater portion lost than of the plants that were set out in the growing season. The seeds that ripened in July, if planted at once, will come up the next spring; those that ripened later do not come up until the second spring. I cannot give the proportion of loss in sprouting. The first year's plant is a little three-leaved spindle, and the growth is very slow. As is well known, the scars left by cast-off stalks give the age of the root. I have plants in my garden that are at least twenty years of age. I am cultivating ginseng both for the root and the seed, the seed at this time being very costly, although the root only has any commercial value except for planting. I am enlarging my gardens as rapidly as possible and use all the seed that is produced, at the present having none to distribute.

It will be seen from the above that Mr. Long supplies from his own experience in a ginseng section of the country just the data to serve persons concerned in drug cultivation. The fact that he did not go to the woods for natural dirt seems in my mind to be of great interest, for it is certain that in any section of the country a slat garden after the manner of Mr. Long's garden can be easily put up, and it is also easy to obtain mature plants from gatherers by paying them an additional price therefor. As the writer of this paper predicted years ago, either cultivation must be given such plants as Ginseng and Hydrastis, or they must within a moderate period become extinct.

ACONITE may be estimated in preparations of aconite, according to M. Ecalle (*L'Union Pharmaceutique*), by precipitating the alkaloid with silicotungstic acid, as in Bertrand's method.

SOUNDAKE, or African cinchona is the subject of a report by M. le Dr. Heckel (*Bulletin de pharmacie de Lyon*). The bark of soundake, which is unfortunately rather rare, is said to possess remarkable curative properties for affections of the stomach, and seems to be an excellent tonic.

THE MEDICINAL PLANTS OF THE PHILIPPINE ARCHIPELAGO.

A REVIEW BY CLEMENT B. LOWE.

Through advanced sheets furnished by the courtesy of the publishers, Messrs. P. Blakiston's Son & Co. of Philadelphia, I am enabled to call your attention to a work with the above title that is just about to be issued.

The work was originally published in Spain in Madrid in 1892, and was from the pen of Dr. T. H. Pardo De Tavera, a distinguished physician of Paris, originally a native of the island of Luzon. The book contains the results of two years' investigations of the plants of the Philippines by Dr. Tavera under commission of the Spanish government. Unfortunately the specimens gathered by Dr. Tavera of which it was designed to make further investigations and definite chemical analyses in Paris, were spoiled in transit through imperfect packing; consequently the constituents of many of the plants are only imperfectly ascertained.

The work has been translated into English by Capt. Jerome B. Thomas, Assist't Surgeon U. S. V., stationed in Manila. The book in size is a demy octavo of about 275 pages. The plants treated are arranged according to their natural orders, the polypetalous dicotyledons being considered first, then the gamopetalous dicotyledons, and finally the monocotyledons. The work has a very full index which contains all the native names of the plants. It also contains a full therapeutical index which gives the diseases for which the plants are used in the islands. The book, of which Surgeon General Sternberg has ordered 500 copies for use of the army, is valuable for being the only one of the kind in existence, and it will probably prove a stepping-stone to further investigations. It is hoped that it will prove an incentive to the study of the plants mentioned by the medical and pharmaceutical officers of the government now stationed in these our new possessions. To assist in this study, the botanical descriptions which are very fully given, and also the time of flowering, have been supplied by Dr. Thomas where they were wanting, and also the English names.

It might be profitable for some of the large manufacturing pharmacists to take up the study of the most used and apparently valuable of these Philippine drugs, have their constituents determined by chemical analysis and their medicinal properties determined by physiological experimentation.

Among the plants of special interest are *Tinospora crispa*, N. O. Menispermaceae, whose Tagalo name Makabuhay means literally "you may live." This plant is one of the most widely known and used in the Philippines, a kind of cure-all. A decoction is given internally in malarial fevers and dyspepsia; and externally proves a valuable stimulating wash for ulcers. The stem is the part employed.

The *Dipterocarpus turbinatus* yielding Gurjun balsam grows in Luzon, Mindanao, and other islands.

One of the pleasant remedies used is the acid juice of *Averrhoa Carambola*, which is successfully used in the treatment of bilious diarrhoea.

Samadera Indica, belonging to the Quassia Family, is used by the natives for fashioning cuts and vases in which water is allowed to stand for 6 to 12 hours, as in the quassia cups used in our country, used for stomach disorders. Gum Elemi of the Philippines is distinctly claimed to be the product of *Canarium commune*, and that in addition to its value as a tropical application it has properties similar to Copaiba. In speaking of the seeds of *Abrus Precatorius* the author alludes to the fact that in the distant past they were used by the Filipinos to weigh gold.

One of the most popular remedies is *Cassia alata*; it is used largely for herpes, the juice of the fresh leaves being applied, its activity depending upon the chrysophanic acid present. A plant which should be studied is *Entada scandens* N. O. Leguminosae. The mashed bark which probably contains saponin is used extensively as a substitute for soap in bathing, espe-

cially in bathing the hair, as it is said to render it very soft without drying it too much, as does soap. A popular shampoo preparation might be made from it. The maceration is vigorously applied by means of the bark in case of itch; the female acari is thus rubbed out of her burrow. *Acacia Farnesiana* grows everywhere, forming dense thickets in some of the provinces; it yields an abundant gum, quite similar to gum arabic, and equal to it in value. It is claimed that it will eventually supersede the latter in the Philippines.

In speaking of *Carica Papaya* it is stated that the natives use the cold infusion of the leaves to wash clothes spotted with blood, and the spots disappear rapidly by virtue of the ferment papain which digests the fibrin. The infusion is also used as a wash for sores and gangrenous ulcers.

Coffea Arabica is mentioned as constituting one of the greatest sources of agricultural wealth, and there are many ideal sites on the islands for its cultivation, so that in a short time it looks as if the United States would be independent of other nations as to its coffee supply. *Alstonia scholaris* yielding the Dita bark grows in the forests of Luzon, and is used extensively as an intermittent.

Nicotiana Tabacum grows in all parts of the islands. Among the interesting comments is the following, viz.: "The antiseptic power of tobacco is undoubted, but it is intolerable that a physician under the pretext of avoiding self-infection should enter the house of his patient and continue smoking at the bedside."

Other interesting drugs might be cited, but perhaps I have mentioned enough to induce you to examine the book for yourselves.

OXYGEN AS STANDARD FOR THE GASOMETRIC TESTS OF THE PHARMACOPOEIA.

CARL G. HINRICHS, Ph. C., St. Louis, Mo.

The pharmacopoeia contains only one gasometric process, that for the three nitrites (p. 509), but those commonly used by the chemist for peroxide and hypochlorites are much superior to the volumetric process given, and are therefore recommended for introduction in the new pharmacopoeia. The difficulty about the practical use of gasometric determinations exists mainly in the supposed necessity of the reduction of the gas volume to the standard pressure and temperature, 760 mm. and 0°C. This involves really two equally great difficulties, namely, the accurate determination of the pressure and temperature by means of a tested standard barometer and the thermometer, and the calculation of the expansion due to these causes. The vapor tension must also be carefully allowed for. These difficulties have long ago been removed by the system described in Hinrichs' General Chemistry, Lecture 49 (pp. 228-231). The essential condition aimed at in devising this method was to complete the chemical work by strictly chemical means exclusively, that is, by the sole use of the balance and gas burette, neither thermometer nor barometer being required.

The unit in this system is the milligramme molecule of hydrogen, occupying 24 cc. It is produced by the solution of one milligramme atom of magnesium (Mg equals 24). Hence each milligramme of magnesium produces one cc. of hydrogen gas under the standard condition. This hydrogen standard is for practical purposes perfectly reliable, but the conflicting determinations recently made by certain chemists make it desirable to make this work independent of hydrogen. I have therefore made careful determinations of the oxygen standard, obtained by dissolving a weighed amount of pure crystallized permanganate in peroxide of hydrogen acidified with one eighth volume of concentrated sulphuric acid. Since 2 atoms of permanganate produce 5 molecules of oxygen gas (one-half from each of the permanganate and peroxide), it follows that 316 mgr. permanganate give 5 times 24 or 120 cc. of gas under the standard condi-

tion of this system. Hence 38 cc. oxygen gas per decigramme permanganate.

The determinations made are given below. They show that the values chemically produced agree exactly with the requirements of the reduction obtained by calculation from temperature and pressure. For practical purposes it is best to refer to the cubic centimeter as the unit, by simply dividing by 38.

Comparison of Corrections for Volume Obtained by Physical and by Chemical Means.

No.	Physical.		Vol. of 1 cc Standard	Per- Gas mang.	Chemical.	
	Bar.	Temp.			Per Vol. of 1 cc Standard.	
	mm. deg	C.		dgr.	cc.	dgr.
1	744	25	1.073	2.168	88.1	40.78
2	745	24	1.066	2.282	92.55	40.35
3	745	24	1.066	2.016	81.7	40.52
4	740	24	1.074	2.144	87.5	40.81
						1.074

The result are practically identical, which is all that is required for the best practical work.

The statements of the pharmacopoeia in regard to the reduction are unfortunately faulty in regard to the change of the barometer which de facto may cause an error of three per cent. They entirely omit reference to the great influence of vapor tension. Per contra, they give the expansion due to temperature altogether too fine, namely to the millionth. This part of the pharmacopoeia of 1900 will, I doubt not, be most carefully revised by the present committee of revision.

LABORATORY NOTES.

THE ESTIMATE OF UREA BY MERCURIC NITRATE.

An important article on the quantitative estimation of urea in urine is contributed to the Journal of the American Chemical Society for September, by J. H. Long of the Northwestern University, Chicago. After reviewing the methods of estimating urea by mercuric nitrate and hypobromites and hypochlorites, and pointing out the errors that make both methods far from accurate, the author proposes to revive the Liebig method by the use of a mercuric nitrate solution of which 1 cc. shall equal 0.01 gm. urea, checked by tolerably constant factors which he has determined. This method has been worked out in this laboratory on a number of samples of pure urea mixed with ammonia, uric acid and creatinine, and applied to samples of urine, and it has proven so satisfactory that it has been definitely adopted as the routine method for urea estimations. Its adoption by pharmacists who make a feature of urinalysis is recommended on the score of ease of application, quickness of operation, and closer approximation to accuracy than the hypobromite methods, nor does it require any apparatus other than that in common use. While the estimation of urea by a measurement of the nitrogen evolved from calcium hypochlorite solution ("bleaching powder") is not so difficult, there is often difficulty in completely decomposing the urea, and other constituents of urine also evolve nitrogen with the solution.

The estimation of urea by the mercuric nitrate solution is carried out in the usual manner with an accurately standardized solution, 1 cc. of which equals 0.01 gm. urea, a paste of sodium bicarbonate being used as an outside indicator. The corrections are as follows:

Chlorides.—With urine containing the normal amount of sodium chloride 2 cc. should be subtracted from the total reading of the burette, this quantity of the reagent being required to convert the chloride of sodium present into nitrate which must be completed before the reaction with urea begins. If the chlorides are not in normal amount, discovered by the previous estimation of chlorides, the above correction must be altered accordingly, or, the chlorides may be precipitated before estimating urea by silver nitrate solution, care being taken not to use an excess.

Ammonia.—Present in urine normally about 600 milligrams to 1000 cc. Taking this as the representa-

tive amount, the factor for correction was estimated by titrating 20 cc. of solution of urea 0.2 gm. with ammonia nitrate 0.01 gm. by mercuric nitrate solution (standard); this was found to average 1.6 cc. mercuric nitrate solution.

Uric Acid.—Present in urine normally about 650 to 750 milligrams to 1000 cc. On this basis, 20 cc. of a solution containing 0.2 gm. urea and 0.005 uric acid required 0.1 cc. mercuric nitrate solution in excess.

Creatinine.—Present in urine normally about 1 to 1.6 grams to 1000 cc. On this basis, 20 cc. of creatinine solution (1 per cent) required 9.5 cc. mercuric nitrate solution, therefore 0.1 cc. creatinine equals 4.75 cc. mercuric nitrate solution.

The total value of these corrections, based on the normal amount of disturbing substances in urine, will be therefore as follows for 10 cc. urine the amount generally employed for urea nitration:

for 6 mgm. ammonia in 10 cc. urine + 10cc.
 water = ... 10 cc. Hg (NO₃)₂
 for 15 mgm. uric acid in 10 cc. urine + 10 cc.
 water = ... 0.15 cc. Hg (NO₃)₂
 for 14 mgm. creatinine in 10 cc. urine + 10 cc.
 water = ... 0.85 cc. Hg (NO₃)₂
 for normal chlorides in 10 cc. urine + 10 cc.
 water = ... 2.0 cc. Hg (NO₃)₂
 Total correction for normal urine 4.00 cc. Hg (NO₃)₂.

In estimating urea then, the urine is treated with baryta water to remove phosphates and sulphates, a portion of the filtered liquid containing 10 cc. of urine is titrated with mercuric nitrate solution; from the number of cc. used subtract 4, the remainder multiplied by 10 will give the percentage of urea in the sample. (1 cc. sol. equals 0.01 gm. urea.)

TEST FOR FORMALDEHYDE IN MILK.

A. G. Luebert (in Journal Amer. Chem. Society, September) proposes the following test for formaldehyde in milk:

Five grams of coarsely powdered potassium sulphate are placed in the bottom of a 100 cc. flask, 5 cc. of the suspected milk are distributed over the sulphate by means of a pipette, then 10 cc. sulphuric acid (sp. gr. 1.84) are carefully poured down the side of the flask. It is now allowed to stand quietly for a few minutes. If formaldehyde is present a violet coloration of the potassium sulphate appears in a few minutes, the color gradually dispersing through the liquid. If no formaldehyde is present, the liquid will at once assume a brown color, rapidly changing to black. This test is sensitive to a dilution of at least 1 part of formaldehyde in 250,000 parts of milk.

Navy Yard Laboratory,
 League Island, Pa.

FREDERICK T. GORDON,
 Pharmacist, U. S. Navy.

RHIMBA WAX.—A product called "Vegetable Wax," is furnished by the "Rhimba" tree of Madagascar. It appears in the shape of small irregularly tabulated masses, and adheres to pieces of bark, of a brownish red, coming from the tree. Most of these masses are incrustated with woody and earthy particles, which give it a very unclean appearance; others have a smooth, but dull and greyish surface, column-like, resembling many resins, which harden in the open air whilst running over the surface of the trunks of trees. "Rhimba" wax is fusible at 60° C., completely soluble in boiling alcohol, incompletely soluble in cold alcohol (20 per cent. insoluble). It contains 14 per cent. of vegetable wax. Unlike beeswax, however, it resists decolorizing agents, such as peroxide of hydrogen, hypochlorites, and even weak nitric acid. It might be used as a basis for sealing and modeling wax. The bulk of it melts below 100° C., but a simple means of separating from it the vegetable and earthy particles which stain it is required. At present the yield is only about 15 per cent. of pure product, but by means of a hydraulic press with plates heated to 90° C., the whole of the resin-wax might be obtained. The separation of the resin from the wax would next have to be undertaken. The wax fuses about 72° C., and hence might serve for candles, but the resin is too dark at present to be used in making varnish.—(Jour. Soc. Chem. Ind.)

THE CULTURE OF CINCHONA IN BRITISH INDIA AND JAVA.

An interesting communication on the culture of cinchona was submitted to the Congress International de Pharmacie by Professor Verne. The principal points are here briefly reviewed. The author has been able to study the question in the course of a scientific journey around the world. In India the principal cinchona plantations are found in British Sikkim, the plantation of Ceylon being at the present time nearly destroyed. The station of Sikkim in the vicinity of Munpoo is situated between 26° and 27° north latitude, at an altitude of 3,600 feet. The species cultivated are three in number: *Cinchona calisaya* of Weddell (*Ledgeriana* of Howard) *Cinchona succirubra* of Paron, and *Cinchona hybrida*.

The plantations annually raise from 2,000 to 5,000 plants. The simple operation of planting consists in clearing the soil and loosening it to the depth of 20 centimetres. The vegetation is burned, the ashes serving as a fertilizer. *Ledgeriana* is planted in March, in the dry season, in rows six feet apart. The shoots are obtained from seed upon fern land.

The removal of the bark is begun in the third year, and is repeated every three years during fifteen years, which seems to be the average life of the trees subject to this treatment. All is removed from the base of the trunk to the branches of reasonable size. The plantations are spread over the slope extending from the river upward to the limits of the virgin forest. On the lower levels *Ledgeriana* is cultivated, this species yielding the largest proportion of quinine and also requiring the greatest care.

A quinine factory has been established for the purpose of treating the bark of dead trees. The process followed in the extraction is that of Dubreuil slightly modified. It consists in forming a hydrochloric acid decoction of the powder obtained by grinding in a mill driven by means of a turbine. This is neutralized with soda, and shaken with petroleum from Burma. The petroleum is decanted and shaken with water acidulated with sulphuric acid. The resulting solution of quinine salt is separated by decantation and concentrated by means of heat, so that crystallization may take place upon cooling. A second crystallization yields a sulphate in fine needles, but not quite white, and containing less than 5 per cent of cinchonine.

Mungpoo produces annually 5,000 kilograms of crystallized white sulphate of quinine, and 2,000 kilograms of amorphous alkaloids. The future of this station rests upon the cultivation of *Ledgeriana*, the yield of which has been found to be as follows: Quinine, roots, 4 per cent; trunk, 4.5 per cent; branches, 2.5 per cent; the maximum yield of cinchonine is .5 per cent.

The prevalence of the plague in India prevented the author from visiting the immense plantations of *Cinchona* officialis of northern India. In Java M. Verne found a favorable field for continuing his observations.

The method employed in Java is the same that is used in the Himalayas, but seems to be carried out with greater care. The yield of alkaloid is larger. While 4 per cent is obtained in India, in Java the yield may rise as high as 9 per cent. The trunk which has the highest proportion yields as much as 14 per cent. In Java the planters also allow the trees to grow 12 years before removing the bark. *Ledgeriana* is the only species planted, and the finest bark is sold in Europe while the less desirable material is worked up on the spot. Bandoeng, the center of the district, furnishes annually 30,000 kilograms of quinine sulphate which is exported to the United States. The factory, which is of modern design, is equipped with the latest perfected apparatus. It thus appears that Java is in advance of India, both in the culture of cinchona and in the production of quinine. The author draws from the results of his voyages the following conclusions: That the plantations will in future mostly cultivate *Ledgeriana* of Moens; that the

culture of *succirubra* should be restricted, and the other species abandoned; that the removal of the bark from the trees after they have reached the age of 10 or 12 years secures the best product, and at the same time insures the preservation of the plantations; that a factory should be installed in the district in order to utilize chips and refuse bark; and, that cinchona culture is essentially an industry of the tropics.—(Translated for the Era from Nouveaux Remedes.)

PHARMACY.

SAN THOME BALSAM is the name given to an indigenous product of Portuguese West Africa, and its mercantile value is so great on the spot where it is produced that it never reaches Europe. The balm tree, which attains a height of 60 or 80 feet is generally found in the interior of the island, at an altitude of 1,100 m. The balm exudes naturally from the tree through the chinks in the bark, and in such abundance that it accumulates like crusts on the soil. The natives who are anxious to avoid any loss of the precious product, obtain it by incisions made at the bottom of the trunk. At every incision is placed a receptacle, ordinarily the half of a coconut, which sells at 400 to 500 reis (1 fr. 48 c. to 1 fr. 85c.). It is reputed to be a remedy for wounds, and is used in urinary and bronchial diseases, while the bark is renowned as a tonic.—*Jour. Soc. Chem. Ind.*

ABSORPTION OF DRUGS BY THE BLADDER.—Barbiana, according to the *Ther. Gas.* has found by experimental research that dilute solutions of various drugs, with the exception of iodine, are never absorbed by the bladder at first irrigation, but that if consecutive irrigations are made there is fairly active absorption. This he attributes to certain functional disturbances of the epithelium incident to the mechanical action of the lavage upon the vesical walls, since such absorption may take place without further alteration of this epithelium. He believes that the complete retention is in itself sufficient to produce such changes in the vesicular wall as are calculated to encourage absorption.—(*Jour. Am. Med. Assn.*)

ANAGRINE.—The alkaloid found in Anagris foetida was formerly supposed to contain cystine, having an action similar to that of strychnine. Dr. Otto Loewe (Archives internationales de Pharmacodynamie) has found that this body probably contains two alkaloids, one of which resembles lobeline and is known as anagrine.

THIOPYRINE is equivalent to antipyrine in which the oxygen has been replaced by sulphur. Its preparation is somewhat similar to that of antipyrine. It is obtained in the form of flat, odorless crystals, and is moderately soluble in cold water, and very soluble in hot water and alcohol. The crystals melt at 166 degrees.

TOBACCO ALKALOIDS.—Three new alkaloids have been found in tobacco by MM. A. Pictet and A. Rotschy (Acad. des Sciences). These bodies are present in the plant in much smaller proportions than nicotine, and are named nicotine ($C_{10}H_{12}N_2$), nicotelline ($C_{10}H_{12}N_2$), and nicotimine ($C_{10}H_{12}N_2$).

VIOFORM or iodochloroxyquinoline is proposed by Dr. Krenke (Münch. med. Wchschr.) as a substitute for iodoform. It is entirely odorless, and may be used as the dry powder or in the form of vioform gauze. It cannot be employed for injection into tuberculous joints.

CALCINOL is a name sometimes applied to the iodate of calcium, which has been proposed as an antiseptic.

GOLDEN JUBILEE CELEBRATION.

Members of the New Yorker Deutscher Apotheker Verein Observe Fiftieth Anniversary of the Pioneer Pharmaceutical Society—Record of Half Century's Triumphs.

THE New Yorker Deutscher Apotheker Verein, the pioneer pharmaceutical society of New York City, celebrated its Golden Jubilee at Terrace Garden on Tuesday night. Over five hundred members and guests assembled at the banquet board to partake of a rare feast of good things, to listen to the excellent program of music and the spirited addresses of men who have been active for the past half a century in promoting the profession of pharmacy to its present high standing in the estimation of the public, to honor these men and to celebrate the occasion of their triumphs. An elaborate program was most successfully carried out in every detail. The Committee of Arrangements had spared no effort or expense in making the celebration worthy of the occasion. The immense hall had been turned into a bower of evergreens. The balcony, extending around the great corridor, was festooned with wreaths of ivy and laurel, decked with pinks and roses, and long chains of evergreens reached from the balcony to the dome of the hall where they were woven into an emerald mass. Six tables extended the full length of the hall and every seat was taken at the opening of the festivities. Across the heads of these tables, at the stage end of the hall, was the table of honor for the oldest and most prominent members of the "Verein" and the guests of honor. At the center of this table sat the father of the society, the venerable Gustav Ramsperger, the only surviving charter member, and honorary president of the society. After serving the "Verein" in almost every official capacity in its government, having been president a number of terms, he has retired from active duty at the ripe old age of four score. Being considered the father of the organization it was natural that the greater part of the ceremonies attending the celebration of the fiftieth anniversary should center about him.

A beautiful and touching ceremony was the presentation of a handsome gold medal to Herr Ramsperger. The complimentary address of presentation was made by E. C. Goetting in the course of his remarks in response to the toast "Unser Verein, Always and Forever," proposed by Jubilee Toastmaster Dr. Gustav Pfingsten. Mr. Goetting paid a glowing tribute to the founders of the Deutscher Apotheker Verein, dwelt at some length upon the history of the society and other societies, and concluded his remarks with a direct tribute to the Honorary President, mentioning the gold medal as a token of the "Verein's" love and admiration. The actual presentation of the medal was given to Frederic Linnig, the youngest member of the society, who is 28. All of the members rose to their feet at the presentation, making a most impressive scene.

To President Charles F. Schleussner belongs the honor of presiding over the Golden Jubilee celebration. He opened the meeting with a masterly address of welcome, greeting all the guests present in behalf of his society. Other speakers of the evening were, Hon. Randolph Guggenheimer, president of the City Council, on "Our Glorious City," W. C. Anderson, president of the N. A. R. D., on "Our Sister Societies," Prof. Charles F. Chandler, honorary member, on "Pharmaceutical Education," Oscar Krause, second vice-president, on "The Ladies," Albert Plaut, of Lehn & Fink, on "Our Wholesale Brethren," and Francis B. Hays on "The Pharmaceutical Press."

Randolph Guggenheimer, representing the city, acknowledged in glowing terms the splendid services which have been rendered to the people through the accomplishments of the "Verein" in the way of pharmaceutical

education, and the attainment of a high degree of proficiency in catering to the wants of the public. He spoke in words of the warmest praise of the founders of the "D. A. V." and congratulated the present members upon their adherence to the principles of their predecessors. In no uncertain language he set forth the obligation of the public to the pharmacist and concluded with a wish for a future duplicate of the past successes of pharmaceutical organization as exemplified by the Deutscher Apotheker Verein.

Gustav Ramsperger in a graceful speech of acknowledgment of the honors paid him, expressed the greatest satisfaction at the progress made in the advancement of the profession in the past half century, and predicted a brilliant future both for the profession and the society.

"It required a far longer time than any of us anticipated to advance scientific pharmacy to its present condition," said he, "and it has been only through the energetic efforts of the members of the profession and the society for two generations that these conditions which we had in view in the first organization have been brought about."

Dr. Gustav Pfingsten made an excellent toastmaster, frequently winning rounds of applause by his remarks introducing the speakers. Dr. Pfingsten has rendered eminent service to the society in many positions, and is one of the most distinguished and oldest members.

The celebration concluded with a grand ball, the program of twenty dances with excellent music by Lederhaus, keeping the younger set until the small hours of the morning. Taken as a whole, the celebration was a glorious success, and it will be another half century before the beautiful design in red, white and blue lights "1851—D. A. V.—1901," fades from the memory of those who attended the Golden Jubilee.

The Committee of Arrangements consisted of the following members: Gustav Ramsperger, Geo. Leinecker, Prof. Coblenz, John M. Fischer, Carl Schleussner, Felix Hirschman, Henry Imhof, Dr. Gustav Pfingsten, Paul Arndt, Carl Kessler, E. C. Goetting and Max Schneider. The Ball Committee was made up as follows: Paul Arndt, chairman, John M. Fischer, Henry C. Boysen, Geo. E. Schweinfurth, Bruno R. Dausche, Henry Imhof and Geo. Kleinert.



PRESIDENT CHARLES F. SCHLEUSSNER, who has served three successive terms.



GUSTAV RAMSPERGER.
Honorary President and only surviving Charter Member.

In view of the recognized fact that the history of the New York Deutscher Apotheker Verein, and more especially its early history, is, in a large measure, the history of pharmacy in the State of New York, and not lacking in significance in its bearing upon the history of the profession from the national point of view, a short historical review of the society in connection with the celebration of its Golden Jubilee, seems a necessary accompaniment. The society, in the brilliant observance of its 50th anniversary has paid many glowing tributes to the enthusiastic and constant spirits who founded the Deutscher Apotheker Verein, and to those who have been faithful in its maintenance through half a century. All the honors rendered were due. From that preliminary meeting of thirteen German pharmacists perhaps the number is significant on the 19th and 21st of Sept., 1851, there has resulted benefits to pharmaceutical interests that have gone far toward elevating pharmacy to its proper plane as a profession. The results of their work upon pharmaceutical education, pharmaceutical legislation and closer association, not only among German druggists, but in that closer union and greater strength of all men interested in the welfare of their calling, deserve the highest praise.

The names connected with the preliminary work looking toward permanent organization are those of Messrs. Hasse, Gnadendorf, Rudolph and Walldorf. Their efforts resulted in the first meeting, which was presided over by Geo. A. Cassabeer and formed the famous "Lese-Verein" or Reading Circle, limited to scientifically educated German pharmacists. A constitution and by-laws were adopted and the organization of the "New Yorker Phar-

maceutischer Lese-Verein" was effected on Sept. 30 at a meeting held in Mr. Zschocke's place on the Bowery, with a membership of twenty-five. Meetings were held at the residences of the different members until Augustus Weissman put a room in one of his houses in Ludlow street at the disposition of the "Verein." This was made the headquarters of the society and for many years the fast increasing library and pharmacognostical collection were kept here. The growth of the city and an increased membership led to the securing of a new and more centrally located meeting room at Third avenue and Nineteenth street then at the College of Pharmacy and later in the meeting and reading room at 19 Third avenue.

The "Lese-Verein" soon realized the benefits and felt the strength of association, and in a short time plans began to be put into operation for a more extensive field of action in the general interest of the profession. Accordingly the sphere of the society was extended and its name was changed into "Deutscher Apotheker Verein." The first great and valuable service in its new character was done by the "D. V. A." in the preparation of a Manual or Formulary for the use of the members. Its purpose was to remedy the existing confusion and bring about uniformity in galenic preparations, which had theretofore been put up by pharmacists of different nationalities according to the pharmacopoeias of their respective countries or provinces, causing much annoyance and unpleasantness between pharmacist, physician and patient. The committee which prepared the Manual was composed of Messrs. Balluff, Cassabeer, Hasse, Faber, Ramsperger and Stenden. This work was later translated into English by F. Mayer. The society was en-



GEORGE A. CASSEBEER.

Who presided at first Organization meeting (Dec.).

thusiasm over the reception which the new Formulary received at the hands of physicians, and interest in its meetings was greatly stimulated. Lectures were delivered by members and friends of the "Verein," and much practical benefit was derived from the discussion of scientific subjects and business interests, and visits to chemical laboratories and factories. A great deal of emphasis began to be laid upon social features in the way of excursions, parties and an annual banquet. The annual ball was inaugurated in 1858. A museum of pharmacognosy was established about this time through the activity of Mr. Heberling and several other members. Great credit is due to the "Verein" for the creation of a Board of Examination which set a high standard for candidates for the practice of the profession, requiring proficiency in the following branches of science: Physics, Chemistry, Botany, Zoology, Mineralogy, Pharmacognosy, Practical Pharmacy and Toxicology. This board was in active existence for several years, being a splendid incentive to higher pharmaceutical education, which was in a poor condition at that time. The work of the board served to revive interest in the College of Pharmacy, which gradually absorbed its functions. The influence of the "D. A. V." upon the college has always been very marked since that time and many of the officers of the college have been held by members of the society.

The officers of the "Verein" for the first decade were: Presidents, Messrs. Cassebeer, Dung, Weismann, Ramsperger, Balluff, secretaries, Messrs. Dung, Hasse, Ramsperger, Schumann; treasurers, Messrs. Mctz, Heberling, Elmer; trustees, Buchbinder, Gnadendorf, Ehlers, Faber, Gelhaar. During the second decade: Presidents, Messrs. Balluff, Elmer, Ramsperger, Diedel, Frohwein, Reinhold; secretaries, Messrs. Schumann, Lange, Hillebrecht, Van der Emde, Ruprecht; treasurers, Messrs. Diedel, Elmer, Heberling, Ramsperger; librarians, Messrs. Ehlers and Nauman. The first loss by death among the members occurred in the year 1853, when Mr. Kruger died, and his memory was properly honored by the "Verein."

Important changes were made from time to time in the by-laws of the society. A broader provision was made for membership, allowing all pharmacy proprietors, conversant with the German language, who were of good moral character, to become members, and creating extraordinary members, interested in branches of science allied to pharmacy, and honorary members. Honorary members of the society during the first ten years of its existence were: Professor Schlossberger, Tübingen; Professor Schumann, Esslingen, and Mr. Ehrhart of Brooklyn.

One of the most consequential events in the history of the society was the union of the "Literary and Scientific Society of the German Apothecaries of the City of New York," more commonly known as the "East Side

Society," with the parent German "Verein" in the year 1873. This "East Side Society" had been formed in the year 1864 by a number of pharmacists living on the east side of the city, with the same purposes in view as the older organization. It was a live, active body, and brought about an excellent spirit of friendly rivalry that accomplished a great deal for the promotion of the interests of the profession. The feeling for German unity, brought about by the Franco-Prussian war in 1870, appeared to find an echo among the members of the two existing societies, leading to a proposal by their presidents, Dr. Mettenheimer and Mr. Theodore Louis, for their union. The two were made one under the certificate of incorporation of the younger society.

A very material service was rendered in the interests of pharmacy by the "D. V. A." in the year 1871, when an act of the Legislature was passed, creating a well paid examining board, which extorted large fees from each pharmacist under a pretence of examination not having any regard to the matter of whether he had a diploma and proofs of proficiency or not. There had not been up to this time any adequate legislation for the practice of pharmacy. What laws had been passed were of no effect, and the more progressive members of the profession felt sorely the need of proper laws for the welfare of the apothecary. It was at this juncture that the Legislature passed the law, which had for its purpose no other result than the robbing of the pharmacist and the bringing of the profession under the influence of politicians. There was a strong feeling of indignation among the pharmacists of the city, but many of them submitted because they lacked confidence in the power of themselves and their fellow-pharmacists to successfully resist the outrageous law. A general meeting of the pharmacists of the city was finally called, at which the Deutscher Apotheker Verein was largely represented. An Apothecaries Union was organized for the purpose of collecting funds and making a determined fight for the repeal of the law and the substitution of one which would operate for the good of the profession. Two members of the "D. A. V." were given important and responsible positions. Mr. Hoffman was appointed to draft a new law and Mr. Ramsperger was elected treasurer and collector of funds. To the energy and untiring zeal of these men, and of Augustus Weismann, then State Senator, D. C. Robbins, Paul Balluff, M. L. M. Peixotto and others, who, as delegates of the combined societies, made a most determined fight before the Committee of the Legislature against the Board of Pharmacy of 1871, is due the gratitude of all pharmacists for the repeal of the law and the substitution of a new measure of a far better character.

In the first Board of Pharmacy created by the new law the "D. V. A." was represented by three members, Messrs. Neergaard, Balluff and Frohwein.



THEODORE LOUIS.

President United German Societies, 1873 (deceased).



VICTOR KOSTKA.

Five times President of the "Verein" (deceased).

The first president of the United German societies of 1873 was Theodore Louis. A work most creditable to the "Verein" in the early life in its new character was done by its scientific committee in publishing a comparative list of the preparations of the United States pharmacopoeia, with those of the German pharmacopoeia, showing to physicians and pharmacists the great difference in some of them. Much of the credit for this work is due to Dr. A. Tsheppe.

In 1875 Mr. Ramsperger succeeded Mr. Balluff as a member of the Board of Pharmacy, and the latter gentleman was elected president of the society, holding the office for three successive terms. The "Silver Jubilee" fell due in October, 1876, and was celebrated with due solemnity. Secretary Ruprecht had compiled a history of the society which was read at the celebration. There were seven of the founders living at that time, G. A. Cassaber, Herman Metz, William Ehlers, G. Heberling, F. Mann, Gustav Ramsperger and Augustus Wisemann, of whom but one now survives, Gustav Ramsperger. Shortly after the celebration of the silver jubilee, the society was saddened by the loss of its president, Mr. Reinold. Two years later, a law was enacted, through the efforts of the "D. A. V.," exempting pharmacists from jury duty. In 1879, the New York State Pharmaceutical Society was organized, and a number of members of the "Verein" joined. During the presidency of Dr. Tsheppe in 1883, the society was instrumental in having published the New York and Brooklyn Formulary, containing formulae for the so-called "elegant" preparations. The purposes of the formulary was to obtain uniformity in such preparations. The cooperation of the College of Pharmacy and the Kings County Society was enlisted and the committee worked with earnest zeal and unparalleled enthusiasm under the able direction of the late Dr. Charles Rice, the result giving the greatest satisfaction. The "D. A. V." was represented on this committee by Messrs. Bendiner, Balser, Götting, Louis, Meumann, Püngsten, Ramsperger, Dr. Rice, Schleussner, Schmid and Dr. Tsheppe. The enthusiasm with which the work was received and the wide spread endorsement of it prompted the committee, in order to give it a national character, to offer it to the American Pharmaceutical Association, of which many of the society were members, for revision and extension. The offer was readily accepted and the result was the National Formulary. Dr. Rice was elected to honorary membership in 1885 in appreciation of his great services as a member of the formulary committee. It was a short time after this that the society sustained severe losses in the deaths of Mr. Ruprecht, for over fifteen years recording secretary, and Dr. Menninger, one of the officers of the College and a member of the Board of examiners. It was about this time that several members of the society were put to great expense in defending blackmail suits brought against them. This serious

question was brought to the attention of the society and action was promptly taken, leading to the appointment of a protective law committee, the duties of which were to investigate the circumstances of suits brought against members and provide for their defense wherever such a course was justified, at the expense of the society. The firm of Kudlich & Fink was retained to handle all litigation for the society, so that the expense of defending blackmail suits was reduced to the minimum, again demonstrating the value of association.

Mr. Paul Balluff several times president of the society, and for many years active in promoting its every interest, died in January, 1890. Mr. Louis resigned the office of treasurer after fourteen years of efficient service. Mr. Götting was the next president of the "Verein," and Mr. Louis was succeeded by Mr. O. P. Amend. The presidents during this forth decade were: Messrs. Püngsten, Lehlbach, Dr. Tsheppe, E. C. Götting, and a second term by Dr. G. Püngsten. In the year 1891, Victor Kostka was elected to the executive chair, and gave the society an administration characterized by vigor and the introduction of new methods in the arrangement of the meetings of the society. The next five years were full of important events. A mutual life insurance fund was created; unions were formed among the members for mutual benefit in educational lines, and weekly botanical excursions were inaugurated, and factories and other institutions were visited. The society has recently devoted a great deal of attention to pharmaceutical legislation, and it is the intention of the present administration to continue the vigorous policy in this direction. The examination by the scientific committee of the "Verein" of drugs or preparations suspected of being impure or adulterated has proved a most valuable department of the society's work. Essays have been presented and lectures have been read in most of the monthly meetings, covering a great variety of subjects in connection with the profession of pharmacy. Some of the most instructive of these papers were by Messrs. Drobeg, Faber, Hoffman, Kostka, Müller, Dr. Püngsten, Ramsperger, Roller, Dr. Tsheppe, and Wortmann.

One of the most pleasant and memorable events in the recent history of the society was the celebration of the twenty-fifth anniversary of the membership of Dr. Gustav Püngsten, when, in recognition of his valuable services, he was presented with a handsome silver set with appropriate ceremonies. In 1895 Mr. Ramsperger succeeded Victor Kostka as president, the latter declining a renomination after four years of service in this capacity. In 1896 Mr. Ramsperger retired from active official duty and Mr. Kostka was again prevailed upon to accept the executive office. Mr. Ramsperger was elected honorary president and was presented with a beautiful testimonial in token of the appreciation of his eminent services in various official capacities since the founding of the Deutscher Apotheker Verein. At the end of the year 1896 the society had in the treasury



DR. PAUL BALLUFF.

Former President and for many years librarian.



DR. GUSTAV FEINGSTEN.
Toastmaster.

\$2,788.88. The same members were continued in office in 1897, and the society took a deep interest in pharmaceutical legislation, celebrating with great satisfaction the passage of the "Brush Bill." Members most active in this work were Messrs. Muir and Brundage. The papers on scientific and practical business interests were continued, among the prominent contributors being Dr. Eccles, Dr. Pfingsten, Dr. Klippert and Dr. Hubner. The society suffered this year by the loss of President Kostka, who died on July 7. In 1898, Sidney Faber was chosen to represent the society on the Board of Pharmacy, and still continues in the office, being one of the most active men in the State in the efficient discharge of his duties. Charles F. Schleussner was elected president in January of this year, and has held the office since that time. The membership at the end of the year was 270 and the society had a balance of \$3,063.98.

The society was represented in the N. A. R. D. convention in St. Louis in 1899 by two delegates and took an active interest in the affairs of the National association until its withdrawal in the following year. The "Verrein" has, however, since that time, continued to work in harmony with the plans of the N. A. R. D.

Professor Chandler was elected an honorary member in February, 1900, at which time the society roll was at its maximum, having 309 members. The present officers are: President, Chas. F. Schleussner; first vice-president, Carl Schur; second vice-president, Oscar Krause; recording secretary, Dr. Carl Klippert; corresponding secretary, Sidney Faber; treasurer, Felix Hirseman; superintendent of archives, George Lehecker; librarian, Geo. Stolzenberger; trustees, Carl Schur, Henry Tuhof, Carl Kessler; chairman of scientific committee, Geo. Diekmann; of business affairs, Geo. Kleinman; entertainment, Paul Arndt; legislation, Carl Schur.

ALCOHOL V. COAL IN GERMANY.—According to a German technical publication, alcohol cannot be profitably used for making steam. It is stated that one kilo. of coal, costing 2½ pfennigs, produces from 7,000 to 8,000 calories, while one kilo. of alcohol, valued at 22 pfennigs, produces only 6,000 calories. In spite of the number of good alcohol lamps on the market, alcohol is only used where a very strong light is necessary without reference to economy. Only in one instance is alcohol preferable to coal or benzine, and that is in motors run on the explosion principle. Alcohol leaves no residue in the motor and from 23 to 24 per cent. of its heating power is utilized, while steam utilizes only 13 per cent. and benzine, petroleum, and gas from 14 to 18 per cent. As the number of minor establishments requiring relatively small power is constantly growing, alcohol motors are in demand. The automobile industry has lately given preference to alcohol motors, especially in the construction of freight automobiles. The price, in Germany, of alcohol for motor purposes is at present \$4.80 for 110 quarts.

SOMETHING ABOUT THE SOCIAL SIDE.

BY GEORGE L. KELLEY.

In any business, unfailing pleasantness, tact, and courtesy bring their own reward. Especially is this true in the drug business, where so much trade is dependent on personality. To meet people pleasantly, to treat them courteously, and to handle them with tact does as much toward drawing and holding trade as any feature of the conduct of a drug store.

The foregoing may be regarded as generally true. In different places, however, its truth will be more clearly evident than in others. Transient trade, while in some measure influenced by such considerations as these, is not so much affected as are local and family trade, and it is in these last that the handling of the individual counts for so much. Each family has its favorite druggist, just as it has its favorite grocer or doctor. It follows that, other things granted, the pharmacist is most successful who enjoys the most extended popularity. This fact realized, the problem becomes how to acquire an acquaintance and popularity that is at once extended, desirable, and profitable.

To lay down hard and fast rules for this is an absolute impossibility, and it will not be attempted in this paper. At most, we can give only a few general suggestions which must be adapted to fit one's own peculiar circumstances.

The largest share of family trade goes to him who can get the closest to the greatest number of people in his vicinity. Acquaintances made in the store can be developed, but there are many people not approachable in this way. Some of your neighbors do not enter your store at all, and others come, but maintain such reserve that you cannot feel acquainted. And here lies the value of membership in social organizations. In the club or society there exists among the members a bond of friendship that cannot but be helpful to those included within its range of influence. The members meet on such a familiar footing that there necessarily arise acquaintances and friendships otherwise impossible. As a means of extending acquaintances the club is undoubtedly of great value.

Whatever a man's position, his interests behoove him to mingle as best he can with those on whose patronage he is dependent. The clubs and societies of his patrons act as an open door to their regard. There he can meet the fathers, sons, and brothers of families whose trade is to supply his profits. There, if he have a social temperament, he can quickly secure direct results. There he can show geniality and courtesy and reap the personal esteem of many whom, otherwise, he might not have met at all. All of this is sure to be a help in the upbuilding of a business. Indeed, so clearly is it one of the pathways to success that no live pharmacist will fail to follow it.

The writer, owing to certain personal considerations, is not so largely a member of these organizations as he could wish. But observation has so clearly demonstrated to him the advantages that have been gained through just such membership of employers and clerks that he has no hesitation in advising every pharmacist to become an active member in at least one of the most influential clubs or societies in his vicinity.—Western Druggist.

TILIADINE is a new compound obtained from the bark of the linden tree, which has also been found to contain vanillin. Tiliadine has been given the formula $C_{20}H_{20}O_2$, and is related to the vegetable cholesterines, but unlike these bodies it does not possess the character of an alcohol.

PETROSULFOL is a new bituminous preparation employed in the treatment of affections of the skin. This product resembles ichthyol, and is used in the form of an ointment and in aqueous solutions. It mixes readily with ethereal solutions.

QUESTION BOX.

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of the Era. Copies of these may be obtained at ten cents each.

Printing Press Rollers.

(F. P. D. & Co.) We have no practical experience with the following formulas for the manufacture of printing press rollers. They have been recommended, however, and they are given for what they are worth:

(1.) To eight pounds of transparent glue add as much water as will just cover it, and occasionally stir it during seven or eight hours. After standing twenty-four hours, and all of the water is absorbed, submit it to the action of heat or a water-bath until the glue is all dissolved. Remove from the fire as soon as froth is seen to rise, and mix with it seven pounds of molasses previously made tolerably hot. Stir the composition well together while heating, but do not allow to boil. After being thus exposed to the heat for half an hour and frequently well stirred, it should be withdrawn from over the fire and allowed to cool a short time, previous to pouring it into a cylindrical mould made of tin, tinned sheet iron or copper, having a wooden cylinder previously supported in its centre by means of its end pivots or gudgeons. After remaining in the tubs at least eight or ten hours in winter and a longer time in summer the roller is to be taken out of the mold by means of a cord fastened to one of the gudgeons, and passed over a stone pulley fixed to the ceiling. Old rollers are recast in the same manner, first taking care to wash them with a strong alkaline lye and adding a small quantity of water and molasses. The best mode, however, of making use of the old composition is by mixing it with a fresh batch made of two pounds of glue and four pounds of molasses.

(2.) The Scientific American Cyclopaedia of Receipts gives the following formula for the "mysterious black composition, so durable and elastic, and known to but few persons until recently:"

Best glue.....	10½ pounds
Black molasses or honey.....	2½ gallons
India rubber, dissolved in oil of turpentine.....	1 pound
Venice turpentine.....	2 pounds
Glycerin.....	12 ounces
Vinegar.....	4 ounces

Purified India rubber only is used. To recast, add 20 per cent of new material.

(3.) Take an equal quantity of good glue and concentrated glycerin; soften the former by soaking it in cold water, then melt it over a water bath, gradually adding the glycerin. Continue the heat until the excess of water has been driven off, meantime constantly stirring. Cast in brass or bronze moulds, well oiled.

(4.) Strong medium weather rollers:

Cooper's best glue.....	8½ pounds
Extra syrup.....	2 gallons
Glycerine.....	1 pint
Venice turpentine.....	2 ounces

Steep the glue in rain water until pliant. Drain it well. Then melt it over a moderate fire, but do not "cook" it. This step in the process takes from 15 to 25 minutes, when the syrup is added, the mixture boiled for three-quarters of an hour, stirred occasionally and the impurities arising to the surface skimmed off. Add the glycerine and Venice turpentine a few minutes before removing from the fire, and pour into the moulds slowly. Slightly reduce or increase the glue as the weather becomes colder or warmer.

Syrup of Hypophosphites.

(A. H. E.) We cannot give the formula for the proprietary preparation. A formula for compound syrup of hypophosphites was published in the Era of July 25, 1901, page 96. Here are two others:

Calcium hypophosphite.....	352 grains
Sodium hypophosphite.....	176 grains
Potassium hypophosphite.....	176 grains
Manganese hypophosphite.....	22 grains
Iron hypophosphite.....	22 grains
Potassium citrate.....	50 grains
Quinine hydrochloride.....	12 grains
Citric acid.....	25 grains
Strychnine sulphate.....	3¾ grains
Sugar.....	3½ pounds
Iron pyrophosphate.....	40 grains
Water, to make.....	4 pints

Into a wide-mouthed, half-gallon bottle introduce the calcium, sodium, and potassium hypophosphites and the quinine salt, sugar, and some water. Dissolve with the aid of heat, the iron and manganese hypophosphites, the potassium citrate, and the citric acid, in about 2 fluid ounces of water, and pour into the bottle, together with the solution of the strychnine sulphate (best made in a test tube). Now add enough water to make one-half gallon; tie over the bottle well with parchment paper and shake frequently to dissolve the salts and sugar; then strain if necessary. This still perfectly clear syrup is now superstratified (preferably in the same wide-mouthed bottle) with the concentrated aqueous solution of the iron pyrophosphate, and set aside for 12 hours.

Calcium hypophosphite.....	180 grains
Sodium hypophosphite.....	90 grains
Potassium hypophosphite.....	30 grains
Iron phosphate (U. S. P.).....	15 grains
Manganese hypophosphite.....	15 grains
Quinine sulphate.....	5 grains
Strychnine sulphate.....	1 grain
Water.....	3 fl. ounces

Heat together all the ingredients until dissolved, and add to

Boiling syrup.....	1 pint
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Boil for about half a minute with constant stirring, and then set aside and finally strain.

Tar Cough Syrup.

(F. M. G.) Try one of the following; all contain tar in some form or other:

Wine of tar (N. F.).....	4 fl. ounces
Syrup, enough to make.....	16 fl. ounces

This syrup contains about the same proportion of tar as that given in the formula for syrup of tar in the U. S. Pharmacopoeia.

Fluid extract horchound.....	6 fl. ounces
Syrup of wild cherry.....	18 fl. ounces
Syrup of tar.....	36 fl. ounces

An excellent formula for "syrup of tar and wild cherry" is the following from the Era Formulary:

Tar.....	6 parts
Wild cherry in No. 20 powder.....	12 parts
Sugar.....	60 parts
Glycerine.....	10 parts
Boiling water.....	60 parts
Cold water, a sufficient quantity.	

Upon the tar contained in a suitable vessel pour 12 parts of cold water and stir the mixture frequently during 24 hours; then pour off the water and throw it away. Pour the boiling water upon the residue and stir briskly for 15 minutes, then set aside for 36 hours, stirring occasionally. Decant the clear solution and with it thoroughly moisten the wild cherry. Macerate for twenty-four hours in a closed vessel, then pack it firmly in a cylindrical glass percolator, and gradually pour upon it first the solution of tar and then water until 30 parts of percolate are obtained. Dissolve the sugar in the percolate by agitation without heat, add the glycerin and strain.

Calcium Sulphide Skin Lotion.

(X. Y. Z.) We know of no practical formula of this character. Calcium sulphide in aqueous mixtures is gradually decomposed by water into calcium hydroxide and hydrosulphide.

NEWS DEPARTMENT.

AFTERMATH OF A. PH. A. CONVENTION.

Thos. P. Cook, of the N. Y. Quinine & Chemical Works, who was a member of the Exhibition Committee of the A. Ph. A. Convention returned from St. Louis September 26 full of enthusiasm at the result of the 49th meeting and the success of the exhibition feature.

"For the first time," said he, "the exhibition was made a part of the convention and a session was given to its examination and the hearing of instructive explanations of their displays by the exhibitors. I should say one of the most interesting things in the meeting consisted of the commercial section of the exhibition by retail druggists. Many of the more modern methods of handling prescription work as well as transient trade were explained and many simple yet ingenious devices were shown for conducting some rather difficult matters that come up in connection with a prescription department. The exhibition will be made a permanent feature of A. Ph. A. meetings.

The most liberal provisions were made by the people for the entertainment and amusement of visitors, sparing neither trouble nor expense, and the perfect weather conditions allowing the carrying out of the program in every detail. Much credit is due to the business men's committee, who arranged for the entertainment of the visiting members at the Union Club on Saturday Evening. It was a splendid entertainment lacking in no detail. In the matter of attendance and in every other respect, the meeting was a brilliant success."

Among the most interesting and attractive exhibits were those of the Smith, Kline & French Co., of Philadelphia, Sharp & Dohme of Baltimore, the Mallinckrodt Chemical Works and The New York Quinine & Chemical Works. The display of the Smith, Kline & French Co. was one of an entirely ethical character showing a collection of adulterated drugs, which have been found in the regular course of the work of the analytical department of this house. This feature was supplemented with an exhibit of rare gums. The display of Sharp & Dohme was taken from the analytical department, representing the crude drug and its equivalent in its one or more derivatives. The processes and results were admirably illustrated, showing work in each department of the laboratory. The exhibit of the Mallinckrodt Chemical Company consisted in a beautiful display of morphine. Large blocks weighing about three pounds, were arranged in front of a large plate glass mirror above which was a large sign made of small morphine vials, reading "M. C. W.". This display of morphine together with that of the New York Quinine & Chemical Works, making almost a hundred pounds of the powerful drug, made an exhibit that attracted more attention than any other in the exhibition.

One of the most pleasant occasions in connection with the meeting of the A. Ph. A., was the dinner given at the Southern Hotel in honor of Prof. A. B. Stevens, of the University of Michigan, by a number of graduates from the School of Pharmacy, of the University. Those present were: A. B. Stevens, '75; E. M. Houghton, '93; Clarence G. Stone, '77; L. G. Blakeslee, '81; J. H. Beal, '82; Wm. Hauenstein, '83; Dr. A. B. Lyons, '68; H. M. Gordin, '98; J. W. T. Knox, '95; O. S. Ladman, '83; Harry Albers, '00; R. B. Carssow, '92; W. K. Ihlhardt, '90; Theo. H. Wurmb, '81; Otto P. Meyer, '90; J. E. Ferris, '00; Lyman F. Kobler, '90; Theo. F. Meyer, '78; Richard Fischer, '92.

The able representation of the retail dealers through President W. C. Anderson, of the N. A. R. D. and the splendid reception which he received together with the assurances of co-operation from the A. Ph. A. were the

most significant events of the meeting. President Anderson's address, which was so favorably commented upon at the time was as follows:

Mr. President and Members of the A. Ph. A.:

The honor of representing the N. A. R. D. before this body would be a pleasure at any time or in any place, but the same is increased on this occasion, when I recall the fact that it is within a few days of the anniversary of the organization of the N. A. R. D. in this city.

The scene I look upon, is not unlike the one it was my privilege to witness on the seventeenth of October, 1886, when representative pharmacists from every section of the country met here and with a determination to use every honest endeavor for pharmacy and the pharmacist and launched the N. A. R. D. upon its mission.

The same interest in the welfare of our profession that is demonstrated by this great gathering of the members of this old and honorable association, was manifest at the formation of the organization. I have the honor to represent. Nearly fifty years of active service and continued success prove conclusively the great importance and value of your association. The respect shown for it at all times, and the anxiety with which pharmacists look for a record of its deliberations, indicate the effect it has had, and the high position it occupies in the pharmaceutical world.

The difficult problem with which the N. A. R. D. has attempted to cope, and the short time it has had for active work, makes it in a position where it can only hope to attain the marked success of your association; but its activity, the justice of its cause, and possibilities of success have appealed so strongly to the retail drug trade, that after the existence of less than three years, I am able at this time to extend to you through it, the fraternal greetings of more than 250 affiliated associations representing nearly 30,000 retail druggists of this country. We congratulate you upon the long and prosperous history of your organization.

We congratulate the pharmacists of this country upon the fact that they have had, and still have at their disposal in every movement for the improvement of the science and art of pharmacy, the services of the powerful and influential A. Ph. A. We congratulate ourselves that we have had such a good example of the value of organization and power of consistent and concerted action, and that the day of the service of the small of the leading pharmaceutical organization in the land.

The A. Ph. A. was one of the first to extend greetings to the N. A. R. D., and the cordial relations engendered thereby, should be strengthened at each annual meeting.

The objects of our organizations while they differ in some respects, lead to one conclusion, the betterment of pharmacy. The conduct of the retail drug business to-day, is such that scientific and commercial pharmacy are inseparable. One depends to a great extent upon the other, for pursuing a purely scientific course without any attention to commercial interests, will as a rule result as unsatisfactorily as maintaining a commercial course without proper regard for scientific requirements. The tendency to low commercial tactics is reduced by high scientific attainments, while advantageous commercial conditions stimulate scientific advancement.

The necessity for and value of both the A. Ph. A. and the N. A. R. D. are, therefore, apparent and I am enthused with the bright prospects for pharmacy, when I look into the interested faces of the pioneers of pharmaceutical organization and picture the N. A. R. D. looking up to the A. Ph. A. and the older organization in turn, leaning toward and securing support from the younger, each following the course designated by their principles with renewed earnestness and vigor, until drawn closer and closer together with scientific pharmacy elevated to the high standing desired, commercial pharmacy strengthened and each retailer's position made firm, they stand shoulder to shoulder forming a firm foundation for the support of that magnificent structure AMERICAN PHARMACY.

The pharmaceutical products and specialties of the Empire State Drug Co. are sold by over 1,600 up-to-date druggists who own stock in this company. By patronizing it, the druggist not only secures goods which are readily salable and at a good profit, but the money he pays for the goods eventually comes right back to him in the form of dividends. Those who are interested in a proposition of this sort, should write to the Company for full particulars. It is a new, untried concern, but has been established long enough to demonstrate not only its usefulness but its popularity. See the advertisement in this issue.

POLICY OF THE N. A. R. D. CONVENTION.

Prof. Wm. C. Anderson, of Brooklyn, President of the National Association of Retail Druggists, in outlining the plans of the coming Convention at Buffalo and discussing the probable policy to be pursued upon that important occasion said:

"The splendid disposition of the American Pharmaceutical Association toward the retail trade, represented by the N. A. R. D., as indicated in the St. Louis meeting, is a source of great encouragement to me. It is my sincere hope that we receive the same recognition from the N. W. D. A. Convention to be held at Old Point Comfort. If we do there is no reason to doubt that some relief is in sight, for with these three associations behind the Worcester plan, I cannot but see the attainment of the best results for which we have been laboring. I do not think that the jobbers will insist upon the continuance of the tri-partite agreement. Any attempt upon their part to do so would be an indication that they are not acting in good faith with the retail trade. I desire to say that in the Buffalo Convention, there will be no mingling of matters. The whole situation will be brought out into the full light and we will deal with it in a practical, business-like manner without regard to feeling. There has already been too much delicacy and sentiment. We wish to deal with matters in the open, to say what we know and think and then act upon it. This will be the policy of the convention."

President Anderson is delighted with the proposition to have the N. A. R. D. Convention meet in Philadelphia next year with the A. Ph. A. and the N. A. R. D. will probably decide to hold its next convention in that city during the A. Ph. A. jubilee celebration.

N. A. R. D. CONVENTION POINTERS.

Secretary Wooten, of the National Association of Retail Druggists has sent out blank credentials to the secretaries of affiliated associations. It will be necessary for the delegates to be provided with these credentials and any secretary who has not received them should communicate with Secretary Wooten at once at No. 153 La Salle street, Chicago. Bulletin No. 10 has been issued and distributed. Secretaries who have not received a supply and want the bulletin should notify the secretary stating the number of bulletins desired. Associations which are unable to send delegates to the Buffalo Convention may secure representation by placing credentials in the hands of a member of an affiliated asso-

ciation not farther distant than fifty miles and in the same State. A ruling has been made that no association, which is delinquent in dues, shall be allowed a seat in the Convention.

The Buffalo headquarters will be at the Buckingham Hotel, one and a half blocks from the Convention Hall. The accommodations are first class in quality and the rates are \$1.00 and \$1.50 a day, meals being served at reasonable rates in addition. H. J. Dimond, No. 339 Connecticut street, is the chairman of the local entertainment committee, and will assist members in the selection of quarters in private houses in the vicinity at reasonable rates. No special railroad rates have been secured, the Exposition rates being as low as an excursion rate.

DRUGGISTS OF THE ISLANDS.

Little has been written or said of the extent or conditions of the drug trade in the insular possessions of the United States, despite of the fact that this is one of the most important fields open to pharmacy. A great deal of useful information has recently been sent from Puerto Rico and the Philippine Islands, as well as from Cuba, to the editors in charge of the work of compiling the Era Druggists Directory, which will be issued in a short time.

The correspondent at San Juan, Puerto Rico, writes that there are one hundred and twenty-eight pharmacists in the Island, the population of which is 1,000,000. He has sent a complete list of these calling attention to the fact there is but one American druggist on the Island, R. H. Patron, of San Juan. He is one of the importers, of whom there are very few, being confined for the most part to the ports of San Juan, where there are six, Ponce, which has five and Mayaguez, the largest importer, where there are nine houses worthy of note. Business is not considered to be on a very sound footing. Few of the dealers have money and the American business methods have not yet gained a secure hold.

The drug trade in the far eastern islands is in its infancy and there is an immense field open for the retail trade. In the city of Manila, with over a half a million of population, there are but twenty-one stores and among these there is but one American name, that of A. S. Watson & Co., Cebu, the second city of the islands and Iloilo, which is almost as large, each have but five stores. The directory will contain a complete list of all the dealers in the insular possessions, as well as in Cuba.

NEW YORK AND VICINITY.**PETITION TO HAVE DRUGGIST COMERFORD DECLARED A BANKRUPT.**

James F. Comerford, No. 921 Columbus avenue, one of the most prominent druggists in Manhattan has become involved in financial difficulties, according to a petition filed in the United States District Court by Schiefelin & Co., asking that he be declared an involuntary bankrupt. The petition states that goods were sold and delivered to the druggist between January 1, 1901 and May 9, 1901 to the total amount of \$864.99 of which but \$96.24 has been paid, leaving \$588.64 still due with interest added from June 15, 1901. No security was given for the debt, but Schiefelin & Co. hold a judgment, recovered in the city court on June 18, for \$529.07 with interest and costs added. The allegation is made that Comerford is insolvent and the petition is based upon the claim that he committed an act of bankruptcy by transferring the title to the stock and fixtures in the Columbus avenue store to Gertrude T. Cockerill, his sister, with the intention to prefer her over other creditors. Comerford is one of the leading members of the Manhattan Pharmaceutical Association and is prominent in drug circles.

A petition in involuntary bankruptcy has also been filed against druggist Alfred Beley, who recently sold his place of business at No. 918 Sixth avenue to S. V. B. Swann. The leading claimants are Alfred and Joseph

Plaut, composing the house of Lehn & Pink. The amount of their claims is \$686. It is alleged that he paid out of the proceeds of the sale to Mr. Swann, \$900 to H. J. Kelly, of Belmar, N. Y., and \$500 to Mr. Heller with intent to prefer them to other creditors. Mr. Beley has been in the drug business for many years. He bought the Sixth avenue store three years ago.

GOOD PROSPECTS IN KANSAS.

Chas. E. Potts, of the C. E. Potts Drug Co., wholesale dealers at Wichita, Kan., was in the city the past week. Mr. Potts is one of the most widely known drug dealers in the West. Speaking of the crop and business conditions in his section of the country he said:

"I find a more or less false impression existing in the east as to conditions in the middle west. The report that our crops have been blighted appears to have gained credence, of course some sections have suffered in a measure, but crops in general are good. This means that business will be good. As for the drug business, it never looked better. All branches of the trade are in a healthy condition with good immediate prospects. It would be difficult for me to give you an idea of the growth of the drug trade in the State in the past few years. It has gone ahead with a rush unsurpassed by any other line of business. The succession of good crops during this time has brought relief and prosperity that account for the growth in all lines of business."

HOWARD E. WOOTEN.

The new business opened by Howard E. Wooten, at No. 155 Duane street has been the subject of numerous inquiries and a great deal of gossip in the business community. Mr. Wooten says that he opened his place of business about three months ago and that the extent of his dealing in drugs is limited to buying at auction, mostly of alum and carbolic acid. He admitted, however, that he had been in communication with a number of out-of-town drug houses with a view to ordering. He made the statement that he had secured a discount from one of these concerns when it is known that the quotations given him were 25 per cent above the list price. Wooten ordered the goods but the cash was demanded before delivery. He has been generally held to a cash basis by the houses which have had dealings with him. He asserts that he can give references as good as gold and says that he has a man in view, who intends to put money in the business and become a silent partner. Wooten is from Canada. He claims to have been in the wholesale drug and chemical line for the past four years. He is given no rating by the commercial agencies.

HELD FOR VIOLATING PHARMACY LAW.

Henry Beinfeld, a druggist whose store is at No. 941 Amsterdam avenue was arraigned in the West Side Police Court on August 18 in answer to a summons served upon him on the complaint of Miss Brown, the woman detective of the State Board of Pharmacy, charging a violation of the pharmacy law by permitting prescriptions to be compounded by a junior clerk. Miss Brown's evidence is corroborated by that of detective Thomas E. Conway. Beinfeld alleges persecution by the board because he would not discharge his clerk and take one of the board's choosing. Secretary Sidney Faber says that this charge is absolutely ridiculous, the only mention of a clerk ever made to Beinfeld being a recommendation that he employ a licensed man. Paul Langefeldt, another druggist at No. 497 Tenth avenue was arraigned on the same charge and admitted his guilt. Both men were held in \$100 bail for trial in the Court of Special Sessions.

DEATH OF MRS. E. P. MONTAGUE.

E. P. Montague's many friends in the trade will be sorry to learn of the death of his wife, September 18. Upon the advice of the attending physicians, Mr. Montague took his wife abroad last July in hope of restoring her health, but instead of improving she grew gradually worse, and they returned to this city September 17. It was evident at that time that Mrs. Montague's condition was such that she could live but a short time and her death occurred late Wednesday night, September 18.

E. P. Montague is well known in this city having been connected with Schiffelin & Co., for many years and being at the present with Lazell, Dalley & Co.

NOTES.

—J. Elwood Lee, Jr., of the J. Elwood Lee Co., Conshohocken, Pa., manufacturers of surgical sundries, was the complaining witness in a case before United States Commissioner Shields this week against William G. Parker, a clerk, who, Mr. Lee alleges, has been operating under the fictitious name of Keene & Co. Mr. Lee sent \$100 for investment in answer to an advertisement. This was to cover all expenses except deterioration. Keene & Co., sent Mr. Lee a communication September 16, informing him that it had been necessary to sacrifice the stocks on account of depreciation in the value of the securities due to the President's death. Parker's arrest followed. The hearing was not concluded and was postponed.

—The Harlem Drug Co., a new corporation, has purchased of druggist N. D. Lippincott the old store at No. 2227 Third avenue, known as Wood's Drug Store. This is one of the oldest stores in Harlem, having been established sixty-four years ago. Mr. Lippincott who is the proprietor of eight pharmacies in Manhattan, has purchased a store at the corner of 168th street and Brook avenue.

—Charles Wolanek will remove his pharmacy at No. 3206 Third avenue to No. 3194 Third avenue, giving as his reason in a circular letter, "high rental, no lease and above all no hopes". He makes the assertion that his present landlord is in the drug business and has kept the rents up in order to keep him down.

—William Haas, with W. L. Strauss & Co., has gone on an extended western trip. He will call at El Paso, Tex., Los Angeles, San Francisco and Sacramento, Cal., Portland, Ore., Seattle, Tacoma and Spokane, Wash., Butte and Helena, Mont., Ogden and Salt Lake City, Utah, and Denver, Col.

—S. H. Carragan, of Parke, Davis & Co., is taking a trip through the West. He will accompany his son to the University of Michigan, where the latter is entering college. Mr. Carragan will then visit the laboratories at Detroit.

—The names of E. B. Wade of Lincoln, N. J., and Chas. A. Rapelye of Hartford, Conn., are on the Drug Club register. Mr. Rapelye was the guest of R. R. Lampa of Lehn & Fink and Mr. Wade was entertained by Louis L. Drake.

—Joseph Toy, of the Carter Medicine Co., has been absent from his office the past week on account of illness. Mr. Toy is one of the most genial men of drug-town and a host of friends join in wishes for his early recovery.

—Albert S. Wolffs, whose drug store is at No. 981 Amsterdam avenue, was fined \$50 in Court of Special Sessions, September 26th for permitting a junior clerk to compound prescriptions in the absence of a licensed druggist.

—The Colonial Chemical Co., producers and bottlers of witch hazel, with factories at Chester, Conn., have sold their plant to the International Witch Hazel Co., whose headquarters will be at No. 39 E. 42d St., New York.

—One of the leading druggists of Louisville, Ky., E. H. Ferguson, visited the trade this week. He is the proprietor of several large pharmacies in the Kentucky metropolis. Mr. Ferguson is buying for his Winter trade. —Max Giebauer, who removed a short time ago from No. 400 First avenue to allow of improvements in the building at that number has moved back again to his old location, where he has fitted up a new store.

—B. I. Hicks, New York salesman for Lazell, Dalley & Co., has gone on a shooting and fishing trip in the Adirondacks. He is accompanied by his son, B. H. Hicks and will be in the mountains about ten days.

—B. Kramer, formerly prescription clerk at Meyer Bros.' pharmacy at the corner of 3d avenue and 70th street, has opened a store at Amsterdam avenue and 79th street, recently occupied by B. F. Warren.

—Julius Foerster, who covers the New England territory for Sharp & Dohme, stopped over for a few days at the New York office on his way home after an extended trip through the West and South.

—Charles West, president of the Eastern Drug Co. of Boston and I. R. Read of the Parke, Davis & Co., laboratories in Montreal were the guests of Col. E. W. Fitch at the Drug Trade Club September 24.

—A. G. Yeomans, president of Reid, Yeomans & Cubit is making a pleasure trip to Quebec and other Canadian cities. Charles T. Cubit has returned from a trip to the Pan-American and northern points.

—R. S. Neal, of London, who is inspecting American pharmaceutical houses in the interest of a big English firm has been making visits to the New York establishments the past week.

—Out of town druggists registered at the Drug Trade Club September 24 as follows: George D. Rosengarten, Philadelphia; George C. Choate, Rochelle, N. J.; E. H. Ferguson, Louisville.

—W. A. Lusk of the Allison-Moore Co., Knoxville, Tenn., has been in New York for several days calling upon friends in the drug section with a view to laying in a holiday stock.

—W. L. Strauss, of W. L. Strauss & Co., No. 27 Warren street, is away on a tour through Canada and northern cities. He will take in the Pan-American at Buffalo before his return.

—R. Lucke, well known to the retail trade in this city, and who formerly owned the store on Eighty-first street and Amsterdam avenue, died in Colorado, September 15.

—Edward C. Howard has been added to the traveling force of the Osborn-Colwell Co. R. C. Barney, president of this company called at the New York office during the week.

—W. Van Antwerp, of G. Van Antwerp & Sons, druggists and seedsmen of Mobile, Ala., was among the prominent out of town visitors to the New York trade this week.

—Mrs. Ella B. Cook of Trenton, N. J., who recently died suddenly was buried September 24. She was the wife of Daniel L. Cook one of the leading druggists of New Jersey.

—H. B. Spackman who has been conducting a pharmacy at Beach Haven during the summer months has closed his store and returned to New York for the winter.

—J. L. Hopkins of J. L. Hopkins & Co. has been spending a week in the Berkshires hills, where he went to bring his family back to the city after a pleasant summer.

—Louis Couteau, a Paris chemist, passed through New York September 25 on his way to Detroit where he has a position in the laboratories of Parke, Davis & Co.

—Mr. Schwartz, of the Red Cross Drug Co., Dover, Del., was a visitor in New York this week. He makes two trips annually, buying his season stock.

—W. M. Borden, of Columbia, Pa., was among the well known out-of-town druggists who were seen in the drug trade section this week.

—Jackson S. Little one of the prominent members of the trade in Toronto, Canada, made several calls on the perfumery trade this week.

—J. S. Brown, a prominent tradesman of Cleveland, Ohio, visited the local drug trade September 28, with a view to buying in New York.

—Louis A. Riz, one of the leading Manufacturing Chemists of Hamburg, Germany, was the guest of H. C. Louis at the Drug Club September 28.

—W. J. Carr, of Parke, Davis & Co., has returned from a business and pleasure trip through the northern and western parts of the state.

—H. Dehnhoff, proprietor of the drug store at No. 303 Hudson street, has returned from a week's trip through Virginia and the South.

—J. J. Childs, pharmacist of Austin, Tex., is in New York on a business visit. He has made several calls on the drug trade.

—Dr. L. G. Casella, pharmacist at Hester and Mott streets has been spending a week at the Pan-American Exposition.

—E. E. Darlen, of Chicago and Justus Flohs, of Stettin, Germany registered at the Drug Trade Club September 30.

—J. B. George of E. E. Dixon & Co., Gainesville, Ga., made several calls at down town drug houses September 25.

—W. S. Oppenheimer, a well-known pharmacist of Tampa, Fla., was among the buyers in New York this week.

—Charles A. Osmon, proprietor of the store at 13 Seventh avenue is confined to his home by illness.

—F. L. Hotchkiss has severed his connection with the Bolton drug Co., No. 456 Fulton street, Brooklyn.

—J. N. Allen of Milbrook, N. Y., was one of the buyers who called upon the local drug trade this week.

—R. W. Phair, of R. W. Phair & Co., No. 16 Platt street, made a business trip to Philadelphia this week.

—T. G. Friedlieb has succeeded A. E. Gebhard as the proprietor of the latter's 8th avenue store.

—J. F. Garneigie, one of the largest retail proprietors of Chicago is in the city on a buying tour.

—C. W. Snow, prominent in drug circles at Syracuse, was a visitor in New York this week.

IN AND ABOUT BOSTON.

A NEW SCHEME IN WHICH DRUGGISTS HAVE BECOME INTERESTED.

Boston, Sept. 28.—Some clever people have formed a stock company in this city with a laudable object—that of supplying people with umbrellas in an emergency. The company sells a check for a dollar and is to have in Boston 600 umbrella stands located in drug, cigar and confectionery stores, also restaurants, hotels and barber shops. Thus far the drug stores predominate as the agents for the company. If it rains, the subscriber consults the company's list and enters the nearest store acting as agent, gives the check to a clerk and receives an umbrella in exchange. The subscribers are supplied with a vest-pocket book containing a list of these stores, arranged by streets in alphabetical order. When it stops raining one can leave, if he so desires, the umbrella at the nearest store having one of the stands, and receive in exchange another check. Subscribers can pick up an umbrella as many times a day as desired, in any part of Boston, and will also find a place to leave it when not needed.

All that is needed in starting away in the morning is a check, and a man can assure himself that he will not get wet if he avails himself of this protection. Among those earliest to go into the scheme as agents of the company are the following-named druggists: Beacon Pharmacy, Bromfield street; Ralph B. Quinlan, Cambridge street; Knight's Pharmacy, Court street, corner of Hanover street; C. E. Eaton, Friend street; C. S. Lombard, Green street; Roger's Pharmacy, Hanover street; Epstein's Pharmacy, Tremont Row; Theo. Metcalf Company, Tremont street; C. E. Woodward, Tremont street; George Burwell, Adams House, Washington street, and several others.

Suit for Heavy Damages Against a Druggist's Daughter.

Boston, Sept. 28.—Miss Maule B. Wetherell, daughter of M. L. Wetherell, who used to conduct a pharmacy at Gloucester, where the family has been very prominent socially, has been made the defendant in a suit for \$20,000 damages, brought by the wife of the Wetherell family coachman, who alleges alienation of her husband's affections. The Wetherells have several valuable trotting horses and it was a part of the coachman's duties to take Miss Wetherell out for a daily drive, the two of course were thrown together in that way—as everyone in Gloucester could see. Beyond that fact, however, they have seen nothing that formed any basis for this suit, which Miss Wetherell will contest. The coachman is known, moreover, to be a man of high character for one in his position. The late Emma Abbott, the opera singer, was the wife of Eugene Wetherell, an uncle of the defendant. When Emma Abbott died she left Miss Wetherell \$20,000, and she left \$100,000 to her grandmother, who has since died and left Miss Wetherell most of this money.

NOTES.

—Higgins & Hurley, druggists at Winthrop, are voluntary petitioners in bankruptcy, with liabilities of \$2,827 and assets of \$1,671. The secured claims amount to \$1,000. The unsecured claims represent a large number of creditors. The firm is made up of George Higgins and Edward L. Hurley, and has operated two stores—one at Winthrop proper, and another at Winthrop Beach. The stock and fixtures in these two pharmacies are mortgaged, thereby securing some creditors to the amount of \$1,000, as stated.

—Horace A. Bishop, formerly head chemist for the Independent Pharmaceutical Company, of Worcester, claims that he was wrongfully discharged from their employ and has brought suit for \$1,500, to recover for alleged breach of contract. Through his attorney, Mr. Bishop has attached the company's place of business and the deputy sheriff who served the writ of attachment has placed a keeper in charge of the company's plant.

—Horace B. Davis, inspector of drugs for the Massachusetts State Board of Health, recently was sent to Littleton to take sample of milk from five cows belonging to Frank Litchfield. These samples he brought to Boston for analysis. Herman C. Lithgoe, State analyst, found the samples deficient. In the court at Ayer, Mr. Litchfield was fined \$20 for having in his possession, with intent to sell, watered milk.

—Walter R. Dolliver, an inside salesman at the Eastern Drug Company's plant, has just been on his annual vacation, which he passed at Ocean Point, Me. His wife and some friends accompanied him and they all had a great time, deep-sea fishing. Mr. Dolliver caught a 42-pound cod, the largest taken by any amateur fisherman in the last four or five years.

—Jesse W. Sargent, leading druggist of Malden, and his wife, are having a comprehensive tour, including a voyage by steamer from Boston to Norfolk, Va., and Baltimore, then on to Washington and north to Buffalo, taking in the Pan-American Exposition and home by way of the White Mountains. Mr. Sargent is an expert photographer.

—J. F. Hayes, the treasurer of the Thorn Medicine Co., of Fitchburg, states that company's condition to be thus: Cash and debts receivable, \$736; manufacturers and merchandise, \$4,362; furniture and fixtures, \$700; profit and loss, \$1,838; a total of \$7,636. Against this there is a capital stock \$5,000; debts, \$2,636; a total of \$7,636.

—Dr. Alonzo Green, of Boston and New Hampshire, of "Nervura" fame, intends entering the field this fall as a candidate for Republican nomination for member of Congress from the First District in New Hampshire where, in Laconia, he is Mayor of the city. He has also served as a representative in the Legislature.

—John C. Howe, of the firm of Howe & French, wholesale druggists, Boston, died at his home in Cohasset on Wednesday, Sept. 25, aged seventy-three. He was one of the wealthiest men in that part of the State. He leaves a widow, a son and a daughter. He was a member of the Masonic fraternity.

—The Bristol County Drug Company, through its treasurer, W. C. Chamberlain, reports its financial standing as follows: Cash and debts receivable, \$324; manufacturers and merchandise, \$7,201; a total of \$7,525. Offsetting this there is capital stock, \$6,200; debts, \$1,415; a total of \$7,615.

—J. F. Whitnew, whose store at the corner of Hanover and Blackstone streets, long has been a landmark, has moved temporarily into the next adjoining store, in order that the corner place may be entirely remodelled and made over into a finer store.

—Easthampton has lost one of its familiar characters through the death of James Robert Selman, who for a long time has been a "type," as he went about the streets selling his own patent medicines and salves.

—Winthrop M. Baker, of Boston, manufacturer of confectionery, whose goods are found in drug stores everywhere, has just returned from a trip to Buffalo and the Pan-American Exposition.

—Edward Laporte, a drug clerk at Holyoke, is among those who will enter the Massachusetts College of Pharmacy, in Boston, this fall.

MALLINCKRODT MORPHINE.

The keen interest manifested in the Mallinckrodt Morphine by the drug trade, is plainly indicative of the confidence pharmacists have in goods bearing the "M. C. W." label. Druggists who have specified the Mallinckrodt chemicals for years, have not been disappointed, and they will not be disappointed in handling the "M. C. W." Morphine.

Druggists who carry surgical instruments, trusses, bandages, and deformity appliances in stock, are invited to correspond with F. Eissner, 18 Bible House, N. Y., the manufacturer of and wholesale dealer in these goods. His advertisement is in this issue.

PHILADELPHIA.

BUSINESS IMPROVING.

Philadelphia, Sept. 28.—Business has brisked up somewhat this week and trade is increasing in volume, with a noticeable improvement in the demand for domestic medicines. Prescriptions are coming in more frequently, owing to local conditions, and there is a prospect for betterment in this line. The small pox epidemic continues and the rush for vaccination is causing a very great demand for vaccine points and dressings, last week's record being eclipsed. One druggist alone sold over 1,800 vaccine points and tubes this week to his customers and nearby physicians, others are doing almost as well, while the demand for vaccine shields and plasters can scarcely be supplied from day to day. Big orders are coming in from hospitals and also from local colleges and boarding schools. Jobbers have had a pretty fair week, orders from both local and out of town customers coming in briskly. Sales of drug sundries have been good, toilet preparations and soaps are in good demand. There is a good outlook for a brisk fall trade and already some of the houses are getting ready for the sale of holiday goods. Manufacturers are being kept fairly busy and several good sized orders have been placed with a prominent manufacturer of chemicals.

OCEAN CITY DRUGGISTS CAN SELL SODA ON SUNDAYS.

Philadelphia, Sept. 28.—Vice Chancellor Grey, in Camden, refused a preliminary injunction in the case of W. W. Chalfant, an Ocean City druggist, restricting him from selling any other articles than drugs on Sundays. It was shown that the covenant in Ocean City deeds prohibiting the sale of goods on Sundays had been practically a dead letter for the past twelve years; this nullified it in the present suit. The decision is a victory for Mr. Chalfant and is particularly welcomed by Jersey druggists inasmuch as the prosecution was instigated by so-called "reformers" from Philadelphia in an attempt to force "blue laws" on the coast resorts. Mr. Chalfant deserves the thanks of all druggists for so manfully fighting for their rights.

NOTES.

—Philadelphia received a flattering share of the appointments of the American Pharmaceutical Association at the St. Louis Meeting, several very responsible committee positions coming to the Philadelphia pharmacists. Prof. C. B. Lowe, of the Philadelphia College of Pharmacy, was elected a member of the General Council. F. W. E. Stedem was elected chairman of the Section on Practical Pharmacy and Dispensing, Lyman W. Kebler, chairman of the Scientific Section, with J. W. England as Secretary, and W. L. Cliffe, President of the State Pharmaceutical Association was appointed Local Secretary for the coming year. With the next meeting to be held at Philadelphia, it looks as if Philadelphia druggists were coming to the fore in good style.

—Isaac Cohen, president of the Foodigest Company, of Philadelphia, whose portrait appears elsewhere in this issue, is well known to the retail drug trade, and he has given very substantial proof of his interest in the work of the Philadelphia Association of Retail Druggists by paying to it quarterly 3 per cent. of the profits made on the sale of the Company's specialty, "Foodigest." Mr. Cohen's plan has been appreciated by the members of the association, who have taken an active interest in his scheme. A check of more than \$23 was received by the association from Mr. Cohen for the quarter ending June '90. He is an active member of the P. A. R. D., serving on two committees.

—The First Annual Meeting of the Philadelphia Drug Bowling League will be held on Tuesday next at the office of D. E. Bransome, 1022 Commerce street. An election of officers for the coming year will be held, and the bowling schedule for the various clubs will be arranged. The outlook for a very successful season is most excellent; a large fund has been subscribed for the fitting up of club quarters for the League, and steps will soon



ISAAC COHEN.

President and General Manager of the Foodigest Company, Philadelphia.

be taken to equip a comfortable club and alleys. All the local firms will be well represented by strong teams.

—The regular monthly meeting of the Philadelphia Association of Retail Druggists will be held on Friday, October 4, at the Philadelphia College of Pharmacy, at 2:30 p. m. A report from the committee on the supplying of medicines to the out-door poor of the city will be an important feature of the meeting and the "telephone committee" will also have a report to make on their work on telephone service commissions. Other topics of local interest will be discussed.

—Several other new drug stores are already opened or soon will be; among these are one at Seventeenth and Moore streets, owned by Mr. Thompson, one at Twenty-second and Ellsworth streets, by Mr. Love and another by Meredith at Broad and Porter streets. Addison Ladow, owner of so many drug stores here, has purchased the store at Sixth and Snyder avenue.

—Among the delegates to the meeting of the State Medical Society this week were J. H. Redsecker, of Lebanon and J. M. Baer, of Philadelphia. A very good exhibition of medical and pharmaceutical preparations and apparatus was shown, over seventy exhibitors being represented.

—Ross & Wagner, proprietors of the Pearl Pharmacy, Fifty-fourth and Pearl streets, West Philadelphia, are building a new drug store at Fifty-second and Havertord avenues, which will be fitted up with complete and handsome fixtures.

—H. B. Terncy is building a handsome store and residence across the street from his present location, Fifty-second and Master streets, and will move into his new quarters as soon as the building is completed.

—J. L. Steltzer will soon open a new drug store at 2700 Germantown avenue, to be conducted in connection with his present store at Sixth and Cumberland streets.

—Samuel Fisher will open a new drug store at 4439 Germantown avenue in the near future, which will be fitted up with handsome modern-style fixtures.

—John Leo Smart has opened a handsome drug store on the northeast corner of 20th and Wharton streets. He carries a full stock of drugs and sundries.

—E. W. Giles, Medico-Chirurgical College, '01, formerly clerk for James C. Perry, has been promoted to the management of this store.

—Dr. H. Wilkinson has bought the drug store at Tenth and Reed streets, for several years conducted by Jas. Rutherford.

—F. Groff, of Funk & Groff, Lancaster avenue, has returned from a vacation trip to Maryland, much benefitted by his outing.

BALTIMORE.

NOTED DRUGGIST DEAD.

Baltimore, Sept. 26.—Wm. S. Thompson, one of the best known druggists in the East, and who was a familiar figure at all the gatherings of the American Pharmaceutical Association for years, died suddenly this morning of heart failure, superinduced by acute indigestion. He had just eaten a light breakfast at his residence, 1322 New York avenue, Washington, D. C., when he complained of a severe pain in his abdomen. Word was sent to his pharmacy, on Fifteenth street, opposite the treasury building, and Mr. Thompson rose to go up stairs, when he was completely overcome and fell to the floor. Medical aid was quickly summoned, but the dying man passed away in a short time. For a quarter century Mr. Thompson had been a notable force in the District of Columbia business affairs. At the time of his death he was president of the Riggs Insurance Company, a member of the executive committee of the American Security and Trust Company, treasurer of the Children's Hospital, a trustee of the Boys' Reform School, a vice-president of the American Pharmaceutical Association, and prominently identified with other organizations. His pharmacy had long been one of the commercial fixtures of the national Capitol. The deceased was 62 years old and is survived by his wife and five children. One of the sons is a lieutenant in the United States Navy. Mr. Thompson was a man of singularly lovable qualities. To a wide range of information on pharmaceutical and business matters he added a most genial disposition. He had a large circle of friends and acquaintances, who will be shocked by the news of his sudden death.

GLIPIN, LANGDON & CO.'S FINE NEW QUARTERS.

Baltimore, Sept. 25.—Glipin, Langdon & Co., the widely known wholesale druggists and drug millers, have moved from their temporary quarters on Light street, occupied since the fire, into the new home, on Lombard near Howard street, formerly inhabited by Charles A. Vogeler Company. This structure is one of the most commodious and elegantly equipped of its kind in the United States and the new quarters admit of all divisions of the business being housed practically under one roof. Virtually no artificial light is required, even on cloudy days, and access to the shipping apartments is had by means of a private driveway. In Mr. Glipin's private office is a fine desk of the style no longer in vogue, but which calls for the most skilled workmanship to bring out the details. It was made especially for the late Charles A. Vogeler at a cost of \$250 and enjoyed the distinction of having its exact duplicate in the working room of the President at the White House.

Much yet remains to be done before everything is in order. Considerable machinery is to be moved and placed, but the laboratory is already fully equipped. Among the additions is the installment of a 200-horse power boiler and some new machinery of special design.

BUSINESS RATHER QUIET.

Baltimore, Sept. 29.—Business among the jobbers was rather quiet last week, which may be attributed partly to the circumstances that the end of the month is drawing near, when the retailers always curtail their purchases in order to keep down their bills as low as possible. In the aggregate the volume of transactions was fully up to the average, however, and the year continues to show up well. Operations in the laboratories were conducted with unabated vigor, the demand for pharmaceuticals being in the main undiminished. Local druggists and traveling salesmen report meeting with much encouragement and are able to show a gratifying increase in orders. The movement in heavy chemicals is about normal, while the market for botanicals has developed a stiffening as to the prices in some directions.

WEDGEWOOD CLUB.

Baltimore, Sept. 26.—The first regular meeting of the Wedgewood Club to be held after the summer intermission took place last evening at the Eutaw House. Nearly the entire membership was present, John S. Muth, of Muth Bros. & Co., occupied the chair and excellent good cheer prevailed throughout the evening. The Wedgewoodites thoroughly enjoyed the tempting menu provided by the hotel management, and the feast of wit which followed proved to be not less delectable. Several members who happened to be unacquainted with the peculiarities of the club saw a favorable opportunity to acquire a reputation as orators, and soon discovered their mistake. One of these novices in particular persevered in an effort to recite and abandoned the attempt only when the din had grown so great that he could not make himself heard.

NOTES.

—The regular monthly meeting of the Maryland College of Pharmacy was held last Thursday, and arrangements were completed for the opening of the college next week. According to treasurer Mansfield applications for admission to the college as matriculates are coming in freely and the classes promise to be larger than those of last year.

—The delegates from this city to the annual meeting of the American Pharmaceutical Association in St. Louis, arrived home last Monday well pleased with their trip and with the results accomplished during the sessions. The party included Charles L. Meyer, a well-known retail druggist.

—The firm of Barnitz & Harbaugh has succeeded G. Edward Harbaugh in the proprietorship of the pharmacy at Hanover, Pa. Mr. Barnitz, who was in Baltimore last week, is a former newspaper man.

—George Wendel, formerly a clerk in the pharmacy of J. O. Harrison, Baltimore, has accepted a similar position with W. C. Downey, proprietor of the Ebbitt House Pharmacy, in Washington, D. C.

—H. M. Wilson, Jr., of Charlotte, N. C., a graduate of the Maryland College of Pharmacy, has entered the employ of Hynson, Westcott & Co., Charles and Franklin streets.

—Charles M. Grauer will shortly open a new drug store at the corner of Sharp and Hill streets.

Of Interest to Druggists.

A leading druggist of one of the large Connecticut towns recently remarked: "It is a wonder to me that more of the retail druggists in this country do not catch on to the fact that there is a good profit to be derived from the sale of preserved natural plants as a side line. I have been carrying a line of these plants for over a year and you would be surprised to learn the number I have sold in that time. I put a lot of these plants in my windows, and place a neat card with the price plainly printed on it on each one. It makes an attractive window and sells the plants. There is very little trouble attached to the care of this line and it yields a good profit." Up-to-date druggists should take the hint. This is undoubtedly a good line and besides being profitable makes the store more attractive. A large and assorted stock of preserved natural plants is always kept by Frank Netschert, No. 129 Fifth avenue, New York, and No. 180 So. Clark street, Chicago. These plants cannot be detected from living, growing plants, and yield the druggist 300 per cent profit. Mr. Netschert will send a handsome 80 page illustrated catalogue and price list free, on application.

—The Spatula Publishing Co., of Boston, has issued a new edition of "How to make Tablets" by Frank Edel. Dispensing pharmacists who have occasion to make a limited number of tablets will find the information contained in this little book very practical and useful. It contains careful directions for making preparations of this class besides many useful formulas. It may be obtained of the publishers for twenty-five cents.

CINCINNATI.**FALL FESTIVAL IN QUEEN CITY.**

Cincinnati, Sept. 28.—The retail business in the Queen City on account of the opening of The Fall Festival last week was exceptionally good. Many of the downtown stores were handsomely decorated and did a big business. The wholesale houses fared equally as well on account of the numerous visitors in town, who had taken advantage of the cheap excursion rates on all the railroads. Among the prominent druggists in town were Vernon Driskell, treasurer of the Kentucky Pharmaceutical Association, and prominent druggist at Ghent, Ky. Howard Jett and wife of Cynthia, Ky.; W. A. D'Alesbarte and his clerk, E. W. Patterson, of Pensacola, Fla.; C. N. Peters, wife and daughter of Milan, Ind.; C. D. Carmine, Delaware, Ind.; C. H. Wilson, Smithfield, Ky.; F. W. Gibson, Amesville, Ohio; F. H. Gilbert of Pensacola, Fla.; J. D. Humphrey, Huntsville, Ala.

SUIT AGAINST WOMAN CUTTER.

Cincinnati, Sept. 30.—W. D. Freeman, of the Freeman Perfume Co., has brought suit for \$5,000 damages and a permanent injunction against Miss Cora Dow, the owner of five cut-rate drug stores, to prevent her from handling his face powder, on the ground that she mutilated his private marks and cut the price from 25 cents to 19 cents. In order to cut off the source of supply of Miss Dow and other cut-rate dealers, Freeman attached private marks to the boxes sent to different jobbers and when he found the article sold under price, he would cut off the jobber who handled the goods. Miss Dow learned of this and has been blotting out the private mark in order to conceal her source of supply. She will maintain that she has a right to erase any private marks from goods which she has purchased.

NOTES.

—The influx of strangers to this city was even greater this week than last and the wholesale trade report good business in consequence. Among the prominent druggists in town we noticed A. H. Cochran and wife, Berry, Ky.; Grant Hoover, Gratis, Ohio; W. H. Hannah, Georgetown, Ohio; John Porter, Williamstown, Ky.; T. R. Fulton, Bessemer, Ala.; W. H. Gwin, Hinton, W. Va.; H. B. Osborn, Manchester, Ohio; W. T. Elrod, Bethel, Ohio; E. W. Stacey, Highland, Ohio, and M. A. Grier, Carrollton, Ky.

—Albert D. Wells, druggist at 4th and Central avenues, and one of the best known young men in town, was this week nominated for representative by the Democratic convention. Mr. Wells will no doubt secure the solid support of the profession.

—W. Lozier, prominent druggist at Xenia, Ohio, and president of the Green County Drug Association, was in town last week getting pointers from the Ohio Valley Drug Association.

—Jos. H. Nicholas, West End druggist and captain of the Druggists' Base Ball team, is rejoicing over the arrival of a brand new boy.

—Albert Bingel, who has been in the drug business for twenty-five years, is back from Germany, looking twenty years younger.

—John H. Lineman, Walnut Hill's druggist, has just returned from a two weeks' vacation at the Pan-American Exposition and Niagara Falls.

—Maddox Bros., prominent druggists at Ripley, Ohio, were in town this week attending the Fall Festival and laying in a stock of goods.

—B. George, of Winchester, Ky., stopped over to take in the Fall Festival on his way to the Pan-American.

—C. H. Mueller, one of the oldest druggists of the city, will shortly return from his European trip.

—F. W. Blesi of Covington, Ky., returned last week from Europe after an absence of three months.

—The Cincinnati College of Pharmacy has opened with the largest class in its history.

LOUISVILLE.

Louisville, Ky., Sept. 26.

—James Eames, a druggist from the southwestern part of the State, was run over by an automobile on the Bardstown Pike on Thursday and seriously injured. He was in a buggy and his horse became frightened at the approaching automobile. The druggist got out of his vehicle, caught the animal by the head and attempted to quiet him. Just as the auto got opposite the animal made a lunge and threw Mr. Eames under the wheels of the machine, the rear wheel passing over his head. He was unconscious when assistance reached him and was removed to the city. His condition is still critical. Mr. Eames was here to purchase a stock of drugs.

—The shock of seeing his two sons leaving the city to fight a band of unruly coal miners in Hopkins county, came near proving fatal for Arthur Peter, a member of the Peter-Hauer Drug Company, wholesale druggists. Mr. Peter had two sons who are members of Battery A, which Governor Beckham called out, ordering the members to hold themselves in readiness at one of the depots. Mr. Peter heard of the order and rushed to the depot where he saw his sons, both of whom were in uniform. Mr. Peter collapsed upon the spot. A physician was summoned and the unconscious man was removed to his home. His sons were detailed to go with him and for several days his condition was serious.

—The druggists of Louisville claim that the present has been one of the most profitable years ever experienced. They claim that their sales have been large and that the suppression of the aggressive cut raters has made Louisville one of the best drug cities in the country. Many of the druggists are putting in new fixtures. Another indication of prosperity is the large number of new drug stores which have been started within the last few months. Altogether the drug business in Louisville is first class and another year of prosperity seems in store.

—Baseball has been forsaken by the druggists of the city and they have returned to bowling their favorite sport. Last year there were several teams composed exclusively of druggists and it is probable that they will be reorganized.

—Charles Scribner, the proprietor of Scribner's Pharmacy, Sixth and Jefferson streets, has retired from the restaurant business. He was for several months proprietor and manager of the Elk's Cafe. His brother, James, also a druggist, was the founder of the restaurant.

—Henry Jacobs, who formerly conducted a drug store at Tenth and Jefferson streets, has been seriously ill with typhoid fever. His condition was critical for several days and at one time his life was despaired of.

—A new drug store was opened Monday in the hall owned by the Liederkrantz Society, at Sixth and Walnut streets.

CHICAGO.

CHICAGO BUSINESS GOOD.

Chicago, Sept. 28.—The advent of the Fall trade has brought good business to Chicago druggists and manufacturers. All the houses are busy and report that it has been necessary this week to work nights during part of the week. Orders are reported to be heavier than usual even considering the season. All the men on the road are sending in satisfactory orders and their reports are of a nature greatly to encourage their employers concerning the business outlook for the fall and winter. Locally in the city business is good. The retailers are busy and while there is some cutting down town, it is not causing much worry among the average members of the trade.

ILLINOIS BOARD MEETS.

Chicago, Sept. 28.—The Illinois Board of Pharmacy met in Chicago this week. There was a full attendance of the board. Seventy-nine persons were examined for



B. F. PARNELL,
Assistant Manager, Public Drug Co., 150 State St.,
Chicago

certificates as registered pharmacists, twenty-five of whom passed. Out of thirty-six applicants for certificates as registered pharmacists twelve passed. The next meeting of the board will take place in Chicago on Nov. 19.

NOTES.

—Among those who attended the meeting of the American Pharmaceutical Association in St. Louis last week were the following Chicago people: Messrs. Albert E. Ebert, F. S. Hereth, T. V. Wooten, Bruno Batt, C. Hiscgen, N. Bruun, Adolph G. Vogeler, W. H. Gale, August Merz, Mrs. M. S. Hall and Professors Hallberg, Oldberg, Schneider and Puckner.

—The drug war in the down town district is on. Peruna, Swift's Specific, Pinkham's Compound, etc., are selling at 67 cents and other things in proportion. Patients are being advertised in the windows and by other means.

—The announcement of the death of William S. Thompson of Washington a few days ago was a great shock to his many friends and fellow members of the American Pharmaceutical Association in Chicago.

—Clarence A. Davidson, manager of the druggists' sundries house of James A. Davidson, has been confined to his room this week, being threatened with an attack of typhoid fever.

—Smith & Yaple, 342 West Madison street, have sold their store at that place to William Hookway, who has moved it to Douglas boulevard and West Harrison street.

—Bruno Batt, formerly one of the best known druggists in Chicago, has moved to St. Louis, where he has engaged in the manufacture of proprietary medicines.

—William Gilmann has moved his drug store from North Clark street and Belden avenue to 1,025 North Clark street.

—The drug firm of Weaver & McDonald at Chandler-ville, Ill., has dissolved partnership. J. E. McDonald is succeeding.

—The Kirchstein Drug Company of Chicago was incorporated this week with a capital stock of \$2,500.

—The drug store of Mrs. W. H. Pelz at Peoria, Ill., was burned early this week.

—C. B. Judy has succeeded Judy & Prince in the drug business at Matthews, Ind.

—W. Watson has opened a new drug store at 5,737 West Chicago avenue.

THE NORTHWEST.

CENTURY'S EDUCATION IN PHARMACY.

St. Paul, Minn., Sept. 27.—Dean F. J. Wulling, of the College of Pharmacy of the University of Minnesota, delivered a striking address at the opening of the tenth year of the college Wednesday. The title was "The Achievements of Pharmaceutical Education in the Nineteenth Century." The lecturer showed how the colleges had been responsible for the higher standard which the profession had attained during the past century. Before the nineteenth century there were no colleges of pharmacy in this country. During the century, of the fifty-three colleges now in existence two were established in the first quarter, three in the second, eight in the third and forty since 1876. Continuing the dean said:

There are no laws making a college training obligatory for those who practice pharmacy. Young men may study by themselves, and when, in their opinion, they have memorized a sufficient number of facts, they may present themselves to the state board for examination. This is not as it should be. The pharmacist, like the physician, should have a professional training such as can only be obtained at a well equipped teaching institution. Those who do not go to a college have to be their own instructors. It is right at this point that the pharmacists of to-day are making a serious mistake. They are handing the profession down to a posterity which they are crippling by not affording it the fullest means for development. A profession that should be powerful in its learning, intelligence and wisdom, cannot expect to be what it should, nor can it expect recognition as a learned profession when it is so indifferent as to the qualification of those into whose hands it places its own continuance. This indifference is not shared, happily, by all the members of the profession. The few are pulling the many, and it is my firm conviction that before the end of the first quarter of the present century, no applications will be received except from such as have obtained a college training. We are in the transition period, and the colleges and graduates are hastening the transition. Public opinion and the demand of the public are also aiding. Despite this lack of legal requirements, there were in attendance at colleges of pharmacy in 1878 the goodly number of 1,187. This number had grown in 1900 to nearly 1,000—an increase of over 250 per cent.

NOTES.

—Successors: G. J. Smart, Blue Earth, Minn., by Cummings Bros.; Revolt & King, Fulda, Minn., by King & Wilson; Charles Henry, Corning, Ia., by H. H. Harris; Greiver & Co., Ringsted, Ia., by M. P. Madsen; B. Anderson, Tacoma, Wash., by Lien & Selvig; C. J. Hinkley, Battle Creek, Ia., by Iddings & Iddings; C. C. Grave, Central City, Neb., by Robinson & Multhead; J. F. Hilton, Thayer, Neb., by F. M. Hilscherk; Newquist & Hong, Essex, Ia., by Newquist & Clem; Hahn & McClintock, St. Edwards, Neb., by McClintock; J. P. Curran, Cottage Grove, Or., by J. S. Benson.

—While the gas cylinder to the soda fountain in Dean's drug store at Estherville, Ia., was being charged Tuesday, the tank exploded, killing Fred Benson, aged ten years, immediately, and injuring Ed. Rose, a boy of nine years so badly that his recovery is doubtful.

—New: B. E. Nelson, Lilly, S. D.; C. G. Nickels, Fargo, N. D.; C. Bugae, Pepin, Wis.; Theo. W. Thomas, Wood Lake, Minn.; W. R. Wherrett, Heber, Utah; F. W. Congdon, Hutchinson, Minn.

—The Dillon Drug Co., South Omaha, Neb., has increased its capital stock \$10,000, and the Western Pharmaceutical Co., Omaha, Neb., has added a similar amount to its capital.

—F. W. Congdon, formerly in Noyes Bros. & Cutler's laboratory, in St. Paul, and since then in Montana, has bought out Hart's drug store in Hutchinson, Minn.

—Hutchins & Skinkle, Geneva, Neb.; O. W. Bullard, Beaver City, Neb., and H. M. Tradwell, Monroe, Wash., have sustained fire losses.

—J. M. Millan, who has for some years been with Broderick & Walker at Kallispell, Mont., has left there and gone to a Chicago Medical College.

—John Hollenitsch, who has been doing relief work at Litchfield and other places, has accepted a good position with Mr. F. P. Parke, at Tracy.

—George W. Bloomhardt, Keller, Wash., F. H. Haeking, Wood Lake, Minn., and R. Bridge, Heber, Utah, have sold.

—J. D. Webb is leaving Duluth to take a good position in Noyes Bros. & Cutler's laboratory, St. Paul.

—D. M. Newbro has sold his interest in the Montana Drug Co., Butte, Mont.

—Miles Sheerin, a Rainier, Or., druggist, was robbed of \$400 a few days ago.

—J. F. Nagel has withdrawn from the Robertson-Nagel Drug Co., Minneapolis.

—Spicer & Knapp, Hastings, Neb., have filed articles of association.

—O. T. Kjauraug has gone to work for Mr. Mossberg, of Willmar.

—John J. Ogg, Minneapolis, is negotiating to sell.

—J. C. Brown has gone to Jeffers to work.

—Louis W. Sautter, Omaha, Neb., has given bill of sale.

—R. Robinson, Omaha, Neb., is to sell.

ST. LOUIS.

ST. LOUIS DRUG CLERKS' SOCIETY.

St. Louis, Sept. 28.—The St. Louis Drug Clerks' Society has taken a new lease on life and promises to be very much in evidence this winter. For the past two years or more, general interest in the organization had been gradually dying out. Many of the old members had become proprietors, some had left the city or studied medicine or dentistry. The membership gradually dwindled down, no one looked after the collection of dues, and no special effort was made to secure new members. About two months ago a few of the remaining old members held a meeting and laid plans for reviving the organization. Four or five of these members had come into positions where they could devote a reasonable amount of time to this work and they took hold of it in earnest, made a thorough canvass of the city, calling upon every registered drug clerk. They have already secured over fifty new paid up members and have good prospects of securing as many more in the near future. One of the main desires is to get the society in such a condition that permanent quarters can be maintained where they can have the Bureau of information and a reading room, in fact, headquarters for drug clerks, open at all times. Mr. Soellner and Mr. Kaufmann took a trip to Chicago last week to see how the Chicago Drug Clerks' Association was run and they came back more enthusiastic than ever. The very great demand for drug clerks in this city for the past year, has very perceptibly increased salaries and shortened the hours of the clerks. With scarcely an exception the proprietors heartily approve of the clerks taking an interest in this organization.

NOTES.

—The St. Louis Paint, Oil & Drug Club held a special meeting last Wednesday night to select delegates to the convention of the National Paint, Oil & Varnish Association to be held at Niagara Falls beginning October 8th. The following members were chosen: H. H. Clark of the Waters Pierce Oil Co.; Mr. Wiedner of the Wader Paint Co., and Mr. Venable of the Berry Varnish Co. Besides these delegates, about twenty other members have signified their intentions of attending the convention. Guy Hallingsworth has been employed to represent the Moffitt-West Drug Co., in southern Illinois to fill the vacancy caused by the recent death of J. G. Churchmann.

—Word has just reached here of the sudden death of Wm. S. Thompson, of Washington, D. C. It is a sad shock to the many St. Louis pharmacists who became personally acquainted with him during the convention here last week. The prominent and active part he took in that meeting increased the admiration of his old friends and won the highest regards of many new ones.

—L. P. Hemm, of Kirkwood, Mo., has placed his two drug stores in charge of his brother, Prof. Francis Hemm of this city, and has left for Arizona where he

hopes to recuperate his health. Prof. Hemm has employed A. N. Reitz of this city as manager of one of the stores, and placed his son George in charge of the other store.

—Druggist F. C. Merker, of East St. Louis gained considerable notoriety last week by displaying in his show window a jar containing the heart of a negro who a few days ago had been shot by a farmer while stealing chickens. The display aroused the indignation of the colored people.

—Frank L. E. Gauss, for the past few years in charge of the local office for The Searle & Hereth Co., has been called to a position at the Company's headquarters in Chicago. In the future he will have charge of the branch offices in various parts of the country.

—O. H. Geyner, manager of the Star Drug Co., Broadway and Market streets, was married September 24, to Miss Inez Tippen of the South Side. It was quite a surprise to their many friends. The ceremony was performed at the M. E. Church of Belleville, Ill.

—The drug store at 3000 Olive street will in the future be known as the J. H. Blum & Co. Pharmacy. The store was recently purchased by J. H. Blum and H. A. Kalbfleisch. The latter gentleman will be manager of the store.

—Chas. Whitney, formerly chief clerk for W. S. Flemming, Seventeenth street and Washington avenue, has accepted a similar position with M. J. Noll, Goodfellow avenue, and Suburban Road.

—F. C. Wangelin has sold out his drug store at Thirty-fourth street and Laclede avenue, and gone to his old home in Belleville. He says he has had enough of the drug business.

—Theo. H. Specht, formerly a druggist in the far southwestern part of the city, is now chief clerk for F. T. McAuliffe, 1001 O'Fallon street.

—E. R. Drace has closed his store at 3200 Chestnut street, and announced his intentions of permanently quitting the drug business.

—E. G. Bauer, for several years chief clerk for E. J. May, 4201 Olive street, has gone on the road for H. K. Mulford & Co.

—The Doehring-Brenner Drug Co., is moving its store from Fifteenth and Monroe streets, to Lee and Neustead avenues.

—Ed. Barmineir has been placed in charge of E. A. Medler's recently purchased drug store at John and Florissant avenues.

—Dr. F. J. Minich, in charge of the City Department for the J. S. Merrell Drug Co., is quite ill at present writing.

—The St. Louis Saturday Night Drug Club will hold a banquet at the St. Nicholas Hotel next Tuesday night.

—W. J. Schneider, druggist at 6343 Michigan avenue, is slowly recovering from a stroke of paralysis.

—On last Monday R. C. Crooks opened his new drug store at St. Louis and Arlington avenues.

—Chas. H. Zahn opened his new drug store at 1954 Sidney street, last Thursday morning.

SOFT CAPSULES.

The original manufacturer of soft capsules in this country was the firm of Dundas Dick & Co. This firm was established in 1865 by Mr. Dundas Dick, who had previously manufactured soft capsules in Glasgow, Scotland. Mr. Dick died about six year ago, but the business has been continued without change of firm style and under capable management. Dundas Dick & Co., have established an enviable reputation for the purity of their goods. Their Devita Sandalwood Capsules are claimed to be the best made, and are quite generally prescribed by physicians for diseases of the genito-urinary organs. They are put up in packages retailing at \$1.50 and cost the dealer \$12.00 per dozen.

Druggists desiring cash register paper of the best quality and at a reasonable price will do well to write for a price list to the Standard Cash Register Co., Wabash, Ind., before ordering their next supply. This concern is also prepared to sell modern cash registers of all styles at very reasonable prices.

THE SOUTH.

ATLANTA DRUGGISTS LOSE.

Memphis, Sept. 27.—In the injunction suits of the Jacobs Pharmacy Co. against Brown & Allen, and others, fourteen in number, Judge J. H. Lumpkin last week handed down his decision, which is in favor of the Jacobs Pharmacy Co. The decision is the first rendered under the Georgia Anti-trust law, which was passed by the Legislature in 1896.

It was prayed by the Jacobs company that the defendants be enjoined from carrying on the alleged boycott; that they be enjoined from calling the plaintiff "the aggressive cutter;" from fixing a list of prices for drugs and patent medicines; from requiring that a card be issued to travelling salesmen, and from anyway singling out or designating the plaintiff as a cutter of prices. The defendants answered all this by saying they were compelled to adopt a scale of prices. They denied that they had violated the law. The case has been in the court for some time and has attracted a great deal of attention. A \$50,000 damage suit was filed by Jacobs at the same time as the petition for injunction, but this has not yet come to trial.

Following is the portion of Judge Lumpkin's decision which relates to the Anti-trust law:

But even if at common law the action of these defendants could not be held unlawful, it is expressly so under the act of the Legislature of this State passed in 1896. By that act it is declared that "all arrangements, contracts, agreements, trusts or combinations between persons or corporations made with a view to lessen, or which tends to lessen, full and free competition in the importation or sale of articles imported into this State, or in the manufacture or sale of articles of domestic growth or of domestic raw material, and all arrangements, contracts, agreements, trusts or other combinations between persons or corporations designed, or which tend to advance, reduce or control the price or cost to the producer or to the consumer or any such product or article, are hereby declared to be against the public policy, unlawful and void."

A violation of this provision of this act is made criminal, and it is provided that any person injured by any such arrangement, may sue and recover the full consideration by him for any goods, the sale of which is controlled by such combinations.

The judge wound up his elaborate opinion with the following order:

"Upon the whole case I hold that the defendants who are members of the Atlanta Druggists' Association and that association should be enjoined from sending out to wholesale druggists or proprietors of proprietary medicines through the mails, or delivering to them otherwise, the letter and agreement set out in exhibits A and B to the petitioner, or seeking to cause the latter to be signed by means of the letter sent out in exhibit A or other like means, or sending out any letter, circular or agreement of similar character or import, directly or indirectly, to wholesalers, jobbers or proprietors, and from issuing to salesmen and causing to be signed the card or agreement attached to the petition as exhibit C, or any card or agreement of similar import or purpose; and from in any manner threatening or seeking to intimidate proprietors or wholesalers, and so prevent them from selling to plaintiff as a cutter or aggressive cutter, and from conspiring and from seeking to prevent wholesale or other druggists from dealing with or selling to plaintiff by direct or indirect threats of cutting off their means of obtaining goods or merchandise, or causing such means to be cut off if they should deal with or supply the plaintiff, and from taking part or causing them injury or loss of custom in carrying out any conspiracy or combination for that purpose, and from designating or pointing out the plaintiff to other druggists' associations or their representatives as an aggressive cutter, and from writing or sending through the mails any card, circular, letter and other written or printed communication conveying or intended to convey to proprietors or wholesalers throughout the United States that plaintiff is an aggressive cutter and under the ban of the local association, or of similar import."

Tried to Warn McKinley.

Memphis, Sept. 28.—According to the story of H. S. Test, a druggist of North Memphis, the President could have been warned of his assassination had he taken the trouble to make an appointment to meet Mr. Test last October. Mr. Test says he wrote to the President and registered the letter for which he never received an answer. Had the President replied Mr. Test would have gone to Washington and given him warning. Mr. Test again wrote, this time to the President's wife. This letter was also unanswered. In it he made the same statement that he did to the President. Just before the fatal bullet was fired Mr. Test remarked to a customer that the President would be assassinated and the repetition of this remark coupled with subsequent events caused no little comment. The druggist claims that the warning came from God and regrets exceedingly that he was denied the privilege of warning the President of his impending fate.

Business Picking Up.

Memphis, Sept. 28.—Trade with the wholesalers has shown a decided improvement but hardly enough to justify a feeling of buoyancy as yet. The past summer has been exceedingly dull with scarcely a busy week to relieve the relaxed condition. The prospect for a lively fall and winter business, however, is excellent. The retailers in the city have been busy all during the hot season, oil of pennyroyal and other mosquito remedies supplementing the already active trade. As a soda water season the past summer has been a record breaker.

NOTES.

—S. C. Jones, a well-known salesman traveling for Powers & Weightman recently met with a painful accident in the basement of the Van Vleet-Mansfield Drug Co.'s house. In company with Mr. Tague, the firm's manager, he was going down into the vault to look at some damaged chemicals. As they reached the stairway leading to the basement, Mr. Tague stepped to one side to turn on a light. While his back was turned Mr. Jones mistook his way and stepped off the stairs and fell to the floor of the first cellar, striking the edge of the steps below on his side, and then fell through to the bottom of the sub-cellar, a distance of at least fifteen feet. Mr. Tague had the injured man removed to his room at the hotel. He found that no bones were broken, but that he was painfully bruised, so painfully in fact that it was deemed advisable to send him to his home at Bloomington, Ill. Mr. Jones is between sixty and seventy years old and his escape was miraculous. In his fall he struck a sharp corner and to the presence of a thick price list which he always carries in his pockets, he probably owes his life.

—News has been received in Eatonton, Ga. that Respass Nesbit of that city died in Manila, P. I. several days ago. He embarked for the Philippine Islands about two years ago as a member of the U. S. hospital corps in which he held the position of pharmacist. He was preparing to leave for home when death overtook him. He leaves a mother, two brothers and a sister to mourn his untimely end. He was a son of the late Dr. Richard H. Nesbit.

—J. D. Martin, until recently with the Van Vleet-Mansfield Drug Co. was married to Miss Olga Norvelle of this city, on September 12. Mr. and Mrs. Martin will make Shreveport, La., their future home, as he has accepted a position with the Morris-Dickson Drug Co. of that city.

—Besthoff's drug store, Main and Union streets, has been renovated and remodeled and now presents a very handsome appearance. New fixtures in cherry and gold with wall paper in harmony, make the store one of the most attractive in the city.

—A. Lillybeck, the wholesale druggist at Meridian, Miss., is dividing his vacation between Newport, Long Branch and other Eastern resorts. He will visit the Pan-American Exposition before he returns.

—E. T. Warnock has resigned his position and sold his stock in the Hessig-Ellis Drug Co. and now has charge of the traveling men for the Van Vleet-Mansfield Drug Co.

—Dr. George F. Payne, of Atlanta, Ga., but formerly of Macon, whose present term as a member of the state Board of Pharmacy has expired, has been re-appointed.

—Dr. Clark and Mr. McGehn will open a new drug store at Meridian, Miss., at an early date. Mr. McGehn will be in charge.

—G. E. Chalquist, formerly with Hammer and Ballard of this city has accepted a position with the Scholtz Drug Co., Denver, Col.

—The Bradford Drug Co., of Lagrange, Ga., sustained a loss of several hundred dollars by fire on Sept. 16.

—W. A. Webster, travelling for the W. S. McNeill Chemical Co., was in the city this week.

—The Walter Smith Drug Co. at Okala, Miss., has been succeeded by Brown & Bearden.

—W. A. Dozier, the Hotkissburg druggist, will shortly open a branch store at Laurel, Miss.

—P. P. Van Vleet has gone to New York on a business trip

NEW ORLEANS.**The May Pharmacy.**

New Orleans, Sept. 28.—The trade and business generally is still watching for the sale of the establishment of the late General Eugene May. For seventeen years May's Drug Store at Chartres and Canal streets has been a landmark of New Orleans and it has been the best known retail establishment in the city. The annual receipts of the establishment have been estimated at \$125,000. General May, long before his death, had frequently said he would retire as the duties of the business were a heavy burden. In his will there was a clause providing that the business should be sold as soon as possible and the proceeds divided among a mother, widow and an invalid child. The popularity of the establishment has never waned and had it not been for the expressed wish there would be no sale. However, bids are being received and within a month it is more than likely that the store will pass into other hands.

Testing the Pharmacy Law.

New Orleans, Sept. 28.—John A. Bastian, a local druggist, proposes to test the constitutionality of a law governing pharmacists. Last spring Bastian was charged by C. P. Godbold, secretary of the Board of Pharmacy, with violating a statute in not having a registered pharmacist in charge of his establishment. After the charge had been made Bastian employed a regular qualified clerk, but not until he was threatened with a new charge of violation for every day he conducted his business in violation of the law. After hearing the evidence, Judge Gill of the First City Criminal Court, imposed a fine of \$100 with the alternative of serving thirty days in jail.

Before the case went to trial, Bastian, through his attorney, filed a demurrer to the affidavit on the ground that it charged no crime, and that the law which he was charged with violating was illegal and unconstitutional. The appeal will be taken on these grounds.

NOTES.

—Max Samson is attending the 49th session of the American Pharmaceutical Association in session at St. Louis.

—George McNulty has recently thoroughly refitted and beautified his Camp street drug store.

DR. ROBERT H. LANSING, who had the distinction of having established the oldest drug house in the State, died recently in Chillicothe, Ohio. His name has been connected with present store in Chillicothe since 1843. For almost 60 years his pharmacy has occupied the building on the corner of Paint and Second streets and is one of the most widely known establishments in Ohio. Dr. Lansing was a charter member of the Chillicothe lodge of Odd Fellows and was the oldest living member of the Order in the State. He was also a charter member of the Logan Tribe, No. 9 of the Improved Order of Red Men, was a member of the Knights of Pythias and one of the most prominent Masons in Ohio. His death was caused by the infirmities of old age.

PREPARING SPONGES FOR THE MARKET.

A Magnificent exhibit of Mediterranean sponges was given at the Broadway Central Hotel in New York by the Smith, Kline & French Co., of Philadelphia, Sept. 16 to 27. It was conducted by Mr. Albert Hart, manager of their sponge department. These sponges come from the waters of the Mediterranean Sea, off the coast of Turkey. They are dived for in deep water, without the aid of apparatus, as the use of the apparatus has been forbidden by the Turkish government for many years, to prevent excessive fishing and deterioration in the growth and quality of the sponge, which requires about three years to obtain proper formation, and the supply was thereby decreased and the cost enhanced. The same conditions now exist in the Florida waters, where we obtain the sheepswool sponge, and our government has recently placed restrictions on the fishing to the extent of forbidding the taking out of the water all sponges that have not attained growth of four inches, and has also sent a representative there to study the question of cultivating the beds.

Sponges in their natural condition are unsightly objects, and look more like black jelly fish than the much prized and useful toilet article. After being taken out of the water they are laid out to decompose, a process which is observed best at a distance. They are then thoroughly cleansed in sea water, and treated with lime to obtain a pleasing color, which leaves them a pretty biscuit shade, which is known to the trade as their natural color. Of course much depends on the quality of the sponge as to the results obtained, for the reason that the coarser grades are much darker, and it is customary to treat them with strong acids and bleach them to various shades of yellow. This process, we need hardly say, seriously injures the fibres of the sponge, and we earnestly recommend the use only of those sponges that have not been treated this way. The finer grades of sponges are then sanded, compressed and packed in cases, and shipped to the London market, where they are sold by the merchants to such wholesale dealers as are members of the close association, controlling the output of the Mediterranean goods. This privileged class, in turn, distribute them all over the world. None but members of this select association can obtain these goods except through dealers connected with them, and no new members are admitted without the consent of the majority, which is very difficult to obtain. It is for this reason that the Smith, Kline & French Co. derive their advantage in being able to place such a superior grade on the market at more advantageous prices than other houses in this country. Mr. John Hart, father of their manager, is one of the oldest members of this association, and he personally selects and buys all their goods on a commission, thus



BANK OF UNIFORM SIZES.

securing them an advantage of about twenty per cent. over all competitors, with the additional advantage that the goods are shipped in their original compressed condition, thus saving freight and other expenses. These goods come into the London market at a certain season of the year, and the first parcels received are the pick of the season's catch, and the representative of the Smith, Kline & French Co. has instruction to purchase of these first shipments the finest qualities obtainable. Upon the arrival of the goods in Philadelphia they are cleaned of all sand and shells, and are then assorted into uniform sizes, and all poor and weak quality of sponges thrown out. The grading of sponges to a uniform size has been much appreciated by the trade, as formerly it had been the custom to pack several sizes in one case, making it more difficult for the retailer to price them. A prominent feature of the lower cut is the banking of rare cup-shaped sponges every size being represented, and the importers take pride in this line of goods, perfect ones being very hard to secure, as cases usually contain a percentage of flat, solid sponges which are thrown out and packed in cases by themselves. The rapid growth of the house in the sponge trade has been obtained because of their advantages, because of the superior quality of the sponges offered, and the carefulness exercised in the repacking of their goods; the uniformity of sizes, and the care taken to exclude poor sponges. The guarantee accompanying the goods, to the effect that should a sponge be tried and not prove satisfactory it will be replaced, forms additional inducement for purchasers of this house.

Change in Name.

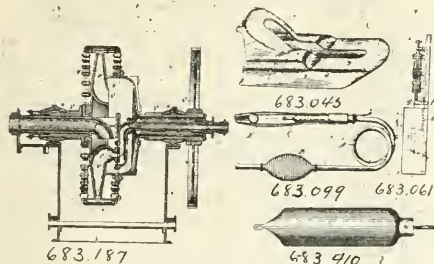
Buyers of paper boxes, either of the folding variety or for drug, jewelry or confectionery purposes, will be interested in knowing that the Sudbury Paper Box & Machine Co. have succeeded Cox & Co. at 79 Sudbury street, Boston. They not only make all kinds of paper boxes, but are printers, embossers and lithographers.



A CORNER OF THE EXHIBIT.

T. A. Wilson & Co., the manufacturing opticians of Reading, Pa., turn out each day 10,000 pairs of spectacles. The company claims that their low priced Coquille spectacles and eye protectors are the best in the market. Druggists who carry a line of optical goods should give Wilson & Co.'s goods a trial. Prices are right and all jobbers carry a stock. Send for descriptive circulars to T. A. Wilson & Co., Reading, Pa.

Patents, Trade Marks, Etc.



PATENTS.

Issued September 24, 1901.

- 683,044.—Richard E. Holder, Columbus, Ind., Bed-pan.
 683,061.—Hermann Nordmeyer, Celle, Germany. Portable filtering apparatus.
 683,075.—Adam Schneider, Berlin, Germany. Appliance for cleaning the teeth.
 683,069.—Arthur E. Bonesteel, Central City Colo. Syringe.
 683,187.—Ernest Solvay, Brussels, Belgium, assignor to Solvay Process Co., Syracuse, N. Y. Apparatus for drying bicarbonate of soda.
 683,210.—Edward C. L. Kressel, assignor of two-thirds to T. Hill-Jones, London, England. Alimentary extract and making same.
 683,343.—Adolph Sorge, Jr., Chicago, Ill. Apparatus for purifying water.
 683,410.—Oscar Mussinan, New York, N. Y., assignor to Dennison Manufacturing Company, Boston, Mass. Collapsible tube for containing semiliquid substances.

TRADE-MARKS.

Registered September 24, 1901.

- 27,107.—Remedy for Skin and Blood Diseases. George E. Remick, St. Louis, Mo. The pictorial representation of a sheep's head on a red circular background.
 37,108.—Medicines for Certain Named Diseases. Dr. J. C. Brown Medical Co., Albany, N. Y. The word "Rutebra."
 37,109.—Ointment. Arthur Collins Stewart, Boston, Mass. The word "Claranol."
 37,110.—Dismfectants and Germicides. Gustave A. Stoehr, Elgin, Iowa. The word "Tarsol."
 37,111.—Toilet Soap. Allen Conkling, Chicago, Ill. The words "Bitter Sweet."

LABELS.

Registered September 24, 1901.

- 8,701.—Title: "The Bactericidal Remedy Co.'s Cholera-remedy." (For a Medicine) The Bactericidal Remedy Co., Wahoo, Neb. Filed August 29, 1901.
 8,702.—Title: "Panik's Conct. Tinct. Passiflora incarnata or May Pop." (For a Medicine) John B. Daniel, Atlanta, Ga. Filed August 29, 1901.
 8,703.—Title: "Anti Cyst." (For a Medicine) H. L. Miller, St. Louis, Mo. Filed August 31, 1901.

PRINTS.

Registered September 24, 1901

- 443.—Title: "Woodland Violet Specialties." (For Perfumery and Toilet Supplies) George E. Tooker, New York N. Y. Filed August 31, 1901.

Chocolate Chips.

High class confectionery has long been a popular and profitable side line of many druggists, and one of the confections most called for to-day is Trowbridge's Original Chocolate Chips. This is a delicious confection and has made a hit with the people. Druggists who have not already handled it and who wish to give their customers something that will please them, should get a supply at once. Can be bought of any jobber in 100, 1/2 lb., and 1-lb. boxes; also in large and small pails. Manufactured by the Trowbridge Chocolate Chip Co., Meadville, Pa.

A Curious Thermometer.



In these days of bric a brac and curio worship, the most curious and rare of such articles are usually ornaments, and ornaments only. Some time ago, Mr. E. Kessling, the well known manufacturer of clinical thermometers, came into possession of the beak of a sawfish—the dangerous looking weapon of offense and defence of that rare and curious inhabitant of the ocean. This beak is composed of bone, and is about three feet in length, tapering from a width of 7 inches at the base to 2 1/2 inches at the extreme end, and having a row of ferocious teeth on each side, 30 in all, making a veritable saw. It is said that this butcher of the sea carves up its victims to suit its masticating capacity, by means of this saw.

After receiving this saw, Mr. Kessling had it polished and mounted, and having attached a thermometer, obtained a most useful and curious ornament, which is on exhibition in his salesrooms. During these hot days, however, one contemplating a plunge in Old Ocean begins to feel creepy on seeing this curio, since it brings to his mind most vividly what kind of society he contemplates entering.

A New Bottle.

One of the most important features of every article handled by a druggist under his own name is to have a neat and attractive container. The "gem panel" bottle should interest druggists who put up liquid preparations. While it retains the features of the old ball neck panel, it is very different in appearance, having an oval front and curved neck and shoulders. The bottle was patented April 10, 1900, and has the appearance of a regular prescription bottle of much more than its actual capacity. The price is the same as for ordinary panels and any druggist can obtain a sample by writing to the manufacturers, Address the Saltsburg Bottle Works Co., Ltd., Pittsburg, Pa.

Aseptuloid.

Aseptuloid is the trade mark for a perfectly ventilating and thoroughly aseptic celluloid vacuumation shield. Druggists can obtain them through their jobbers at 75c. per dozen, or from the maker, E. Kleinschmidt, 122 Fulton street, New York.

NEBUCHADNEZZAR

was a lucky youth and at an early age manifested an inclination to run things. He got himself elected Mayor of Babylon the fall of which is attracting some attention at Buffalo and things were wide open in that city from that time on. His speedy gait caused a complication in his belly with the result that the Common Council acting upon the advice of the prestidigitators, etc., who hung around the city hall looking for a soft thing, declared his trolley to have slipped the wire. For eight years he thought he was a billy goat and played the role of the boss ram in the sheep pasture. He then took the gold cure, survived it, reformed and offered a reward to anyone who could produce a soft, healthy, artificial feeding apparatus for the infants of his harem. Had "Imperial" Nipples been known at that time theirs would have been the "Gran Prix."

MARKET REPORT.

NEW YORK MARKET.

FAIR BUSINESS REPORTED.

New York, Oct. 1.—A fair general demand is reported with the distribution covering a large variety of articles but a return of milder weather has checked the movement of the Fall and Winter goods.

OPIMUM.—Tame conditions prevail throughout the market and quotations remain nominally unchanged at \$3.25 for 9 per oz. and \$3.45 for 10 per oz. for 11 per cent. Powdered is quiet and easy at \$4.00 for 10 per oz. and \$4.75 for 5.00 for granular, and \$5.10 for 5.25 for 16 per cent.

MORPHINE.—Dealers report a continued fair jobbing business with prices unchanged on the basis of \$2.20 for 2.40 for eighth, as to brand, less the usual rebate of 10c per oz. on lots of 10-ozs or over.

QUININE.—Domestic manufacturers have reduced quotations 5c per oz. and the revised jobbing range is 27c for bulk in 100-oz tins, 27½c for 50-oz tins, 28c for 25-oz tins and 34c for 10-ozs in ounces.

SENEGAL ROOT.—Values are again firmer owing to the scarcity, both here and in producing markets, and jobbers have advanced quotations to 70c for whole and 75c for powdered.

HYPOPHOSPHITES.—Manufacturers have reduced quotations 5c per lb. and jobbers now quote 70c for whole and 75c for powdered.

CITRIC ACID.—Owing to a decline of 1c per lb. in manufacturers' prices, jobbers have reduced quotations to 36½c for 37c in bbl. 37c for 37½c in kegs and 42c for broken lots.

CINCHONIDIA.—The market is easier and jobbing quotations have declined to the basis of 27c for bulk in 100-oz tins, as to brand and quantity.

CASTOR OIL.—Manufacturers' prices are higher and jobbers have advanced quotations to 13c for 13½c in bbls. 13½c for 14c in cans and 14½c for 15c in cans. Crystall 1c per lb. higher.

OIL WINTERGREEN.—Supplies are light and market firmer with jobbing prices advanced to \$1.00 for 1.15 as to quality and quantity.

OIL SWEET ALMONDS.—Foreign markets are easier and spot jobbing quotations for time have declined to 60c for 70c.

UNION SALAD OIL.—Manufacturers have advanced quotations 2c per gal. and the revised jobbing figures are 70c for 75c in bbls. and 65c for 70c for less.

COCOANUT OIL.—The tone of the market is firmer and jobbers have advanced quotations to 19c for 22c for bulk and 20c for 25c in pound cans.

MENTHOL.—With the market better supplied and the tone is again easier with jobbing prices showing a further decline to \$4.50 for 4.75. Ounces unchanged at 35c for 40c.

COPPERAS.—The market is weak owing to competition among manufacturers, and quotations in a jobbing way have declined to \$5.61 for 6.00 per 100-lbs. by the bbl. and 24c for smaller parcels.

ORRIS ROOT.—Jobbing quotations are a shade lower and the revised figures for 100-lbs. for whole Verona, 17c for 20c for powdered, 16c for 20c for whole Florentine and 20c for 25c for powdered.

BLANSEED.—A slightly firmer market is noted and jobbers have advanced quotations to \$7.25 for 7.50 per bbl. for whole cleaned and 55c per lb. for less than a barrel. Ground by the barrel is held at 44c for 48c and smaller parcels 54c.

STIGMALLS.—Blue Aleppo are firmer in sympathy with foreign markets and jobbers quote 22c for whole, 23c for 25c for bruised and 24c for 26c for powdered.

COCHEINIL.—Market easier with jobbing prices reduced to 20c for 25c for whole and 25c for 30c for powdered.

GUM KING.—Jobbers have advanced quotations to 60c for 70c for whole and 80c for 90c for powdered.

IPECAC.—An easier feeling has developed and jobbing prices have declined to \$3.30 for 3.50 for whole, \$3.35 for 3.55 for ground and \$3.40 for 3.60 for powdered.

ERGOT.—Spanish is lower with jobbing parcels obtainable at 60c for 70c for whole, 65c for 75c for sifted and 70c for 80c for powdered.

SULPHITE OF SODA.—Jobbing quotations have been reduced to 7c for 10c.

FORMALDEHYDE.—Jobbers have reduced quotations to 10c for 15c in carboys and 27c for 35c for less.

SANTONIN.—Values are higher in sympathy with crude material and jobbers quote 85c for 90c per lb. and 42c for 50c per oz for crystals and 30c for 40c for 50c per lb. and 43c for 50c per oz for powdered.

LARKSPUR SEED.—Very scarce and trading upward with jobbing prices advanced to \$1.00 for 1.15 for whole and \$1.50 for 1.75 for powdered.

Four-Fold Liniment is sold to drug stores, never to department stores.

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A Good Salesman.

It is an acknowledged fact that a neat, clean show-case, attractively dressed, is, in itself, a good salesman for any line of goods. Customers are often attracted by a display in a show case and become purchasers of articles that, if kept on a shelf, would not be sold at all. The M. Winter Lumber Co., Sheboygan, Wis., make a specialty of drug store fixtures and fittings of all kinds. The Cornwell Pyramid Floor Show Case, manufactured by this concern is in many of the best equipped drug stores in the United States, and is endorsed as perfect in every detail. The illustrated catalogue recently issued by the M. Winter Lumber Co., gives a full description of this case, and is a complete book of store fittings. The catalogue is 272 pages, size 7½x11. It is mailed to any merchant on receipt of 25 cents.

Lanola.

A widespread demand has sprung up for Lanola the new skin food, and the Billings Clapp Co., Boston, had repeated orders from druggists in all sections. Lanola is for skin complaints of all kinds, and yields the druggist a good profit. Advertising matter and a liberal quantity of samples can be had from the distributing agents, Billings Clapp Co., Boston.

The Pharmaceutical Era.

EVERY THURSDAY.

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THE ATLANTA DECISION.

In the news columns of last week's issue of the Era appeared a report of the decision of Judge Lumpkin, in the injunction suit brought by a firm of retail druggists against fourteen members of the Atlanta Druggists' Association. This association is a local division of the National Association of Retail Druggists, and has endeavored to maintain prices and prevent cutting by the N. A. R. D. plan. The dealer filing the petition for the injunction asked that the members of the association be enjoined from calling him "the aggressive cutter," and from carrying on an alleged boycott against him. The decision is in favor of the dealer and against the members of the association, the judge declaring that the action of the defendants is expressly unlawful under an act (the Anti-trust law) passed by the legislature of the state in 1896, even if it could not be held unlawful at common law.

This case has, from time to time, received attention in the columns of the pharmaceutical press, and the decision is important, as it is the first to declare the operation of the N. A. R. D. plan unlawful. Similar suits have been brought in California, West Virginia, and other States, but the decisions have hitherto, in each case, upheld the right of associations to employ the methods proposed in the plan. It will be interesting to note the influence of this decision upon the deliberations of the N. A. R. D., which meets in Buffalo this week. There is considerable sentiment in

favor of the general adoption of the N. A. R. D. plan. How much this will be influenced by the opposition which the friends of the plan may now expect to encounter in states in which an anti-trust law is in force remains to be seen. Advocates of the Worcester plan will no doubt use this set-back as an argument for the adoption of the method which they favor. The members who have enjoyed the benefits of the N. A. R. D. plan will not readily give up a system which they have found to work in the interest of the retail trade. One unfavorable decision need not discourage any one, and should not prevent any druggist from joining his brethren in their fight with the cutter. No great progressive movement can be expected to move along without an occasional check. The litigation in Atlanta involves a suit for damages amounting to \$50,000, which has not yet come to trial. A violation of the anti-trust law is made a criminal act, and any person injured by such an arrangement may sue for damages. A bitter fight may, therefore, be expected.

SIDE LINES IN THE DRUG BUSINESS

The younger members of the drug fraternity are apt to think that the business or profession of pharmacy has sadly degenerated since the good old days before they appeared upon the scene. From the utterances of writers and speakers upon pharmaceutical topics, one naturally receives the impression that there were other and better days, when pharmacy was a profession only, and the apothecary could earn a fair income from the preparation and dispensing of medicines alone. The necessity of filling the show-cases and windows with articles having no place in the Pharmacopœia is commonly spoken of as a disagreeable feature of the modern drug business with which the apothecaries of former years had nothing to do. We are accustomed to think of the pharmacist of the past as a man of science placed far above the ordinary worries of business, and sought by the physician and general public as the only one competent to prepare the remedies necessary to cure the ills of mankind. It is only natural that the young druggist should think that in the constant endeavor to restrict the right of dispensing drugs the pharmacist is only trying to regain a source of livelihood which he formerly enjoyed, and of which he has been unjustly deprived.

In contrast with this common idea that the druggist of fifty years ago was a pharmacist pure and simple, is the description of the conditions actually prevailing at that time, presented at one of the

British conventions during the past summer. The druggist and chemist of the early part of the nineteenth century was depicted as doing a business of an extremely varied character, prescribing freely for many ailments, acting as a general dental practitioner, dealing in paints and colors, selling veterinary preparations and carrying quite as many side lines as the pharmacist of to-day. Although not so well educated as the dispensing pharmacist of the present time, he was more generally useful to the community, more highly respected, and usually made a good living. The conditions prevailing in the United States were probably somewhat different from those of England during the time referred to, but in general they were much the same. The sale of poisons was unrestricted, and physicians not only dispensed freely, but prepared many of the remedies employed in practice. It seems, therefore, that side lines have always furnished a large proportion of the druggist's income. If there did not happen to be sufficient demand for his professional services to occupy all of his time, he was willing to be useful in other ways. The successful druggist of the present time proceeds in about the same way. If he has time and space for the proper display and sale of side lines, these will serve as a source of income without increasing the expenses of his establishment. If some of the trade which was formerly his has been taken from him by the competition of other lines of business, why not retaliate and add another side line to make up for the loss? It often appears as though a large proportion of the time spent by druggists in seeking relief from existing evils by legislation and other means could be more profitably spent in studying the requirements of the times and adapting business methods to the conditions observed.

A NEW CO-OPERATIVE SCHEME.

One of the new departures in the nature of side lines in drug stores is an enterprise described in a recent news item from Boston. It consists in the establishment of numerous agencies, for the purpose of furnishing umbrellas to persons who suddenly find themselves in need of these useful means of protection. It is, in fact, an umbrella lending scheme. The payment of a small fee to the association entitles any one to the loan of an umbrella from any of several hundred stands scattered throughout the city. If caught in a sudden shower a person who has paid this fee can step into the nearest drug store, and, upon the presentation of a card, receive an umbrella from the stand. When the rain-cloud has passed, he can relieve himself of a burden, which is no longer necessary, by depositing it in another stand, receiving a card or check in return. This borrowing and returning may be repeated as often as occasion may require.

This novel scheme should become very popular, especially in the eastern cities, where the weather is famous for its capriciousness and the government prognostications are notoriously uncertain. No one carries an umbrella unless obliged to do so, and the well-known perversity of this useful article in never being at hand when required is the cause of much loss of temper. The universal bedraggled appearance and the irritability of temper observed upon the streets and in the cars of our cities during a sudden

shower indicate a very lively want for an umbrella supply association of some kind. The druggist or cigarman to whom one of these stands is intrusted cannot fail to benefit by the arrangement, for rain would bring people into their stores, with the vague sense of wanting something which wet weather is known to produce, fresh upon them, and the cigar case, soda fountain or syrup of wild cherry bottle would be at hand to supply the want. Now that this enterprise has been established, it seems strange that some such arrangement has never been thought of before. How much better to own a share in several thousand umbrellas literally standing about waiting to be used in all parts of the city than to claim individual ownership in from one to one-half dozen which are usually lost and never at hand when wanted. We expect to see this system extended to other articles of common use. A great convenience to the public cannot fail to have its reward, and there is no reason why the druggist should not receive his share.

POLITENESS IN BUSINESS.

In no other avocation are good manners and urbanity of behavior so necessary and their absence so noticeable as in the retail drug business. The druggist cannot afford discourtesy, ungraceful demeanor, bearish, disagreeable speech. He is often vexed to be sure, and suffers many peculiar annoyances, but he should at all times endeavor to wear a smile of amiability, and be suave and soft spoken. Servility and obsequiousness are to be avoided, their intent is plainly obvious, and repel rather than attract. A happy mean is attainable, and the druggist does well to attain and retain it, though it is annoying to wait upon a dirty urchin whose wants are embraced in the terse expression "Gimme a stamp." An illustrative episode in a well-known store is worthy of mention. A little girl timidly asks for a postage stamp, is cheerfully supplied by the proprietor himself, who also presents her with a pretty picture card accompanied with a few pleasant words. A shy "Thank you, sir" and the girl departs. A bystander asks "Who is she?" "I don't know," is the answer, "Why did you give her that card if she isn't a customer?" "She'll be a customer some day," comes the reply, and he is right. The little girl and her playmates will come to that store for their small supplies, their parents too, will patronize the druggist who has a kindly word for their little ones, and the seed so easily sown bears fruit many fold. In the drug store, especially, is knowledge of human nature essential. The druggist must listen patiently to descriptions of the ills and misfortunes afflicting his patrons, he must be ready with his sympathy and the many little acts of kindness and thoughtfulness so grateful to their recipient. Each kindly courtesy may not gain or keep a customer, but it cannot drive one away. Placed upon no higher plane than this selfish one, politeness pays. But the politeness that is assumed, that is seen to be but masking the true nature behind it, is of little worth compared with true gentility and nobility of soul.

FORMAZOL is a preparation put up in tablets, which are burned in an apparatus, for fumigating purposes. It contains 30 per cent. of paraformaldehyde, and small quantities of iodoform, chloral hydrate, terpine, and menthol.

A. PH. A. PAPERS.

A NEW ECONOMIC ORDER IN PHARMACY.

By HARRY B. MASON.

The final goal towards which industry has been moving throughout all the centuries is an era of co-operation and combination of effort. The movement has been slow, but constant and irresistible; and the very fact that it has been in response to natural law indicates, even if there were not abundant proof on every hand, that the end is one which will better conserve the interests of man and be in harmony with his higher and ever higher development. So far as moral considerations are involved, it cannot be gainsaid that in a co-operative system men work together in friendship instead of being arrayed against each other in a fierce competitive struggle, and that thus the day is brought nearer when the brotherhood of man shall finally be realized; while, so far as economic results are concerned, the facts clearly show that the expenses of production are lessened, the demand for goods, therefore, enhanced, and the income of the individual man increased on the one hand, while the cost of the goods which he consumes is decreased on the other. So strongly are most of us wedded to the customs and institutions of the present, however, that very decided changes in government or industry are always met at the outset with opposition; and the fierce outcry which was raised at the appearance of the machine a century ago in England is now, though in lesser degree, being repeated in this country with the trust. There are admittedly certain grave evils connected with the trust, as we know it in its early history, but these evils are certainly not inherent, and I do not doubt for an instant that they will disappear when the trust has been made to yield to proper governmental regulation, as it will when society has finally adjusted itself to the new order.

But I do not desire to discuss what seems to me the almost unnecessary question of the benefits which shall arise from the era of co-operation and combination of efforts towards which industry is moving; my purpose is, instead, merely to state the fact that all industry is really moving resistlessly in that direction. This fact, viewed in the light of history, is scarcely open to doubt. In the field of production we already have in the trust a long stride toward the final goal, while in the field of distribution the rapid growth and success of the department store proves the inevitable tendency. The goal will be reached in the field of production before it will be possible in that of distribution, for the obvious reasons that there are fewer persons involved, fewer interests to harmonize, usually no obstacle of geographical position to overcome, and in general many less difficulties of all kinds to surmount. The professions will respond to the movement last of all, for in them, added to these difficulties of number and geographical position, is a still greater obstacle—the fact that personal reputation, counting for so much, and often constituting almost one's entire capital, will not readily yield to an order which in some measure means its sacrifice. Individualism is much more important in the professions than elsewhere, and will, therefore, last much longer than in other departments of activity. It may, indeed, never be wholly supplanted by co-operation, certainly not for a long while; but, nevertheless, I believe that the professions will in time succumb to the new order as well as the trades, though perhaps not with the same degree of completeness.

The New Order in the Professions.

Indeed, I am of the opinion that the co-operative movement has already reached the professions. In the profession which is generally given first rank, that of the ministry, sectarian barriers are now being broken down daily; there is a world-wide movement

towards unity of action, if not of belief; federative associations are the order of the hour; and the co-operative spirit is making rapid headway. In the profession which possibly ranks next to the ministry, that of the law, the tendency is still more pronounced. A recent writer has declared that "it is no uncommon thing in New York City to-day to find law firms employing twenty to twenty-five clerks, and having in their offices, either under salary or sharing the profits, from five to fifteen members of the bar; and—more significant still—it is in such combinations that "the strongest and best lawyers" are to be found. In medicine, the profession which contests the second place with law, and the one with which we as pharmacists are most closely connected, we find that the complete system of local, state, and national associations which has for many years been utilized mainly for social and educational purposes is now being followed—though not superseded—by the next step in organization. Associations are now being formed in several cities for purely business purposes in order that physicians may not take advantage of one another in the cutting of prices and the like, and may protect themselves against such common enemies as the "dead beat" and the legislative halls. But the co-operative movement in medicine has gone even beyond this formation of protective organizations. Combination itself has already been reached in small measure. "Medical Supply and Attendance Companies" have been formed in several cities for the purpose of contracting with subscribers to furnish them with physicians' services at a stated sum each month. And within a year Boston has witnessed the organization by a number of physicians of the "Union Medical Service Company," which was formed for the same purpose, and which, it was reported in the Boston and Massachusetts papers, would ultimately open branch offices in every city of the United States and Canada."

The New Order in Pharmacy.

It is natural to expect that our own calling, occupying a position midway between trade and profession, would be reached by the tide sooner than any of those mentioned in the preceding survey; and upon investigation this is found to be the fact. In the so-called "company pharmacy" of England and Scotland we find the principle of combination already firmly established. Beginning more or less precariously, twenty years or more ago, the company-pharmacy movement has developed and spread in Great Britain until now company after company owns twenty, forty, eighty and a hundred "shops." And last spring the next step was taken when one large company bought out another, thus gaining control of 248 stores, and having a capitalization of 300,000 pounds, or a million and a half dollars! Effort after effort has been made by the pharmacists of England to exterminate this movement by legislative enactment and otherwise, just as in this country, and more particularly in Germany, the extermination of the department store has been resolutely and perseveringly sought; but artificial law can never stop the operation of natural law, and our English cousins, discovering finally the absolute futility of their efforts, and observing the unabated growth of the movement, are now wisely attempting to regulate instead of destroy. Meanwhile, the sentiment against the companies is gradually subsiding, and pharmacists, at last learning the lesson imparted so clearly, are beginning in a small way to combine and form companies themselves.

I would not be understood as an unqualified defender of company pharmacy as it exists to-day in England. The movement has in some respects exerted an unfortunate influence, and this I shall refer to in another paragraph. On the other hand, that company pharmacy has been of undoubted economic benefit cannot be gainsaid. Basing my statements upon the

reports of five fair-minded, unprejudiced men thoroughly familiar with the conditions in England and Scotland, I may say that the companies have considerably reduced operating expenses, applied what might well be termed scientific methods to the conduct of business; avoided credit losses by adopting an absolutely cash method; and lessened the percentage expense of running a shop by increasing the amount of trade done at a given cost. It is significant that, with here and there an exception, the companies have the largest establishments in London. It is likewise significant that the clerks, except for the sentiment against companies, a sentiment which, as I have said, is now diminishing, had much rather work for the companies than for individual pharmacists. The businesses are larger, and the room for advancement therefore more ample; the division of labor is greater, and the hours of service, therefore, fewer—a condition made more desirable still by the custom of closing at seven o'clock evenings and all day on Sundays; and the profits being good, and a fair effort being made to divide them more or less equally between employe and stockholder, the salaries are much larger—from twenty to fifty per cent. larger, declares one of my correspondents.

The Need For It Becoming Manifest.

It is only a question of time when what is thus known in England as "company pharmacy" will, with certain differences, be generally realized in the United States. The conditions favorable to its development are gradually being given birth. The need for it is slowly but unconsciously coming to be felt. During the last two or three decades pharmacy has become less and less remunerative. The inevitable and natural development of the department store has taken away much of the trade in toilet articles, sundries, and even proprietary medicines; the equally inevitable and entirely natural development of manufacturing pharmacy, which is but the tardy application of the factory system to the drug industry, has taken away most of the manufacturing of medicines formerly done by the pharmacist himself; and the physicians' supply-house, which, though hated by the pharmacist, is still but a natural outcome of the tendency toward combination and centralization of effort, has taken away a considerable share of the physician's patronage, while even more of it has been taken away by the physician himself, who, impelled by the gradual lessening of his income, has been more and more given to doing his own dispensing and leaving the pharmacist entirely out of the reckoning. Nor is this all. Not only has the content of retail pharmacy—the quantity of it, so to speak—been greatly reduced, but that which is left has been rendered less remunerative through the lessening of prices and the consequent reduction of profits. Finally, as if this were not enough, the number of pharmacists has continued to increase. Not only has the pasture gotten thinner, but more and more men have been turned into it for sustenance.

Under these conditions there could be but one result. While the more capable and energetic have, by redoubled efforts, continued in the path of success, the majority have been reduced to a condition which is far from satisfactory. Discontent and restlessness have naturally developed. Grumbling has been heard on every hand, and on every lip has been the wail: "Pharmacy is a failure. No longer can any money be made in it. No longer, indeed, can we scarcely keep our heads above water." The era of industrial prosperity which has been casting its mantle over us now for two years, and which has brought warmth and gladness in pharmacy as elsewhere, has lessened the growing dissatisfaction, but when the reaction comes, as it inevitably will during the next two or three years, the old feeling is sure to break out again. And what does this feeling portend? What means this restlessness, this discontent? Simply this: The old order is gradually being outgrown, and the need for a new one is gradually being developed. The point is slowly being reached like that in the evolutionary history of an animal species when continued growth and development make necessary an organ of

hearing or one of sight, and as in the one case, so in the other, the organ will slowly follow and respond to the changes which make it necessary.

The Preparation For It Being Made.

And while thus the need for a new order in pharmacy is slowly developing on one hand, on the other preparation for its reception is unconsciously being made. I mean by this that the co-operative spirit is growing among pharmacists; and much of this growth may be attributed to the National Association of Retail Druggists. This body has made the pharmacists of the entire country to realize, as they have never realized before, that they are one in thought and purpose; that they are striving to fight the same battle, and endeavoring to accomplish the same ends; and that they should stand together in the protection and advancement of their interests. To a considerable extent, at least, mutual distrust has given way to mutual confidence; hostility and warfare have been succeeded by harmony and united action, and the energies which were formerly wasted in fighting one another have been marshaled against common enemies.

But turning from these beneficent results achieved by the N. A. R. D., other evidences may be noted of the growth of the co-operative spirit. Three notably successful mutual insurance companies among pharmacists are to be found in Ohio, Wisconsin and South Dakota, and the establishment of two or three additional ones is a probability of the near future. Several local associations have within recent years provided defense for their members in damage suits and the like, and others have lately been considering the advisability of undertaking, not only this work, but other co-operative activities as well. And, until they were seen to threaten the failure of that union of interests between retailer, jobber and proprietor, upon which the N. A. R. D. plan depends for success, "buying clubs," as well as companies manufacturing "non-secrets," had developed to a considerable extent. All these phenomena are evidences of the growth of the co-operative spirit in pharmacy, and they pave the way for, and make possible, the approaching era of combined activities, centralized control, and a more complex and highly-organized structure.

Early Beginnings of the New Order In This Country.

But while the new order in pharmacy will be ushered in very slowly, and will by no means be complete, or perhaps even well started, within the lives of any of us here present, there are already evidences of its tentative appearance among us. Within the last few years corporations owning a number of stores, like Hegeman & Co., of New York, have developed in several large cities; and other bodies controlling stores in different cities, like the Los Angeles Drug Co., have similarly come into existence. But more recently a much longer step has been taken. In Pittsburgh, Pa., forty drug stores, I believe, are now under the control of one corporation; and thus has "company pharmacy" already gotten an appreciable start in this country. In Chicago a similar effort to bring a considerable number of the best stores in the city under one centralized control was made last spring, as those of us will remember who were much disturbed by the "drug trust" reports in the newspapers and drug journals. And now, as I am writing this paragraph, the air is full of rumors from that staid old town of Philadelphia concerning the operations of some syndicate, duly incorporated, and having a capital of \$1,000,000, which proposes to buy a large number of stores, close up those which are unprofitable, and improve the others in every possible way, in each case retaining the former proprietor as manager. These beginnings are experimental; it is possible that some of the more ambitious ones will not succeed, that the need and the preparation for them have not yet proceeded far enough; but, if I mistake not, they all show the direction in which the current flows, and though they meet with obstacles at the outset, they are sure to gather force and impetus as the favorable influences continue to grow.

The precise form which the new order in pharmacy will ultimately assume it would be folly to attempt to foretell. It can only be said with probable accuracy that at first, and doubtless for a considerable period, what in England has been termed "company pharmacy" will obtain here—that is, a number of stores will be under the control of one corporation. Barring a few unprofitable stores that will doubtless be closed from time to time, each store now existing will be continued with the present owner retained in most instances as manager. As it is in England, so probably will it be the case here, that several "companies" or combinations will exist in a single city; and it seems probable that these will continue to grow in size until, fierce competition arising between them, as it did between the individual factories, a large combination formed out of them all in each city will be created, exactly as the trust was created, and for exactly the same reason.

It will, of course, be a considerable period before all individual stores will pass into combination control. Those pharmacists with whom the element of personal reputation is strong, and particularly those who have built that reputation up by virtue of professional and scientific activities, will for a long time remain in possession of their individual businesses. Nay, more, I believe that at first the number of such pharmacists will even increase in response to the growing demand for scientific services from pharmacy, and in resistance to that commercialism which is quite likely to attend combination in its early history. But when the point in the history of combination has been reached when commercialism begins to disappear through the elimination of competition, when professionalism begins to develop as a natural reaction, and when the increasing demand for scientific service will be satisfactorily supplied, the day will have arrived when even the scientific pharmacist with a large reputation will discover that it is suicidal to continue in competition. He will find it desirable to give his services to a combination which will reward him liberally, and in which, moreover, his reputation will suffer little or no diminution.

The Financial Effects upon the Calling.

So far as the financial advantages alone are concerned, it is scarcely necessary to argue that combination will result in great improvement. Indeed, it is primarily to avoid the economic wastes of the pre-existing industrial order that the new one is ushered in, and if it be doubted that these wastes will be avoided in pharmacy as elsewhere, it is only necessary to point to the history of company pharmacy in England. Despite the fact that the companies have in every case started new stores instead of buying those already in existence, thus greatly increasing competition; and despite the additional fact that they have greatly reduced the percentage of profit through the reduction of the retail price which this competition made necessary—despite these unfavorable conditions, I say, the companies have paid their managers and assistants salaries considerably larger than those paid by individual pharmacists; they have, meanwhile, paid their shareholders good dividends; and their stock can usually be bought only at a premium. In this country, where existing stores will be bought instead of new ones started, where it will not, therefore, be necessary to reduce prices and so reduce the percentage of profit, and where, moreover, it will be possible after a time to begin the closing of unprofitable stores, is it not reasonable to expect that still greater economic advantage will result? Nor will this advantage redound only to the benefit of the officers and leading stockholders in the corporation. We have seen how salaries all along the line have been increased by the English companies; and, moreover, as in the great field of industrial production the stock will more and more be owned by the wage-earners, and thus the day of real co-operation be gradually brought about, so will the clerks and managers of pharmacies in the new order be part owners in the organization which employs their services. Thus se-

curing larger salaries, and in addition getting their share of the general profits, they will be directly benefited by the superior economic advantage of combination.

Educational and Professional Effects.

That combination will result in educational and professional advantage to pharmacy, as it will to the economic or financial advantage, is by no means so certain. It must be admitted that the tendency of a company pharmacy in England has been rather in the lower than to elevate the professional status of the calling. But I think this has been largely, and perhaps wholly, the result of conditions which would not obtain in this country. The English companies, as I stated a moment ago, started new stores instead of buying those already in existence; this, of course, meant competition with the existing stores; and competition meant cut-rate and other methods which only result in professional deterioration. In this country the tentative movements towards combination already under way indicate that existing stores will be purchased and the foregoing condition of things, therefore, avoided.

But, even with this rock avoided, it is possible, and I think quite likely, that in its early stages combination, giving an impetus to the commercial spirit, will sink the professional spirit into partial shadow. Should this really come about, however, I believe it will be but temporary. I have faith that, ultimately when the new order has become fairly well established, and when it has adjusted itself to the conditions, it will redound to the professional and educational interests of pharmacy not less than to its economic interests. By reducing the number of men in the calling it will cause the elimination of the unfit, and place a greater premium upon excellence, and by demanding, in the interests of economy and success, a better and better service from employees, it will make necessary a greater degree of education and training. Moreover, combination, in making possible a higher degree of organization, and a more extended division of labor, will separate pure pharmacy from the innumerable side lines which conceal it from public view, and which make its advancement well-nigh impossible. The specialism which has developed other professions and sciences so markedly within the last decade will be possible in pharmacy, and with the same good results. If there ever comes about the great central establishment, which I have not dared to predict, then will pharmacy truly come into its own. The various chemical, microscopical, compounding and dispensing operations will be split into numerous divisions; each will be developed to its utmost; and the day will have arrived which we all wish for so devoutly—the day of the trained pharmaceutical specialist!

The Author's Purpose.

But I do not desire to be understood as a special pleader for the combination system in pharmacy. I am not endeavoring to make out a good case for it. Neither am I striving to hasten in the least the day of its appearance. My purpose is simply to express my belief that it is coming; that it is as inevitable as the tide; that, whatever its consequences, we shall have to accept it and adapt ourselves to it; and that we had better prepare ourselves for its appearance, and endeavor to increase its advantages and decrease its disadvantages, than to waste our time and dissipate our energies in a futile and Quixotic effort to hurl ourselves against it and destroy it. As to just when it will come, no man can tell. Economic law operates with exceeding slowness. Great natural movements sometimes consume ages in their development. We may not expect that the new order in pharmacy will suddenly appear among us, and quickly attain its perfection. The youngest of us will scarcely see it well established, and it may be ten or twenty, or thirty years—perhaps even fifty years—before it gets even a good foothold. It is folly to predict the date when the change is likely to come about, for no one even knows anything about it, and the wisest make prophecies which are proved ridiculous in the unfold-

ing of time. Let us be content with the belief that the new order in pharmacy is coming, though we cannot tell when; let us realize that all efforts to oppose it will be futile; and let us, remembering Darwin's law, prepare to adapt ourselves to it and be the fit to survive instead of the unfit to perish.

THE LIQUOR LAWS OF THE STATES AND PROVINCES AS THEY APPLY TO PHARMACISTS.

By CLEMENT B. LÓWE.

Having had for some time under consideration the subject of the Sale of Alcoholic Liquors by Pharmacists, with the view of learning more about the subject, by permission of the committee I addressed a circular to one or more members of the A. P. A. in each of the states and provinces. The circular read as follows:

"There seems to be quite a lack of uniformity in the laws of the different States in regard to the sale of alcoholic liquors by pharmacists. In some States the laws bear harshly upon pharmacists, and they are not allowed to dispense them, even upon physicians' prescriptions. In others the latter privilege is allowed, but sales cannot be made otherwise, even in cases where life and death are involved. In still other States too much liberty is allowed (or is taken) and the pharmacy too often degenerates into a 'speak-easy'."

"It is thought by the committee that the information asked for is not only of interest, but also of importance, as from it a model license law, or section of such a law might be drafted. If you will kindly answer the following questions AT ONCE and send them to the committee WITHOUT DELAY, it will be GREATLY APPRECIATED."

After much effort, as is usually the case in any public quest, replies were received from 36 of the States and 4 of the Provinces. The questions asked are hereby submitted, viz.:

What are the laws which govern in your State the sale of alcoholic liquors?

1. Is a special license required for the sale?
 - a. Under what conditions is this license granted?
 - b. What are the conditions governing the sale under such a license?
2. If a license is not necessary, can a sale be made without restriction?
3. If a license is not required, but their sale is restricted by law, do any of the following restriction apply?
 - a. Must a sale be on a physician's prescription only?
 - b. Can such a prescription be renewed?
 - c. If the proprietor of the pharmacy is a physician, can he write a prescription for such a sale?
 - d. Is the writing of this prescription permitted in the store, or in an office attached to the store?
4. Can alcohol be sold in your State for the use in the arts and sciences?
 - a. Is this privilege abused by its sale as a beverage?
 - b. Are alcoholic tinctures sold to any extent as a beverage?
 - c. Are you in favor of the reduction of the internal revenue tax upon alcohol?
 - d. Are you in favor of the government allowing the sale of methylated spirits? (Wood alcohol 1. Alcohol 8.)
5. Are the license laws of your State as they apply to pharmacists, generally observed?
6. Can you say if there is any desirable change in them?
6. Any other information upon this subject will be received with pleasure.

It was first intended to classify these answers, but as it was found exceedingly difficult to do so, it was thought better to give a brief synopsis of the answers arranged according to states, hence I submit the following:

ARKANSAS.—A license is required, \$500 for State, \$600 for city, which is granted under the same conditions as for a saloon. In the absence of a license, prescriptions can not be dispensed legally, nor renewed, neither can the proprietor, if a physician, write a prescription for such sale.

Alcohol can be sold under the United States license; not much used as beverage, as there is plenty of saloons; the same applies to alcoholic tinctures. Strongly in favor of a reduction in the internal revenue tax upon alcohol, and of the government allowing the sale of methylated spirits.

Thinks the license laws are generally observed in wet counties doubtful in dry; also the pharmacists should be allowed to dispense liquors upon physicians' prescriptions, but not renewals.

ARIZONA.—In addition to the United States license (R. L. D.), a county license must be paid of \$30.50 per gallon, which permits the sale of $\frac{1}{2}$ pints to 4½ gallons. Prescriptions can be compounded without a license;

right of renewal questionable; proprietor, if a physician, can write them unless fraud is shown. No exceptions are made in favor of the sale of alcoholic tinctures not sold to any extent as a beverage. In favor of a reduction in tax upon alcohol if its use can be restricted to the arts and sciences. Also in favor of the sale of methylated spirits. License laws generally observed.

COLORADO.—A license of \$25 per annum required, under which malt and spirituous liquors may be sold for medicinal purposes. Alcohol can be sold without a license; it is used to some extent as a beverage. Not in favor of a reduction of the tax upon alcohol, but in favor of the government allowing sale of methylated spirits. The license laws generally observed, but in favor of abolishing them.

CONNECTICUT.—License of two classes. In license towns \$50.00 per annum, which permits the sale of one gallon or less of liquor, five gallons of alcohol and five gallons of other than distilled liquors, not to be drunk on the premises. In no-license towns \$10.00 to \$20.00 tax charged per annum for the privilege of filling physicians' prescriptions which can not be renewed, or written by the proprietor, or in an office attached to the store. Alcohol can be sold in any amounts of not more than five gallons, which is not used to any extent as a beverage, nor are alcoholic tinctures. In favor of a reduction of tax upon alcohol, but not of the sale of methylated spirits. Laws generally observed. Would suggest that drinking be absolutely stopped in drug store, which perhaps can not be done.

DELAWARE.—License granted by the superior court. Sales only to be made on prescription, which can be renewed, and can be written by any physician probably abused; tinctures not sold as a beverage. Not in favor of the reduction of the tax. License laws generally observed.

DISTRICT OF COLUMBIA.—No license required. Sale can only be made on prescription, which can not be renewed. No restrictions regarding the writing of the prescription. Alcohol can be sold upon government license; privilege not abused to any extent. In favor of a reduction of the tax if the concession has to be made good by a tax on something else. In favor of allowing the sale of methylated spirits. License laws generally observed.

FLORIDA.—License granted in all "wet" counties, upon which sales can be made to persons over eighteen years who are not habitual drunkards. Sales cannot be made in the "dry" counties even upon prescription. Alcohol can be sold in the "wet" counties. Not in favor of a reduction in the tax upon alcohol. Physicians should be allowed to prescribe liquors and druggists to fill prescriptions for the same in case of illness. **GEORGIA.**—The general State laws regarding the sale of alcohol and alcoholic liquors are very moderate, but they are largely inoperative, as most of the 137 counties are "local option" and have special laws governing the sale.

IDAHO.—Annual license of \$200 is required, upon which sales can be made of one pint or over, not to be drunk in the store. Prescription not required. Alcoholic tinctures not sold as a beverage. In favor of a reduction of tax upon alcohol. License laws generally observed.

ILLINOIS.—The general license laws of the State apply to drug stores the same as to saloons, but in cities the city council may authorize the sale of liquors for medicinal, sacramental, mechanical or chemical purposes, not to be consumed on the premises. Annual license in Chicago \$2.00. Prescription not required. Alcohol can be sold. Used to some extent as a beverage. Not in favor of a reduction of the tax upon alcohol. In favor of the government allowing the sale of methylated spirits. The license laws generally observed.

INDIANA.—No license is required other than the government R. L. D. Sale must be made upon prescription when amount is less than one gallon. Proprietor thinks the proprietor has no right to prescribe, but may dispense. Alcohol can be sold only as mentioned. Hopes it is not used as a beverage. Alcoholic tinctures not used to any extent as a beverage. In favor of a reduction of the tax upon alcohol for the use in the arts and sciences. Not in favor of the sale of methylated spirits. The observance of the laws depends on local conditions. It is suggested that permits should be issued by the State Board of Pharmacy.

KENTUCKY.—Three classes of license are issued: "a druggist's," costing \$50.00 per year, permitting the free sale of alcohol, but restricts sale of spirituous and malt liquors to prescription; "a merchant's," costing \$100.00 per year, permitting the sale in any way, but not to be drunk on the premises; "a saloon license," costing \$150.00, permits the sale without restrictions. Proprietor of a drug store, if a physician, could write prescription if he has a practitioner's license. Alcohol can only be sold under a license; not sold as a beverage to any extent. Alcoholic tinctures are sold as a beverage in the mountainous districts of the State, where most of the population is in favor of a reduction in the tax upon alcohol, and also the sale of methylated spirits. Think druggist should be allowed to sell upon prescription without license, and the sale of alcohol for use in the arts and sciences should be allowed.

MASSACHUSETTS.—License granted by the Pharmacy Board upon payment of \$2.00 for advertising and \$1.00 for license. Sales to be made only for medicinal, mechanical or chemical purposes, purchaser signing a special register kept for that purpose. Prescriptions not re-

quired. Alcohol cannot be sold without a license; it is used to some extent as a beverage, as is tincture of ginger. Most assuredly in favor of a reduction of the tax upon alcohol, and also on the sale of methylated spirits. Think the law is all right, but it is not properly enforced in "local option" towns unprincipled druggists do a profitable business in the sale of liquors.

MAINE.—No licenses are granted as it is an absolute prohibition state, and liquors can not be dispensed even upon physicians' prescriptions. Alcohol can be sold for use in the arts, and essence of ginger only by town agency. The privilege is abused, as they sell it without discretion. Alcoholic tinctures are not sold to any extent as a beverage. In favor of a reduction in tax on alcohol, but not on the sale of methylated spirits.

MARYLAND.—License is not required. Sales can only be made on prescription, which can not be renewed. Alcohol can be sold for use in the arts and sciences. Do not think the privilege is abused. No unprincipled druggist sold to any extent as a beverage, with the possible exception of tinct. of ginger. Not in favor of the reduction of tax on alcohol, but in favor of the sale of methylated spirits. In Baltimore, special registration is required to be kept, in which must be entered the kind, quantity and price of the liquor sold, purchaser's name and purpose for which sold.

MICHIGAN.—No license required. Liquors can be sold by druggists for medical, scientific or sacramental purposes, registration of the sale being required. Sales can not be made to minors except upon written order of parent or guardian.

Alcohol can be sold subject to the U. S. License. It is used as a beverage in localities where the population is largely foreign. Alcoholic tinctures not sold. Not in favor of the reduction of the tax upon alcohol, but in favor of the sale of methylated spirits. A desirable change would be to pass the last proposed pharmacy law.

MINNESOTA.—Only the government license required. Sale must be made on physician's prescription, which can be renewed or written anywhere. Alcohol can be sold. Do not think it or alcoholic tinctures are used as a beverage. In favor of a reduction of tax upon alcohol and the sale of methylated spirits. License laws of the state are generally observed.

MISSISSIPPI.—Pharmacists can not sell alcoholic liquors even on a prescription, without a retail liquor license; in fact they can not sell any liquor. Alcohol can not be sold for use in the arts. Alcoholic tinctures not sold as a beverage. In favor of the reduction of the tax upon alcohol, and also of the sale of methylated spirits. No physician troubles himself to get a license, desirable to have a law allowing the sale upon physicians' prescriptions strictly for medicinal purposes.

MISSOURI.—Sale must be on physician's prescription, which can be renewed, or written by the proprietor of the store if physician is not at hand. Alcohol can be sold for use in the arts, etc., the privilege abused only in few sections. Alcoholic tinctures not sold as a beverage. In favor of allowing the sale of methylated spirits. License laws are generally observed.

NORTH CAROLINA.—A license of \$50 is required in addition to the United States license. This license permits of sales only on physicians' prescriptions, which can be renewed or written to the writing of a prescription. Alcohol can be sold for use in the arts, etc. Privilege not abused; nor are alcoholic tinctures sold as a beverage. In favor of the reduction in the tax upon alcohol. Think the present license fee should be abolished, as it amounts to prohibition most cases, as few sell enough to pay the tax.

NORTH DAKOTA.—License required, which allows the sale for medical purposes only; affidavit of purchaser required as to its intended use. Alcohol can be sold subject to the United States license, but not to any great extent. Alcoholic tinctures not sold as a beverage. The license laws of the state, which are peculiar, are generally observed.

NEBRASKA.—License not required by the state, but required by the city of Omaha, where application must be signed by thirty resident freeholders of the city and a bond of \$5,000 given. Liquors can only be sold for medical, mechanical and sacramental purposes, and the sale must be registered. Sale of alcohol may be registered. Privilege abused to some extent. In favor of a reduction of the tax upon alcohol and the sale of methylated spirits. License laws are generally observed. It is suggested that circulating peddlers annually for signatures is a nuisance, without any benefit.

NEW HAMPSHIRE.—No special license is required. Sale must be on physician's prescription or permit from town agent. Such prescription can be renewed and there are no restrictions regarding the writing of it. Alcohol can be sold for use in the arts, etc. No knowledge of the extent of the privilege. Think that in the northern parts of the state alcoholic tinctures are sold to quite an extent as a beverage. In favor of a reduction of the tax upon alcohol and the sale of methylated spirits. License laws generally observed by pharmacists.

NEW YORK.—A special license is required under the "Raines' Law," which is granted upon payment of \$5 to licensed pharmacists who give bonds; this entitles to sell only on physicians' prescriptions. The sickness, name and date must be given, and the prescription written for an emergency. The prescription can be renewed, neither can the proprietor write it, and it must be written in an office wholly unconnected with the

store. Alcohol can be sold for use in the arts, etc. Alcohol apparently not sold as a beverage, alcoholic tinctures rarely. The license laws are generally observed. A \$50 license entitles to sell in all quantities, but not to be drunk in the store.

NEW JERSEY.—No license required but the regular U. S. R. L. D. license. Sales can be made without restrictions. Alcohol can be sold for any use. Not sold as a beverage to any extent by pharmacists, nor are alcoholic tinctures. In favor of the reduction of the tax upon alcohol and the sale of methylated spirits. Saloons are so plentiful in Nevada that pharmacists have little use for them except for medicine strictly. Think "a pharmacist's license should be revoked for running a drug shop in every town."

OHIO.—License not required when the sale is on prescription, or is for mechanical, sacramental or pharmaceutical purposes. The law is silent regarding the writing of the prescription. Alcohol can be sold for the uses specified above. Believes the sale of alcohol to be abused, as also the sale of essence of ginger. In favor of the reduction of the tax upon alcohol and of the sale of methylated spirits. As the "low" tax upon saloons is very heavy thinks the law is evaded by saloons with drug-store fronts.

OKLAHOMA.—Pharmacists have no special privileges, but must take out a saloon license if they sell liquors in any way. Alcohol can be sold subject to the conditions as specified.

OREGON.—License is not required by state; prescription not required, but liquors can not be exposed for sale, advertised or drunk on the premises, but the legitimate demand can be supplied. Alcohol can be sold for use in the arts, etc., its sale or that of alcoholic tinctures not abused. If sales not made as specified, \$500 license is required. In favor of the reduction of tax on alcohol and the sale of methylated spirits.

PENNSYLVANIA.—License not required, other than the U. S. R. L. D. license. Sales must be only on prescription, which can not be renewed, conditions as to the writing of them not specified. Alcohol can be sold for use in the arts, etc. The privilege is abused to some extent on Sundays, and on other days where there is a large foreign population. Essence of ginger sold largely by some pharmacists on Sundays. In favor of the reduction of the tax upon alcohol and of the sale of methylated spirits. The license laws are fairly observed.

RHODE ISLAND.—License is required, which is granted by the License Board to any registered pharmacist. Prescription not required. Sale must be registered. Liquors cannot be drunk on the premises. Alcohol can be sold on registration; the privilege is abused. Most liquor troubles itself to get a license, the so-called "French." Not in favor of a reduction of the tax upon alcohol, but in favor of the sale of methylated spirits. License laws not generally observed. Have worked for twelve years and have them changed.

SOUTH DAKOTA.—License is required, but pharmacists not allowed to sell malt liquors. Sale need not be on prescription. Sale to be for mechanical or medicinal uses. Alcohol can be sold for use in the arts, etc., the privilege not abused to any extent. Not in favor of alcoholic tinctures. In favor of a reduction of the tax upon alcohol and the sale of methylated spirits. License laws not generally observed as they may be.

TEXAS.—The State license is required of \$300 per year, which is granted under the same conditions as for a saloon. Prescriptions for uncompounded liquors cannot be filled without a license. Cannot be written by proprietor of store. Alcohol can be sold for use in the arts, etc., the abuse of the privilege is only very limited, as is the sale of alcoholic tinctures. In favor of the reduction of the tax upon alcohol, and the sale of methylated spirits upon certain conditions. License laws generally observed.

TEXAS.—Alcoholic liquors or alcohol cannot be sold under any conditions without the payment of the state "occupancy tax" of \$300 per year. Alcoholic tinctures not sold to any extent as a beverage. Doubt if the license laws are observed. "Not in favor of a druggist selling liquors under any circumstances."

VIRGINIA.—The law makes no distinction between druggists and regular liquor dealers. There is an unwritten law that druggists have a right to sell on the proprietor's prescription, which most of them do without being prosecuted.

VERMONT.—Sales which are "discretionary" and must be registered can only be made through "town agencies." Cannot be sold by druggists even on prescription, neither can alcohol. Alcohol is used as a beverage in some places, as is the sale of essence of ginger. In favor of a reduction of the tax on alcohol and the sale of methylated spirits. License laws not generally observed.

WASHINGTON.—License not required. Sales must be on prescription or for mechanical or sacramental purposes. The prescription can be renewed, and there is no restriction regarding it. Alcohol can be sold for use in the arts, etc. The privilege not abused. In favor of a reduction of the tax upon alcohol and the sale of methylated spirits. "The license laws practically a dead letter, yet drug stores in Washington are drug stores, not saloons."

WISCONSIN.—A license may be granted to pharmacists by town or city councils upon petition and the payment of \$10, which permits the sale for medicinal, mechanical or sacramental purposes. Sale need not be on prescription. Any person making a false statement to a pharmacist to induce the sale is guilty of a

misdeemeanor, punishable by fine or imprisonment. Alcohol can be sold for use in the arts, etc. The privilege not abused, nor alcoholic tinctures used as a beverage. In favor of a reduction in the tax upon alcohol and the sale of methylated spirits.

PROVINCE OF MANITOBA, D. OF C.—License not required. Sale need not be on prescription. A druggist cannot sell more than six ounces of intoxicating liquors at one time, for medicinal purposes only. The purchaser's name must be registered, and the register is inspected semi-monthly by an inspector. Heavy penalties debar both druggist and customer from transgressing the law. Alcohol can be sold for use in the arts, etc. The privilege not abused. Not in favor of a reduction in the tax upon alcohol. 65 per cent. alcohol cost the druggists at lowest price \$4.75 per gallon; were it cheaper the people might buy it. The people of Manitoba are law-abiding, and in many of the conditions known in some of the States across the line.

PROVINCE OF NOVA SCOTIA, D. OF C.—License not required. Druggist may sell where there is no appointed agent. Such sales must be for medicinal purposes, upon the certificate of a duly registered medical practitioner. For mechanical or manufacturing purposes, upon the certificate of the justice of peace. Sales to be duly registered, and the register open for inspection by the inspectors, etc. Physicians are held to very strict account for the prescriptions they write. Alcohol can be sold for use in the arts, etc. In favor of a reduction in the tax, which is \$3.17 per imperial gallon. The government allows the sale of methylated spirits. The license laws generally observed. In favor of keeping the sale of liquors out of drug stores; they should be sold by regular agents of high license not required.

PROVINCE OF ONTARIO, D. OF C.—License not required. Sales must be on a bona fide prescription, etc., in amount of not more than six ounces at one time, which must be duly recorded in a book open for inspection. Prescriptions cannot be renewable. No medicinal purposes if a physician, and there is no other. No liquors can be consumed at the premises, or mixed with soda water, apollinaris, ginger ale, etc. Alcohol can be sold for use in the arts, etc.; the privilege not abused, nor are alcoholic tinctures sold. The government allows the sale of methylated spirits. License laws generally observed. Thinks that a prescription should not be the indispensable condition of the sale; thinks the majority of pharmacists could be trusted with the observance of the laws.

PROVINCE OF QUEBEC, D. OF C.—(Conditions of sale about the same as in preceding province; amount sold not to exceed one imperial pint. Alcohol can be sold for use in the arts, etc.; the privilege not abused to any extent. Isolated cases of the sale of alcoholic tinctures as a beverage occur now and then. In favor of a reduction of the tax upon alcohol, as the inland revenue tax amounts to \$1.10 per imperial gallon. Methylated spirits largely used in Canada for burning, in varnishes, etc. Now mixed in the government stores; shipped as ordered. Price of purified wood alcohol about the same as that of methylated spirits; do not see any advantage in using it.

"I am not a temperance crank, but I do not believe in pharmacists handling liquors at all; the drug store is no place to get liquors."

Although it has been found exceedingly difficult to properly classify the answers received, I have on second thought endeavored to do so as accurately as possible. I submit the following:

I. States or provinces in which licenses are required, nineteen.

a. Sales can only be made on physicians' prescriptions, seven.

b. Physicians' prescriptions not necessary, ten.

II. States or provinces in which licenses are not required, nineteen.

a. Sales can be made with a prescription, six.

b. Sales must be on physicians' prescription, twelve.

1. The privilege can be renewed, seven.

2. The prescription can not be renewed, five.

3. Prescriptions can be written by proprietor of the store if a physician, eleven.

4. Prescription can be written in the store or office attached, eight.

5. Prescription can not be written in the store, etc., three.

III. Alcohol can be sold for use in the arts and sciences, twenty-four.

a. This privilege is not abused, sixteen.

b. This privilege is abused, eight.

c. Alcoholic tinctures used as beverage, thirteen.

d. Alcoholic tinctures not used as a beverage, seven.

IV. In favor of a reduction of the tax upon alcohol, twenty-four.

Not in favor of a reduction, nine.

V. In favor of the government allowing the sale of methylated spirits, twenty-four.

Not in favor of allowing the sale, two.

VI. States in which license laws are generally observed, fifteen.

States in which license laws are not observed, six.

VII. States in which the observance is doubtful, six.

VIII. States in which alcoholic liquors can not be sold by apothecaries: Maine, Vermont, Georgia, largely "local option." Arkansas, Florida, Connecticut, Mississippi, Massachusetts, Kentucky, partly "local option."

It would seem to me that these answers, which have been received from many of the most prominent members of the A. Ph. A., give one at least a bird's eye view of the subject, and that possibly there could be deduced from them two general laws covering the sale of alcoholic liquors in most of the States or Provinces.

LAW A.—Alcoholic liquors are to be sold only by properly registered pharmacists upon the following conditions: A license costing \$5 must first be obtained by a registered pharmacist in each drug store where liquors are sold. Sales on the Sabbath day shall be only on the prescription of a duly registered physician, not to be renewed, and subject to the conditions specified below. Sales upon week days shall be to adults not known to be habitually intemperate, and shall be made in amount, for medicinal purposes only, not to be drunk upon the premises. Not more than one sale to be made to the same person in each twenty-four hours, unless upon the prescription of a registered physician. A special register shall be kept, specifying the date of sale, kind and amount sold, medicinal purpose for which required, name and residence of purchaser. Said register to be always open for inspection by the proper authorities. Alcohol shall not be sold for use in the arts and sciences, and the amount, purpose for which required, and name and residence of the purchaser shall be registered in the above-mentioned register. Upon conviction of any pharmacist of the violation of the law, his license shall be revoked and a sign notifying the public of this fact shall be fastened in a conspicuous place upon the outside of the store. He may be punished by fine or imprisonment, or both, for the sale of alcohol, or for the sale of statements shall be punished by fine, or imprisonment, or both.

A copy of this law, properly framed, shall be conspicuously displayed in each store receiving a license.

LAW B.—Might differ from the above in requiring all sales to be upon the prescription of a registered physician, the prescription not to be renewed, and not more than one prescription to be written for the same party in any twenty-four hours.

THE PHARMACOLOGIC ASSAY OF PREPARATIONS OF THE SUPRARENAL GLANDS.

By E. M. Houghton, M. D.

Since Addison, in 1855, called attention to the relation of pathological lesions of the suprarenal glands to the disease which has since borne his name, these bodies have been the subject of numerous researches by workers in all lines of medical science. The histologist, the chemist, the physiologist and pharmacologist has each contributed his share to the sum total of the results obtained, which, often enough, have been widely divergent. But it is not my purpose to review the history of this interesting subject. It may be remarked, however, that for the first forty years the active principle found in these glands was the plaything of science, then leaped into prominence when Bates discovered that it could be employed as an astringent in ophthalmology, since which time physicians are finding new uses for it almost daily. In the course of some experimental work on the pharmacology of the adrenals, it appeared possible to take advantage of the marvelous influence of the active principle contained in extracts of these bodies upon the blood pressure which had been observed by Oliver and Shafer as a means of measuring their activity. Furthermore, it seemed quite advisable, as we had no chemical means of standardizing them, that some method of assay should be found, since in all probability in keeping with products of similar nature there must be much variation in the pharmacologic activity, owing to the liability to undergo chemical or bacteriological decomposition before, during, or after manufacture, in the various products that were to be obtained on the market.

Believing that the results of my observations may be of some interest to members of the Association, I will briefly outline the method that has given me the best results. This method is based upon the changes produced in the blood pressure of the carotid artery when variable quantities of a given preparation of the suprarenal glands dissolved in slightly acidulated water, the inert substance being removed as far as possible, are injected into the femoral, or jugular vein, of an anaesthetized dog or other animal.

The apparatus required are an operating table suitable for experimenting on dogs, and such surgical instruments as are usually found in physiological and pharmacological laboratories, including small glass cannulae, suitable for inserting in blood-vessels and veins and a syringe of 10 Cc. capacity. A large-sized kymograph, with manometer arranged for taking blood-pressure tracings on continuous rolls of white paper, with ink pens, or fitted with the more convenient smoked-paper sheets, upon which the results are traced with a stylus is required. In either case, whether smoked or unsmoked paper is employed, for convenience in making measurements of the height of the blood-pressure tracings, the paper should have linear rulings, five millimeters apart.

The method is as follows: A small or medium-sized dog is carefully anaesthetized with chloroform, ether or chlorotone. I have used the latter drug almost entirely, as but one dose, which is given per stomach, is required. In from fifteen to thirty minutes the animal is thoroughly anaesthetized, and will remain entirely insensible to pain for any length of time. Another decided advantage possessed by this anaesthetic over chloroform and ether for laboratory work is the fact that the blood-pressure remains constant for many hours. After the animal is completely anaesthetized he is placed on the operating table, and glass cannulae of suitable size are tied, as quickly as possible into the carotid artery and femoral vein, the vessels being clamped off previously with forceps. The cannula in the artery is connected to an inelastic tube, completely filled with a half-saturated sodium carbonate solution to prevent the blood from clotting by means of a short piece of rubber tubing, great care being exercised to exclude all air. The other end of the inelastic tube terminates in a U-shaped glass manometer tube which is partly filled with mercury, which has resting upon its free surface a glass float tipped with a glass writing pen or stylus. As soon as all the connections are made between the artery and manometer, the clamp employed to prevent the flowing of blood from the vessel is removed and immediately the float bearing the writing instrument begins to rise and fall in unison with the beats of the heart. The recording drum, which has been carefully placed in contact with the writing instrument, is released at the same moment and a graphic record of the blood pressure and heart beats is made upon the traveling sheet of paper. A few inches of record are taken as a normal tracing. Then a quantity of the solution of the preparation of the suprarenal glands, representing a known quantity of the product, is injected into the vein, through the other glass cannula, care being again exercised to prevent the entrance of air into the vessel. Within a few moments after the injection the blood pressure is enormously increased, but it quickly falls again to the normal. As soon as the blood pressure has become normal a second injection is made in precisely the same manner, of a known quantity of the standard solution of the suprarenal gland. Again increased blood pressure results. A comparison of first and second tracings will show whether more or less of the solution being assayed should be injected to produce the same rise in blood pressure as is produced by a given amount of the standard preparation. Ultimately, by repeating the injections, the requisite amount of the preparation being assayed will be found which will produce a rise in blood pressure equal to that produced by a given quantity of the standard. The extent of the rise in blood pressure varies in proportion to the amount of the active constituent of the suprarenal gland injected. Several dogs are usually required for making an assay. Two kinds of tracings may be made. Complete when the drum of the kymograph is allowed to run continuously, and abbreviated when the drum remains stationary, while the reaction takes place. In the latter the rise in blood pressure is recorded as a short, perpendicular line. These abbreviated tracings answer admirably for most work, as only variations in blood pressure are taken into account. The smoked paper tracings are fixed by dipping them into shellac, and

allowing them to dry. A great many variations must be observed in carrying out the experiments, such as the amount of material injected at a time, since the extent of the increase in blood pressure must be sub-maximal, the volume of fluid injected at one time, the length of time required in making the injections, etc., but in keeping with all other methods of pharmacologic assay the conditions obtaining in the experiments must be kept constant and the reaction of the preparation being assayed must be compared with a known standard.

Naturally the question will arise as to what should be the standard. At first a freshly-prepared fluid extract of fresh bovine suprarenal glands was employed as a standard, but after the insulation of the active constituent, adrenalin, I adopted it as a standard, because its activity remains constant while other preparations of the suprarenal glands are prone to undergo decomposition and consequent alteration in strength. The animals, after the experiments are concluded, are immediately killed. Since the dogs are procured from the pound, and killed by an anaesthetic instead of drowned, there should be no trouble with the humane societies.

The accuracy of the results obtained by the application of this method depend, like those of quantitative methods, generally upon the skill of the operator and attention to details. As a specific example of the results that may be obtained, the following illustration will suffice: Three samples of adrenalin, of known but concealed strength, were prepared and assayed. Calling the standard 100 per cent., the unknowns contained 40, 85, and 130 per cent., respectively. The results reported were 40, 83 and 135 per cent.

PHOTOGRAPHIC PRINTING IN TWO COLORS.

A new method of photographic printing upon paper in two colors has lately been devised by M. Bolle. By this means images may be printed side by side in different colors and an agreeable effect thus produced; it is especially applicable in the case of a central image surrounded by a border of a second color. One of the images is printed from a photographic negative and the second from a negative prepared from a hand design. The method is based upon the combination of the ferro-prussiate (blue print) and the bichromated gum process, and gives a blue image combined with another whose color may be varied according to the taste of the operator. To obtain the blue image the paper is sensitized by a mixture of the two following solutions:

A. Citrate of iron and ammonia.....	15 parts
Water	50 parts
B. Ferricyanide of potassium.....	8 parts
Water	40 parts

These solutions, prepared and filtered, may be mixed in advance and kept in yellow bottles, but it is best to mix at the time of using. The image is strongly printed and developed by washing in water till the whites become pure. The second image may form, for instance, a border for the blue image. To obtain it a plate is first prepared by exposing an ordinary gelatine plate to daylight and developing it until it is entirely black. The design to be reproduced is copied or traced upon tracing paper and transferred to the plate by impression paper. It is then engraved through the film with the point of a needle, giving a negative in black and white. To print this design the border of the blue image is sensitized by brushing over it a thin and even layer of gum arabic, 40 per cent. solution, to which is added a sufficient quantity of the color decided upon. When this layer is dry a sensitizing solution of bichromate of potash (10 per cent.) is applied in the same way. The printing is carried out as usual and the image developed by washing in cold or lukewarm water. The process may be modified in different ways and will find many applications; if desired, the center of the image may be printed by the latter method and the margin in blue, or different images may be printed side by side.

SHOP TALK.

In a South St. Louis drug store, a few days ago, a lady came in and asked the proprietor if he had a "rent list." The proprietor said he never kept them. The lady remarked that "this was strange, for nearly every other drug store keeps them," and left, evidently with the intention of going to the druggist in the next block in quest of one. These "rent lists" are issued weekly by the Real Estate Exchange, and a supply of them are left with every druggist in the city, and with stores in other lines of trade where drug stores are far apart. They contain a list of houses, rooms, etc., for rent, and for sale. After the lady had left the proprietor turned to the correspondent and asked "why in the world this thing had never been written up, and written up right." The proprietor thought that any druggist was very foolish to give out these lists. By so doing he was just encouraging people to move out of his neighborhood. It was suggested that this might be true, but at the same time other druggists were encouraging people to move into his neighborhood by giving their customers a list of houses for rent, perhaps next to his store, and which might otherwise be vacant for several weeks. He was expecting, and anxious for, this reply. He estimated that it took all the way from a few hours to several months to get acquainted with a new family in the neighborhood. The family might ask for credit, be worthy and good pay, and one would make an enemy by refusing to trust its members. Or, you might think new people were good pay, trust them and get beaten. He said he preferred old customers every time, and he never encouraged a reliable, old customer to leave the neighborhood for he might get a dead-head in his place. One does not have to encourage a dead-head to move; he will go of his own accord soon enough.

* * *

Apropos of the international yacht races, which have just now set all New York City, and, to some extent, the whole country agog, there is one druggist in Harlem who is using the public interest in the contest for business ends. His show-window floor is spread with a crumpled cloth of sea-green color; and two little yachts, representing the Columbia and the Shamrock, and a number of toy steamboats make up the maritime display. A good-sized card informs the passer-by that the complete returns of each race are given as accurately as any newspaper bulletin-board. There is no reference to advertising in the whole window, but those who look into it cannot fail to see beyond, in the store, a large sign giving the name of the druggist. As the yacht race progresses the two little toy boats, one flying an American the other the British flag, are shifted according to their relative position in the contest down the Bay, the druggist keeping in close communication with a near-by ticker. Naturally the display draws large crowds, and the cost being so little, cannot be a loser; in fact it should prove a decided winner.

* * *

A very strange mutation in the soda-water trade is noted by one of the St. Paul druggists, and he is somewhat mystified. He has long owned and operated a store on one of the principal streets, just outside the business section of the city. One Summer his soda-water trade is large and the next, without any apparent reason, it will fall off almost completely. But whenever, discouraged by the collapse of this branch of his business, he starts in a season without a soda fountain calls for the cooling beverage shower in upon him, but always too late to make it worth while to start his fountain. The druggist, in consequence, is in a constant state of perplexity, not knowing, when the Summer opens, whether or not it will pay to prepare to dispense soda-water. Other drug men in St. Paul have had a similar experience, and the exasperating thing about it is that no satisfac-

tory theory to account for the phenomena suggests itself.

* * *

A gentleman entered a North side St. Louis drug store last week, bought a cigar and reached to the back edge of the show case to use the cigar cutter. Knowing the druggist pretty well, he ventured to ask why the cutter was kept in such an unhandy place. The druggist replied that his old cutter was worn out, and that a few days before the cigar firm had sent down a new one, which was one of these consisting of revolving knives, winding up with a key and operated by pressing the end of the cigar in the hole on top. He claimed this new machine had cost him the profit on several cigars as children would slip up and press the machine with their fingers, with the result that the tips were cut off, and he felt obliged to furnish the cotton, bandages, etc., used in bandaging up the wounds.

A TRUE STORY.

"Well, Cissy, what can I do for you," said the kind druggist, in one of the east side tenement districts, beaming over the show-case at a wee bit of femininity, who had just rushed into the store and stood panting and holding on to the counter with her arms extended over her head, in order to reach the edge.

"I want free cents wurf uv talk," explained the three-year-old, "an' will you talk to the Doctor, an' I'll talk to you." Her face was flushed and her eyes shone brightly. The child seemed very much excited and frightened. The druggist hurried to the telephone, called up a well-known physician, and turned to the little girl at his elbow.

"All right, my dear!"

"My mamma has felled down stairs, an' can't do her washin' 'cause she broke her leg, and she says she is a-goin', maybe, to die—"

Here the little messenger broke down, while the druggist repeated the message.

"Please come now, Doctor, an' mamma only has free cents."

The druggist told the doctor to hurry, but hesitated when he came to the 3 cents part of the message. She was waiting for him to repeat the rest of the message. He could not disappoint her. Hanging up the phone, he repeated, loudly, "The woman has but 3 cents," and the child was satisfied. The poor woman received good medical attendance, and it cost but 3 cents, together with the telephone message.

SOLUTION OF IRON ALBUMINATE.—The following formula for this preparation appears in the *Journal de Pharmacie de Liege*:

The white of 40 eggs.	
Solution of ferric chloride.....	42 grams.
Glycerin	60 grams.
Distilled water	2 litres.

Mix the white of eggs with the water and glycerin, and add to this mixture the ferric chloride under constant stirring; a precipitate forms, which is removed by filtering through flannel. About 2 litres of solution are obtained. It is not necessary to filter at once, allowing the mixture to stand during twenty-four hours giving better results. The solution will keep for months.

TOBACCO SMOKE AS A DISINFECTANT.—The action of tobacco smoke upon the microbes in the human mouth has been made a subject of investigation by E. Dunan (Apoth. Zeit.) Staphylococci and diphtheria bacilli were killed, while the growth of tubercular and influenza bacilli was retarded by contact with the smoke. No action was observed upon the bacteria of tetanus and typhus. The bactericidal action cannot be ascribed to the nicotine present in the smoke, for after the removal of this alkaloid the effect upon the micro-organisms was found to be unchanged.

AMERICAN NAMES OF THE COCOANUT.

The origin of the name *cocoa* or *coco*, as the earlier writers used it, seems to have remained quite as obscure as that of the tree itself. Oviedo refers to the fruit of several species of palms as "cocos," and seems to have been the first to record the fanciful idea that that word was applied to the cocoanut because the three foramina or "eyes" suggest the grimace of a monkey, a notion which Hernandez and many subsequent writers have ascribed to the Portuguese, and some lexicographers have derived *coco* from a Portuguese name for monkey, *macaco*, or *maccoco*. Others have thought to trace it to the Greek *kouki*, and even to an ancient Egyptian word *kuku*, which was formerly thought to apply to the cocoanut; and although Seeman furnished, in 1868, excellent reasons for believing that at least the Egyptian reference does not apply to the cocoanut, but to *Borassus aethiopus*, the Egyptian theory is still repeated in the latest editions of our most popular dictionaries. Nor did anybody attempt to show that either Hernandez, Acosta, or any of their contemporaries was acquainted with either the Greek or the Egyptian words, or that they were familiar with the cocoanut before coming to America. Hernandez refers, whether correctly or not, to Strabo, which indicates that he would not have avoided mention of any other Greek writers, while Acosta prefaces his discussion of the cocoanut by the following remark: "And it is an admirable thing to see so many different reasons, tastes, and effects unknown, whereof we did never hear speak before the discoverie of the Indies. And whereof Plinie himselfe, Dioscorides and Theophrastus (yea, the most curious), had no knowledge, notwithstanding all their search and diligence."

Moreover, it seems probable that the word *coco* as a linear descendant from the Latin *coccus* was in use among the Spaniards in its original sense of a seed, nut, or fruit, and the seeds of *Cocculus* or India berries are still called in Spanish *cocas* de Levante in much the same way as Hernandez referred to cochineal as "*Cocco Indico*." Both Oviedo and Acosta used the word in a wide generic sense for the seeds of several palms, and it is still applied to the seeds of smaller palms which much resemble those of *Cocculus* and are strung for rosaries. Acosta also refers to the seeds of a palm of Chili (*Jubaea*) as *coquillos* (modern *coquitos*), and describes the large fruits of *Bertholletia* (Brazil nut) or other *Levythidaceae* as "another kind of *cocos*" containing almonds. We have thus, apparently, another case like those of *Mimosa* and *Cereus*, where ordinary Spanish words adopted into botanical nomenclature have been tortured at great length to fit the most improbable theories of classical Latin, Greek, or even more ancient derivations. But though already possessed by the Spaniards, the word *coco* was by no means new to America. Eighteen of the names of plants in the "Historia" of Hernandez begin with *coco* and twenty-eight with *coca*, which seems to have been used interchangeably. Thus Dampier and Cockburn frequently refer to *cacao* (*Theobroma*) as "*coco*," "*coco-nuts*," and "*cococa*." The difficulty which we still have in attempting to restrict *cacao* to *Theobroma*, *coca* to *Erythroxylon*, *cococa* to *Cocos*, and *coco* to *Colocasia* may be but a legacy from the popularity of these syllables in the plant names of American aboriginal tribes. However curious such a coincidence between the Spanish and American word

coco may seem to us, it appears to have produced no such effect upon Hernandez, even when explaining the name of the plant *cocoyate*, on the ground that the leaves were similar to those of palms, and, although not noted by Hernandez, this remarkable suggestion seems to receive support from the fact that the *cocobut* plant has large, spherical swellings near the roots.

The statement of Hernandez, already quoted, that the Mexicans called the cocoanut "*coyolli*" is turned by De Candolle into an argument against an American origin on the ground that the word *coyolli* "does not seem to be native," though no attempt is made to indicate when it was introduced; nor is the implication of an extra-American word met by the theory of maritime distribution. Yet if *coyolli* was not an Aztec word it either did not come alone or it fell into very friendly society with dozens of others, like *amolli*, *ylli*, *coyopatli*, *cocotzin*, *chilli*, *quailomli*, *copalli*, and *atolli*. But a different objection may be taken to *coyolli* as an Aztec name for the cocoanut. It is well known that the Aztecs came from the temperate plateau of Mexico, and that their power had recently been extended to the tropical coast regions.

It seems probable from the descriptions and figures of Hernandez that the *coyolli* was a native Mexican palm, probably *Acrocomia*, the fruit of which has the outer layer edible, oily, and yellow, so that Hernandez supposed it to be the same as the *Areca* or *betel* palm of the Philippine Islands, which is not known to have any similar name in the Eastern Hemisphere, while *coyolli* is still current in southern Mexico and Guatemala for *Acrocomia mexicana*. Although declaring that the Mexicans (Aztecs) called the cocoanut "*coyolli*," Hernandez distinctly says that he never saw any of the trees in New Spain. This, however, is not necessarily a discrepancy or an indication that Hernandez thought that the palm had been introduced by the Spaniards, since "*Nova Hispania*" was used by some of the early writers in a rather narrow sense for the Aztec region of Mexico, and not for that country as defined by its modern boundaries. But before this Hernandez had already said that the *coca* palm was generally distributed in the East and West Indies, and especially in maritime and sandy places about human habitations. He secured from travelers accounts of many Philippine plants and their uses, which seem to have been largely drawn upon in the present instance. But it must not be forgotten that even in his time the "Indies" were still one-quarter of the world, for as Acosta quaintly says:

"Wee meane by the Indies those rich countries which are farre off and strange unto us. So we Spaniards do indifferently call Indies the countries of Peru, Mexico, China, Malaca and Bresil; and from what parts soever of these any letters come, wee say they bee from the Indies, which countries be farre distant and different one from another."

Our modern curiosity as to how the cocoanut and other plants crossed the Pacific had not yet developed. Hernandez learned about the Philippine plants by questioning travelers who were going and coming across Mexico, but this was a matter far different from the introduction of the Philippine palms to use and culture in Mexico, which with three more centuries of improved opportunity has not yet taken place. Chocolate was certainly a far more important article to the Spaniards than the cocoanut, and yet *cacao* tree is believed not to have been introduced from Mexico to the Philippines until after 1650, a century later than Hernandez's visit; and Humboldt believed that *Citrus trifoliata* was the only Asiatic species which had become established in Mexico. This would seem to render improbable any very ex-

*Flora Vitiensis, pp. 275-278. *Borassus aethiopus* stands in the Index *Kewensis* as a synonym of *B. flabellifera* of the East Indies. Drude admits (Engler and Prantl, *Natürlichen Pflanzenfamilien*) but one species of *Borassus* distributed in cultivation from Senegambia to Ceylon, Hindustan, and the Sundia Islands.

Hernandez's chapter on the cocoanut opens with the following caption and first sentence:

"De Nucis Indicae, et Cocci vocati arbore. Nux Indica, quam vulgus Indorum Macoti, Strabo vero (ut quidam vident) Palma vocat, a Mexicenis Coyolli, a Latinis ob oculos quosdam Cercopitheci similes Cocos, a vulgo vero Persarum, et Arabum nuncupatur Harel."

"Los cardones, one los cristianitos llaman drios . . ." Oviedo, vol. 1, p. 811.

"Cocoyate, seu herba Palmae similis.—The herb cocoyate, which the people of Michacan call Xahuque, has the leaves of Portulac or of a small palm, whence the name." "*Nova Plantarum, Animalium et mineralium Mexicanorum*," Hernandez, p. 144 (Rome, 1650).

According to Humboldt the Kingdom of Montezuma occupied only one-eighth of the territory of modern Mexico. Political Essay on the Kingdom of New Spain, vol. 1, p. 68 (New York, 1811).

*Loc. cit., vol. 2, p. 365.

tensive introductions of tropical plants at an earlier date, and is a strong reminder that notwithstanding its obvious importance the introduction of useful plants is a subject still generally neglected in the agriculture of the most advanced countries, and even in dealing with plants which can be grown from seed of indefinite vitality instead of with the delicate and short-lived germs of tropical species.

But to return to Hernandez. We find in the sentence already quoted, the name *maron* ascribed to the "vulgus Indorum," or ordinary Indians, as distinguished from the "*Mexicensibus*," a fact which seems to have been entirely overlooked by De Candolle, who, after dismissing *coyolli*, leaves us with the implication that no genuine American name for the cocoanut was known. Possibly he supposed this word to pertain to the East Indies, as does much of the essay of Hernandez. Such, however, is not the case. Nothing resembling *maron* appears in the extensive lists of Polynesian, Malayan, and Asiatic names, but it was reported by Heller, in 1853, as apparently still in use in southern Mexico.

But etymological arguments based on old records are often of little use except as literary confirmations of facts already ascertained by more reliable evidence. Thus, the *cocoa* question might be carried another stage around the world when we read, in Pigafetta's account of the voyage of Magellan, that among the native products offered by the people of the Philippine island of Samar that "one which they call *cochi* is the fruit which the palm trees bear." But as no subsequent traveler has recorded such a name in that quarter of the globe, we may reflect that Pigafetta was an Italian among Spaniards and Portuguese sailors, some of whom had previously visited the "Indies," and that he did not show a philologist's caution in studying the forms and origins of words.

Although, as indicated above, the cocoanut is supposed to have been introduced into Brazil by the Portuguese, Nieuhoff recorded a native name for it in 1647.

But, as Nieuhoff had already explained that the fruit of the *pindava* palm (*Maximiliana*?) was called *inaimira*, meaning "small cocoanut," we may be dealing, as in the case of *coyolli*, with a recently extended use of some native word or combination misinterpreted by Nieuhoff.—Contributions to U. S. National Herbarium.

SCHUMBURG'S PROCESS OF WATER PURIFICATION BY MEANS OF BROMINE.—In order to ascertain the value of this process, Schuder examined the whole quantity of water, after treatment with bromine and removal of the excess of the latter, for the presence of living germs. (*Jour. Soc. Chem. Ind.*) He concludes that Schumburg's process of water purification fails almost completely as regards value, as (1) the quantities of water examined for proof of the destruction of bacteria were much too small; and (2) by filtering through a double filter, the investigators named provided conditions which would very seldom occur in practice in the purification of water by bromine. The bromine process applied to a very impure water certainly considerably reduces the number of ordinary water bacteria in the latter, and doubtless also effects a considerable reduction in the number of typhus and cholera germs, but the degree of purification is not such that the water, after treatment, can safely be used as drinking water. Even with filtration through a double filter before treatment with bromine, the method fails in the majority of cases.

* P. 421, footnote.

There also grow coco trees in Brazil, called by the natives *inajaguacuba*, and the fruit *inajaguacu*, *Churchill's Travels*, vol. 2, p. 134 (1732).

MODERN EXPERIENCE VS. ANCIENT TRADITION CONCERNING ALCOHOL AS A BEVERAGE AND MEDICINE.*

By H. D. DIDAMA, M. D., Syracuse, N. Y.

A tradition which traces its origin to almost prehistoric times is that alcohol in some form, as beer, wine, whisky, or brandy, is harmless and valuable as a beverage, important in the management of minor disorders and *sine qua non* in the treatment of dangerous ones. Regarding the use of alcohol as a beverage, opinions differ radically. Advocates of the canteen claim that when the soldiers could buy wine, beer and "soft drinks" there was little or no drunkenness, but since its abolition the men resort to outside saloons and buy whisky as well as beer, and intoxication is very common.

The active principle in the soft drinks is identical with that in the strong ones. Whisky contains an indefinite amount of alcohol, from 20 per cent. to 40 per cent. Beer ranges from 4 to 8 per cent.; claret, 9 per cent.; champagne 11 per cent.; Tokay, the favorite prescription of some physicians, 12 per cent.; port 18 per cent., and sherry, another soft drink, 22 per cent. People can and do get drunk on any one of these beverages, and a high authority holds that beer, rather than whisky, is the cause of certain forms of neuralgia.

Many a new recruit tasted an alcoholic beverage for the first time in the canteen. The acquired taste led him, with boon companions, to the grog shop. Many newspapers advocate the restoration of the canteen for ostensible temperance reasons, and at the same time advertise, in another column, some favorite brand of whisky side by side with an account of an assault or horrible murder committed by an inebriate. Dr. H., claimed by a leading daily paper to be one of New York's most eminent medical authorities, read an essay advocating the daily use of old whisky as a stimulant, an excellent predigested food, and a healthful beverage.

A New Jersey Judge, in granting licenses to saloons, declared that the craving for alcoholic liquors is as natural as the craving for food, and that, if it had not been the Divine intent that these liquors should be used as drinks, God would not have made alcohol to gratify this appetite. Lauder Brunton, M. D., F. R. S., in his great classic work on pharmacology and therapeutics, enumerates thirty-seven diseases for which alcohol had been, and still was, commended, while only two remained to be mentioned in which its use was proscribed. Let me mention a few of the thirty-seven: Acute rheumatism, Asiatic cholera, cough, convulsions, delirium tremens, diphtheria, pericarditis, suppuration, mania, vomiting, pytalism. Although its employment was generally forbidden in gonorrhea, the prevailing practice was to use it in leucorrhoea. Holt, a modern writer and a professor in a polyclinic, while admitting in his valuable volume on "Diseases of Children," published five years ago, that "alcoholic stimulants are no doubt greatly abused in the hands of many practitioners," insists that they are "well tolerated even by very young infants." "There is no question," he declares, "in regard to the value of alcohol in diphtheria." For a child 4 years old he thinks that an ounce of whisky or brandy is enough to begin with, but that in very bad cases five or six times as much may be given.

Keating, who was a firm believer in the necessity of crescendo doses of alcohol in children's diseases, states that he gave whisky in moderate amounts to four children, suffering with diphtheria in the Foundling Hospital. The ages of the children were from 4 to 7 years. Deriving no benefit from the small doses, he increased them to a teaspoonful every 20 or 30 minutes, equal to 9 ounces in 24 hours. All the children died.

Another defender and zealous advocate of alcohol is the eminent scholar, teacher and practitioner, whose

* Address to the American Medical Temperance Association, at St. Paul, June, 1901. (*Am. Med.*)

seventieth birthday anniversary was celebrated with great eclat and laudation in New York. A few months ago he delivered an address at a meeting of the New York State Medical Society. The address may be found in the Albany Medical Annals for May, 1900. The genial doctor, after speaking favorably of fluid silver in diseases containing pathogenic germs and denouncing the use of acetanilid in any circumstances, introduced the discussion of his favorite topic. I quote from his words: "As a dose of a half-ounce of alcohol is liable to prove fatal to a child under 10 years of age, the question whether it should be used at all is a grave one." He disposes of this question, which is considered by the medical profession a very important one, in a manner less remarkable for its urbanity than for its emphatic positiveness. He said: "There have been fanatics, like a professor of physiologic chemistry in Switzerland, who is opposed to the use of alcohol under any circumstances." I will venture to cull a few of the doctor's assertions: "There is no better antiseptic than alcoholic beverages." "I claim, as one of the most meritorious facts in my professional life, to have proclaimed, long before the time of most of you, the necessity of giving large doses of alcohol in the grave forms of diphtheria. There is almost no dose that is not well tolerated." "What I have observed and written these forty years still holds good." "Septic cases that will not improve after 3 or 6 ounces of whisky are apt to do well with 6 to 16 ounces. Indeed I have seen such septic children of 3 or 4 years take 15 ounces of whisky a day, which had no bad influence on the brain." Poor Keating confessed that he was not so successful with his big doses of Bourbon! And the critical doctor himself admits, as has been quoted, that "half an ounce of alcohol"—an ounce or so of whisky—"is liable to prove fatal to a child of 10."

Osler, the leading medical author in America, called attention in the first edition of his "Practise of Medicine" to some of the results of alcoholism. He mentioned irritability of temper, impaired judgment, enfeebled will, a change in moral character, catarrh of the stomach, diseases of liver and kidneys. And he showed by statistics that drunkards are especially liable to acute and chronic tuberculosis. And yet he added—still clinging to worn-out tradition—that alcohol may be given when the pulse flags in delirium tremens, and that "in moderation, wine, beer, and spirits may be taken throughout a long life without impairing the general health or causing disease in any organ." He did not stop to consider that "moderation" is a word of dangerous elasticity, and that it is the early step in the downward course of every inebriate. I learn that in the third edition of his scholarly, scientific, admirable work, the well-qualified and progressive author has modified his opinion, or, at least, withheld its injurious expression. For, as it stood, unguarded, this apparent approval of the drinking habit might have had a pernicious influence upon the thousands of young physicians who read it and who might have commended it to their patients and to the community.

Every day we read accounts of men who tarry long at night, and spend their money in those restaurants—clerically christened "Poor Men's Clubs"—where the precious Atwater liquid food is furnished, and who then go home and in their hilarity abuse, beat and maim their half-starved wives and children. The unanimous testimony of those who train for athletic exercises, football, footraces, rowing matches, pugilistic contests, is very emphatic that alcoholic drinks are always harmful. It is ancient history that Kane, Nansen and other Arctic explorers would not give their men a drop of alcohol—this so-called king of stimulants—although the thermometer in those long, frigid nights sometimes indicated a temperature of 80 degrees below zero. We all remember that General Kitchener, who fought and destroyed the army of the Dervishes, at Omduran, determined to test the effect of total abstinence on his soldiers. He knew that the Dervishes, who were famous for their fearlessness, endurance and fighting

ability, were forbidden by the Koran to use alcoholic drinks. He therefore cut off entirely the grog ration. And he reports that in the long march of weeks and months, over the hot sands of the desert, his men endured fatigue and exposure better than they did when they drank the customary ration, and that in rapid marching, in attack and defense, they were quite equal to their total abstaining enemies.

Business men, also, and employers of laborers, testify that the abstainers in their service not only endure cold and heat, hunger, exposure and fatigue better, but they recover sooner than those who indulge in intoxicants. This testimony of practical men, who know what they are talking about, would seem to overbalance the statements of a few tipting surgeons that alcoholic drinks are indispensable in hot climates. Bruntton asserts that the action of alcohol upon psychic processes is curious; for while it renders them much slower, the individual under its influence believes them to be much quicker than usual. He also states that alcohol is antagonistic to strychnin.

An important lecture was delivered in London by Victor Horsley, who is acknowledged to be a great authority on the brain and who is known not only as a fearless investigator for truth but as the servant of science. The lecture is published in the British Medical Journal of May 5, 1900. Horsley's experiments demonstrated that the effect of alcohol on the brain was first an apparent quickening of the cerebral act, which lasted but a few minutes, and then, for a period of two to four hours, this cerebral activity was diminished. That is, it took longer for a person who had had a small quantity of alcohol to think. And he asserted that the evidence was overwhelming that alcoholic in small amounts had a most deleterious effect on voluntary muscular work.

Up to seven years ago, alcohol was employed in the treatment of diphtheria by nearly all physicians in Europe, and by a majority in our own country. The mortality abroad was 68 per cent., but was not so great in America; and this lessened death-rate here was attributed by many practitioners to the use of Rhine and domestic wines, which contain but a small percentage of alcohol. After the introduction of Behring's antitoxin, the mortality in Europe was reduced to 30 per cent., this still enormously high rate continuing in spite of, if not in consequence of, the persistent employment of the accustomed alcohol. At home the early use of antitoxin sine alcohol brought the mortality nearly to the vanishing point.

Notwithstanding the evolution resulting from scientific experiments, observation and experience, of the conviction that alcohol is harmful as a beverage, promotive of many disease, and useless in medical practice, it is to be regretted that a large number of authors—especially those who have already embalmed their opinions in printers' ink—still adhere to their ancient views and advocate them vehemently. Many teachers in medical colleges—the numbers, it is to be hoped, will grow beautifully less every year—follow their leaders, the bookmakers, who, in too many instances are not so much original idealists as transcribers. And not a few of the worthy rank and file of the profession, who have little time and few conveniences for experimentation, are content to adopt as their excuse for administering alcohol the one given by a candid young practitioner at a discussion of the subject in New York City: "I use it because other doctors do."

The number of careful and scientific observers at home and abroad who have proven that alcohol is an anæsthetic and depressant instead of a stimulant is rapidly increasing. The small army of physicians who have had the courage to relinquish the use of alcohol in the treatment of disease have cause to rejoice at the daily addition to its list of recruits. "The acorn is small, but it has in it the potentiality of the giant oak." The science of medicine is intimately associated with its practice. As a rule, those who best know best do. Their philanthropy instead of halting at easy benedictions passes forward to practi-

cal benefactions. Their delight, as well as their duty, inspires them not only to alleviate suffering but to anticipate and ward it off. They endorse the popular maxim: "An ounce of prevention is worth a pound of cure"—10 to 1.

In conclusion: Those of us who neither use alcohol in so-called moderation as a beverage nor prescribe it in heroic or minute doses as a medicine, and who have personal experience for our belief that the non-alcoholic treatment of any disease is far more satisfactory than the alcoholic management which we formerly employed, are likely to have many pleasant and gratifying experiences. For instance, gastric catarrh is a complaint abundantly prevalent among those who use beer, wine or whisky in asserted moderation. The statement of many of the victims is possibly well founded, that the whisky was prescribed by a reputable physician to improve digestion. A careful investigation of the case results in the regulation of the diet and the exaction of a promise to abstain permanently from the use of every form of alcoholic beverage. And it is not an uncommon occurrence for the patient to return after a week or two to express his gratification, to inquire why other doctors had not given the same counsel, and to renew his pledge to be a life-long abstainer. Satisfactory experiences like this, which any physician may possess, are already enjoyed by a rapidly increasing number of medical men who are counted among the most eminent in this country and abroad, in Germany and France as well as in England.

PHARMACY IN DUTCH GUIANA.*

As would be supposed, the practice of pharmacy and the laws governing pharmacy in the Dutch colony of Guiana are very similar to those of the parent country, the Netherlands. As in the Netherlands, so here there is a class of merchants known as "drug-gists" who are an entirely distinct class from the apothecaries. Druggists are dealers in crude drugs, and there is no government examination or requirement for this class except that they are not allowed to sell less than specified quantities of the different drugs; and that they are not allowed to compound drugs or prescriptions. Any one can go into the drug business, just as any one can go into the grocery business.

When we come to consider the apothecaries, we find an altogether different state of affairs. The apothecary is a man of high social and professional standing in a community. He is considered as professional a man as a doctor or a lawyer. This is so because the requirements for becoming an apothecary are equally high with those for becoming a physician, and because an apothecary is extremely careful of his professional standing. He would consider it an inexcusable breach of professional dignity to carry in stock, for instance, cigars, hair brushes, candy, or any of the numerous side lines carried by pharmacists in this country. He sells only drugs, and, principally, only such drugs as are compounded by himself. This matter of professional dignity is carried still farther. They use only the Latin names of drugs under all circumstances. For instance, saltpetre is always *nitras calicus*, plaster paris is *sulphas calcicus*; senna leaves, *folia sennae*, etc.

The assistant pharmacists of Guiana are known as candidate apothecaries. To obtain this title it is necessary to pass an examination in Dutch, French, German and English, algebra, geometry and arithmetic, or to show a diploma of a high school; after that an oral and written examination in organic and inorganic chemistry, general botany, practical and theoretical pharmacy and natural science—of light, heat, sound, electricity, and mechanics. There is no requirement as to time of experience or college education, it being understood that to pass the examina-

tion requires such knowledge as must have been gained in practical experience.

To obtain the degree of apothecary it is necessary to pass an examination in zoology, special botany, as applied to pharmacy, toxicology, quantitative and qualitative chemical analysis, theoretical and practical pharmacy, and materia medica.

The Pharmacopoeia of the Netherlands is the authoritative standard, and the metric system of weights and measures is used exclusively.

As in Germany, everything, both liquid and solid, used in compounding prescriptions, must be weighed. In many pharmacies, however, this custom is not strictly adhered to, being so much more easy to measure liquids than this is sometimes done in case of an unusually busy period.

The pharmacy law makes it obligatory for a pharmacist to seal all prescriptions sent out, with a wax seal bearing his name, in such a way that when the package is opened the seal will be broken. Poisons, which can only be sold on a permit from an inspector of the medical service or from the chief of police, must be sealed in the same manner. As in this country, a poison record must be kept, in which is noted kind, quantity, price, and name of purchaser, together with the name of the officer who issued the permit and a prescription which contains a poison; even, for instance, opium cannot be repeated without a new prescription from the doctor.

Specialties are practically never used, partly because of prejudice on the part of the medical profession, and partly because there has never been a serious effort made to introduce them.

The pharmaceutical preparations in use are very similar to those of the United States Pharmacopoeia. Syrups are used very extensively in mixtures as corrigents, e. g., simple syrup, syrup of orange peel, syrup of citric acid, etc. Syrups are, however, preserved with great difficulty in that climate, and in their stead they have a class of "dry syrups," made by evaporating a syrup to dryness, and then when it is required in prescription work it is dissolved in an equal weight of water. Decoctions and infusions are scarcely ever used on account of the difficulty of preservation. Instead, the physician prescribes a tincture or fluid extract, to be taken in a large quantity of water.

Tinctures are made by maceration, the process of percolation being seldom used. Pills are a favorite method of medication, they being made up as required at the prescription counter. Plasters, too, are made altogether by the apothecary, as they are prescribed.

Fluid extracts are imported from England, and, to a small extent, from the United States. There is a small trade in English patent medicines, because of the number of English subjects who have settled in Dutch Guiana.

What will appear to pharmacists of the United States as an unjust regulation is one of relating to errors in prescriptions. In case of an error made by a physician in writing a prescription, it is considered the duty of the apothecary to correct it. Should he not notice such an error, and it proved fatal to the patient, he, the pharmacist, is alone held responsible, and is liable to imprisonment. The physician is exonerated, because he writes his prescriptions often under very trying circumstances and so is liable to err, while, on the other hand, the apothecary is blamed because he is in his shop where there are no disturbing elements, but where, on the contrary, chances for detecting such errors are most favorable.

Each of the large plantations in the country districts has its own hospital and apothecary shop, together with a physician to every three or four plantations. These shops are usually in charge of the hospital steward, who is not, necessarily, an apothecary, and who does the compounding according to the directions of the physician, who is responsible. These plantations employ from two to three hundred people each, and so it will be seen that the openings for apothecaries are limited to the larger towns and cities.

*From an interview with D. da Silva Pereira; Reprinted from *Alumni Rept.*, Phila. Col. of Pharmacy.

The pharmacy laws are enforced, and the examinations conducted by a committee on pharmacy appointed by the governor of the colony. This committee consists of nine members—the chairman being the government supervising physician; five doctors, two military apothecaries, and a secretary.

The president, secretary, and one apothecary member of this committee make a yearly inspection of all the pharmacies in the colony. They examine the prescription file, the poison register, and, altogether, make a very thorough inspection of each shop. The apothecary is compelled to show everything requested by them, even to the state of his bank account and cash book.

The salaries of apothecaries run from twelve to fifteen hundred florins, a florin being worth about forty cents. However, as a florin is about equivalent to a dollar in purchasing power, the salaries are, on the average, better than here in the United States. Malarial fevers and fevers of all kinds are very prevalent, and are the most common kind of sickness, but the scourge of the country is leprosy. In Paramaribo, the capital of the colony, which has a population of 80,000, there are estimated to 500 or 600 lepers. Active measures are taken to subdue this awful condition of affairs, and at the present time there are two large hospitals for this class of patients, one controlled by the Government and the other a Catholic institution. Twenty-five florins are offered to any one reporting a case of leprosy to the authorities, and when found these unfortunates are thereafter confined to the hospitals. A curious belief of the lower classes is that this disease is caused by bacteria, which propagate in the sand, and that it is contracted by walking over the sand in bare feet.

We all have our peculiar imaginings on the way in which our business is carried on in other parts of the world, and such accounts are always interesting to us, but sometimes, as in the case of Dutch Guiana, we may find points of interest which have also a suggestion of usefulness.

DETECTION AND DETERMINATION OF PRESERVATIVES IN MILK.—The following method is put forward with the primary object of allowing a large number of milk samples to be tested for preservatives for waste of time (Analyst): to c.c. of each milk are measured into clean test-tubes, and at the same time to c.c. of a sterile milk, known to be free from preservatives, are also placed in a tube. To each tube and to the control tube, 2 c.c. of very strong, slightly alkaline solution of litmus are added. If any of them, as is the case with old milks, are not of the same blue tint as the control tube, half normal soda solution is added until the correct shade is obtained. The tubes are then plugged with cotton wool and heated to 80° C. in a water-bath for 10 minutes. After cooling, each tube, including the control, is inoculated with 0.5 c.c. of sour milk in water (0.5 c.c. milk to 100 c.c. water), mixed, and allowed to stand at the ordinary temperature for 24 hours, or until the control tube is white, or nearly so. Those tubes which contain preservatives remain blue, or pink while the tubes containing no preservative become white, like the control tube. The quantities of preservative which may be detected by this method are 0.005 per cent. of borax or boric acid, 0.05 per cent. of salicylic acid, and 0.0003 per cent. of formaldehyde. The method may be applied quantitatively for the estimation of preservatives in milk by using control tubes containing known amounts of the preservatives.

PURGATOL is a form of diacetyl ether of antrapurpurine. It is obtained in the form of a yellow crystalline powder, which is insoluble in water and dilute acids, and soluble in alkalis with the production of a violet rose color. It is a purgative employed in one dose of .50 to 1 gram. This dose may be increased to 5 grams without danger.

QUESTION BOX.

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of the Era. Copies of these may be obtained at ten cents each.

Blood Purifier.

(D. M. R.) This term is exceedingly elastic, and is used to designate a wide range of remedies. A well-known formula of this class is the compound elixir of corydalis of the National Formulary, to which we refer you. Here are some others:

(1). Fluid extract of sarsaparilla.....	1 ounce.
Fluid extract of sillingia.....	1 ounce.
Fluid extract of yellow dock.....	1 ounce.
Podophyllin.....	3 grains.
Water.....	4 ounces.
Simple elixer.....	4 ounces.
Alcohol.....	2 ounces.
Glycerine.....	2 ounces.
Iodide of potassium.....	30 grains.

Mix. Dose: From one teaspoonful to a dessert-spoonful, three times a day.

(2). Burdock root.....	8 ounces av.
Sillingia.....	8 ounces av.
Sarsaparilla.....	8 ounces av.
Senna leaves.....	4 ounces av.
Sassafras bark.....	2 ounces av.
Iodide of potassium.....	1 ounce av.
Oil of wintergreen.....	20 minims.
Sugar.....	1 pound av.
Alcohol.....	32 pints.
Water, sufficient to make a gallon.	

Grind the drugs to a coarse powder, and having mixed a pint of the alcohol with a pint of water, macerate them for twenty-four hours with the liquid; then pack in a percolator, mix the remaining 2½ pints of alcohol with an equal measure of water and pour upon the drugs; set in a warm place for twenty-four hours, then percolate slowly, adding water to the drugs after the liquid has all disappeared from the surface, and continuing the percolation until 7½ pints have passed. Dissolve the oil of wintergreen in half an ounce of alcohol and add to the solution, with the sugar and iodide of potassium to the percolate; dissolve and filter.

The dose is a teaspoonful to a tablespoonful. This may be put up as a blood purifying bitters, blood cleanser, or by any other similar title.

(3). Buckthorn bark.....	5 pounds.
Sodio-potassium tartrate.....	2 pounds.
Potassium bicarbonate.....	2 ounces.
Sugar.....	6 pounds.
Alcohol.....	6 pints.
Spirit of lemon.....	3 ounces.
Tincture of ginger.....	3 ounces.
Oil of anise.....	1 dram.
Water.....	enough.

With sufficient water to make 3 gallons of decoction from the buckthorn bark, which may be deprived of bitterness by the addition of calcined magnesia, and dissolve it in the sodio-potassium tartrate, potassium bicarbonate and sugar. After allowing to stand for some time, clarify it by straining through flannel. Then mix the remaining ingredients and incorporate with the decoction.

Petroleum Emulsion.

(H. and K.) Here are several formulas:

(1)	
Oil of sweet almonds.....	3 ounces.
Pure white petrolatum or vaseline.....	5 ounces.
Mucilage of Atrix (1 in 3).....	5 ounces.
Syrup of tolu.....	2 ounces.
Lemon, rose, or almond essence.....	q. s.
Water to.....	16 ounces.

Place the mucilage in a warm mortar; melt together the oil and petrolatum, and, while warm, add

gradually to the mucilage, ensuring that each portion is thoroughly incorporated before adding the next; lastly, add flavoring, syrup, and water q. s.

Paraffin oil (liquid petroleum).....	16 ounces.
Acacia.....	8 ounces.
Glycerine.....	4 ounces.
Calcium hypophosphite.....	288 grains.
Sodium hypophosphite.....	288 grains.
Water, enough to make.....	3 pints.

Add the acacia to the oil, and mix thoroughly in a large mortar; then add one pint of water (all at once) and rub briskly until the emulsion is formed. Dissolve the hypophosphites in half a pint of water, to which add the glycerine; then add all to the emulsion and rub well together, adding any water necessary to make up the measure of 3 pints of finished product.

(3)

An English formula is the following: Mix in a mortar, terrol or vaseline, 1 oz.; powdered acacia, $\frac{1}{2}$ oz.; essence of almond (1-20) 5 min. Add, all at once, distilled water 6 drams, and triturate continuously for five minutes; then add the following mixture, dram by dram: Sodium hypophosphite $\frac{1}{2}$ dram, calcium hypophosphite 20 grains, hypophosphorous acid 20 minims, distilled water 6 drams. The resulting product is a thick cream, weighing 3 ounces. Odorless, heavy petroleum oil may be used in place of vaseline.

Effervescent Phosphate of Sodium.

(C. F. C.) The following formula is from the British Pharmacopoeia:

Phosphate of sodium.....	25 ounces.
Bicarbonate of sodium.....	25 ounces.
Tartaric acid, in powder.....	3½ ounces.
Citric acid, in powder.....	9 ounces.

The final product should weigh about 50 ounces.

Dry the phosphate of sodium until it has lost rather more than half (60 per cent.) of its weight; powder the product and mix it with the other ingredients. Place the mixture in a dish or pan, of suitable form, heated to between 200 and 250 degrees F., and when the particles of the powder begin to aggregate, stir them assiduously until they assume a granular form; then, by means of suitable sieves, separate the granules of uniform and most convenient size, and preserve the preparation in well-closed bottles.

The National Formulary (which you may obtain through this office, price \$1) contains a number of formulas for the preparation of the effervescent powders, and, also, some general observations and directions which you will do well to read.

Remedy for Dropsy.

(J. V. R.) We cannot give the formula for the proprietary preparation. There are so many things to be taken into consideration in the treatment of dropsy that no one remedy can be found adapted to all cases. The only satisfactory method is to employ a physician, and then follow his directions. For your information, however, we append several combinations which have been employed by practitioners in different phases of the disease.

(1). Powdered squill.....	$\frac{1}{2}$ dram.
Powdered digitalis.....	$\frac{1}{4}$ dram.
Potassium nitrate.....	1 dram.

Mix, and divide into 30 pills. One, 3 times, daily.

(2) Potassium acetate.....	3½ drams
Spirit of nitrous ether.....	2 drams.
Water, enough to make.....	8 ounces.

Tablespoonful every 3 or 4 hours.

(3) Elaterin.....	1 grain.
Spirit of nitrous ether.....	2 ounces.
Tincture of squill.....	$\frac{1}{2}$ ounce.
Tincture of colchicum.....	$\frac{1}{2}$ ounce.
Syrup.....	1 ounce.

A teaspoonful 3 or 4 times, daily, for hepatic and cardiac dropsy.

Impervious Corks.

(Bottler.) Impervious corks are made by soaking the best quality of corks for several hours in a solu-

tion of half an ounce of glue or gelatin in a mixture of three-quarters of an ounce of glycerin and one pint of water, heated to a temperature of about 50 degrees C. (122 degrees F.). Such prepared corks may be rendered proof against acids and other chemicals if they are dipped, after thoroughly drying for ten or fifteen minutes, into a mixture of four parts paraffin and one part vaseline. In this way they could be used with volatile solvents before the treatment with paraffine and vaseline.

(2) Soak the corks in a freshly-prepared, warm solution of gelatin, four parts; boiling water, fifty-two parts; ammonium bichromate, one part; and expose to the sunlight for several days. The same result is accomplished by treating the corks with a solution of gelatin, five parts; boiling water, fifty-two parts, and tannin, three parts.

Tincture of Ferric Chloride, With Ammoniated Tincture of Guaiac.

(L. W. B.) "I cannot make a complete solution of the following prescription on account of the water in the syrup precipitating the guaiac, and the mixture becomes black and unsightly.

Tincture of ferric chloride.....	2 drams.
Tincture of cantharides.....	40 drops.
Ammoniated tincture of guaiac.....	1 ounce.
Tincture of aloes.....	2 drams.
Syrup, to.....	4 ounces.

Teaspoonful, 3 times daily.

Please criticise the prescription."

The resulting mixture is black and very turbid; the tincture of guaiac is incompatible with the tincture of ferric chloride, tannate of iron being formed. The tincture of aloes gives a brown-black color with the iron, and both tinctures also precipitate on coming in contact with water. The prescription should not be dispensed.

THE PROPER METHODS OF BATHING are four: 1. By the bath in the ocean water at the sea-shore. For only a very few of the entire people, and for but one-fourth of the year is this possible. Such bathing, like many other kinds of bathing, is not for cleansing the body. 2. By the tub bath with pure water, possible only for the well-to-do and for a limited number in public bath-houses. 3. By the spray or rain-bath, the sole method advisable in public baths, and especially if supported by the benevolent, by the State, or by city appropriations. 4. By means of sponge or towel at home, even with only a few gallons of water. This method should be encouraged by hygienists, physicians and all those who would discriminatingly help forward the cause of the public health. The free swimming bath for the vast majority of our people is impossible to provide if the water shall be pure, and it is impossible to keep the water pure when it is needed. We leave out of the count the not-to-be-sneered-at fact that unless the bathing is done unclothed, soap and cleanliness are not thought of, and, even at best, modesty, that hardly-won virtue, is not encouraged in public bathing. The one incontestable fact is that the public swimming pool is a danger to, not promoter of, the public health. The newspapers, the politicians, and the selfishly charitable are right in their efforts to encourage cleanliness, but the mere desire to do good nowadays does not prevent the final result from showing wasted efforts, and, not infrequently, positive evil. Science should ballast our sentimentalism, and nowhere more carefully than in socialistic experiment and fervors.—(Am. Med.)

ADULTERATION OF BELLADONNA LEAVES.—C. Hartwich reports (Apot. Zeit.) having received two samples of belladonna leaves adulterated with leaves of *phytolacca decandra* and *scolopola carniola*, respectively.

ALBOFERINE is a tonic containing phosphorus and iron, combined with albumen. It is soluble, odorless and tasteless.

NEWS DEPARTMENT.

NEW YORK AND VICINITY.

N. Y. D. A. V. KOMMERS.

The members of the New Yorker Deutscher Apotheker Verein held a private jubilation on the evening of Oct. 3 in celebration of the 50th anniversary of the founding of the society. The "Kommers" took place in the rooms of the "Verein" at 142-194 Third avenue. About one hundred and fifty members were present. The early part of the meeting before the opening of the regular program was given up to greetings and congratulations on the part of the members. The stag party then listened to and participated in an excellent program of song, instrumental music, original poems and "Kommers Lieds", while the cup and weed went the rounds and the "salamander" was proposed in honor of the highest officers and most distinguished guests, altogether making up a famous old fashioned German jubilee. Henry Imhof was president of the Kommers.

President Carl Schleussner was the recipient of a handsome present from the members of the "Verein." It was a massive silver set in a heavy oaken chest, with a silver plate on the cover bearing the inscription, "New Yorker Deutscher Apotheker Verein, Golden Jubilee: To Its Worthy President Carl Schleussner, October, 1904." The presentation was made by Mr. Imhof and President Schleussner responded in a few well-chosen words, saying that the silver would always be kept sacred in his family.

Gustav Ramsperger, in whose honor the first "salamander" was drunk, responded with a speech, in which he gave the society and interesting retrospect and expressed a wish for its future prosperity and usefulness. The gold medal, which was presented to Mr. Ramsperger at the big celebration on Tuesday night was passed among the members for inspection.

Songs were written for the Kommers by President Schleussner, W. I. Gesell, E. Roller and A. Schulz and were sung in chorus. Each received the honor of a "salamander." Max Haessler made a great hit with his humorous recitations, receiving a number of encores. The complete program was as follows:

March, "Hurrah Boys"; speech, Kommers President Henry Imhof and presentation of silver set to Mr. Schleussner; speech of thanks by President Schleussner; Kommers Lied and chorus (C. Schleussner); salamander; humorous song, P. Arndt, accompanied by B. R. Dauscha; selection, "Tannhauser," R. Wagner; Kommers Lied and chorus (A. Schulz); salamander; Kommers Lied and chorus (W. I. Gesell); La Paloma; Kommers Lied, E. Roller; humorous Recitations, Max Haessler; Idyll, "Salome"; Kommers Lied and chorus (W. I. Gesell); humorous recitation, A. Schulz; salamander; Kommers Lied and chorus (E. Roller). Ambos-Polka (stein accompaniment) E. Parlow.

Results of the N. Y. State Board of Pharmacy Examination.

Sidney Faber, secretary of the New York State Board of Pharmacy, reports that out of a total of 82 present at the various examinations held in the state on September 18, there were 35 licenses granted. In Brooklyn out of 52 applicants, 23 passed the examination for pharmacists, while none passed that for druggists; in Buffalo there were 15 present, of whom 2 passed as pharmacists and 4 as druggists; in Albany, out of 8 applicants, 2 passed as pharmacists; and in Rochester out of 7 present 2 each of pharmacists and druggists passed the examinations.

BROOKLYN COLLEGE ALUMNI OUTING.

The annual outing of the Alumni Association of the Brooklyn College of Pharmacy was held on Wednesday, Oct. 2, at Distler's West End Park, Jamaica, L. I. About one hundred graduates and students with their lady friends and the members of the college faculty spent a jolly afternoon and evening. The sports consisted of a baseball game between the Alumni and the senior class nines and prize bowling contests for ladies and gentlemen. The alumni and their guests enjoyed a splendid dinner and the evening was passed pleasantly with a successful ball.

The baseball game was called at the end of four painful innings upon the excuse of darkness and rain with the score 9 to 6 in favor of the alumni. Professor W. C. Anderson was the star of the winning nine, playing first in big league form and getting two hits out of two times up. The immaculate professor played ball in a natty black frock uniform, patent leather shoes, a high square block hat and gold rimmed "specks." He was the object of a great deal of good-natured chaffing, a senior wag inventing a faculty yell,

"Cigars, cigars,
Cigarettes and beer,
Faculty, faculty,
We're right here."

The game was umpired with great abandon and artistic looseness by Phillip Shappiro, manager of the Alumni team.

The prize winners in the ladies' prize bowling contest were: Dr. Rose Owen, Mrs. S. Wood, Miss Jennie Muir, Mrs. W. C. Anderson and Mrs. F. P. Tuthill. Dr. W. C. Anderson, Dr. J. Schelling, L. Jacoby, William Bussenschutt and W. W. Welton were the prize winners in the Gentlemen's Tournament. The highest regular game score was made by Dr. F. P. Tuthill with 192.

FLAUMAN CONVICTED OF LARCENY.

Samuel Flauman, who was arrested last month on the charge of keeping a fence for stolen drugs at his place of business, No. 20 Second avenue, has been convicted on the charge of petty larceny. Flauman corrupted a number of boys in the employ of wholesale dealers, inducing them to steal high priced drugs for him and paying them a nominal price for the goods. According to detective Burns who made the arrest, he has been operating for about two years. His methods were exposed through Edward Jaworsky, a young man in the employ of Schiffelin & Co., who was approached by Flauman with the same proposition with which he had misled the other boys. Jaworsky listened to the scheme and reported it to his employer, Christopher Morgenstein, who had stolen cocaine from Schiffelin & Co., for Flauman and Edward Lang, who took goods from Max Zeller, were arrested at the same time. Both boys pleaded guilty and were sent to the Home of Refuge.

The charge of committing felony, which was first made against Flauman was reduced of necessity to petty larceny by reason of the fact that Mr. Zeller was the only wholesaler who appeared against Flauman and he could swear to the loss of but \$25 worth of a certain preparation. Flauman's defense was of a most flimsy and ridiculous character. He simply contradicted all that the boys had established by their testimony. In the course of the examination it was brought out that

Flauman has been arrested before on the charge of practising pharmacy without a license, although in his direct examination he had sworn that he had never been arrested before. There could be no doubt as to the prisoner's guilt and the jury required but one ballot to come to a unanimous verdict of guilty as charged. Judge Cowing, of the Court of General Sessions administered a severe lecture to Flauman in commenting upon the verdict, saying that his greatest crime did not consist so much in being a thief as in inducing boys to become criminals, possibly wrecking their lives and bringing shame and sorrow to their parents. Both of the boys were in repentant mood and showed themselves anxious to expose the crooked dealings of the man who had led them astray.

It seems that there is a great deal more in the Flauman case than appears upon the surface or was brought out in the trial. The extent of his criminal operations was not at all indicated by the testimony. Not only this, but there is a big scandal back of the scenes, involving some of the most favorably known men in the trade, according to the statement of a leading wholesale dealer, who will not allow his name to be published in this connection, but who is a man of high standing in the business community. He asserts that his information is from absolutely reliable sources.

N. W. D. A. CONVENTION ARRANGEMENTS.

There is every prospect of a large attendance at the 27th annual convention of the National Wholesale Druggists' Association, which is to be held at Old Point Comfort next week, beginning on Monday. A large number of rooms have been engaged at the Hotel Chamberlin, which will be the association headquarters and many applications have been sent in for transportation accommodations. Chairman Thomas P. Cook of the Passenger Rates and Routes Committee has issued the following statement for the direction of all who wish to attend the meeting:

One or more special cars will be attached to the Baltimore & Ohio train, leaving foot of Liberty street, Monday, Oct. 14, at 1 o'clock p. m., arriving at Washington 6 p. m. From there carriages will be taken to the pier of the Norfolk and Washington Steamboat Co. steamers, which will convey the delegation to Old Point Comfort, arriving at 7 o'clock a. m. Members who prefer to join this party will please advise the undersigned, at their earliest convenience, of the number of seats in parlor car they desire reserved; also number and price of staterooms they wish. Full fare is charged to Old Point Comfort, and one-third fare for the return ticket, purchased at Old Point, over the same route, provided the purchaser has a certificate, issued by the ticket agent from whom he obtained his ticket to Old Point, duly countersigned by Secretary Merriam at the convention. Any person going to the convention may avail himself of these rates for as large a party as he may propose taking, but a certificate must be procured with every ticket purchased. It is requested that such certificates be obtained whether the person buying the ticket intends availing himself of the reduced fare or not, inasmuch as these certificates serve to establish the number of persons present, in the event of any question arising with the transportation companies on this point. Tickets may be purchased and certificates obtained at any office, and will be on sale as early as Oct. 11 for the benefit of any who may desire to go in advance of the parties arranged for, as stated above. Persons who purchase tickets at the time of starting should be at the station at least 20 minutes before train time, as certificates have to be signed by them in the presence of the ticket agent, and some little time is necessary to avoid confusion.

Steamers of the Old Dominion Line sail from pier 26, North River, daily, except Sunday, at 3 p. m., for Old Point Comfort direct, arriving 9 a. m. following morning. By the Cape Charles Route trains leave via the Pennsylvania Railroad from the foot of Cortlandt street at 9 a. m., reaching Cape Charles at 5:35 a. m., thence by steamer to Old Point Comfort, arriving at 7:50 a. m. The Committee assumes that you have engaged rooms at the hotel. In any event, upon receipt of notice

that you will join the New York party, you will be furnished with special tags for trunks, which will facilitate delivery to room after arrival at Old Point Comfort. If you have not reserved rooms, it would be well to write at once to Colonel George A. Keeler, Manager, Hotel Chamberlin.

TWENTY-THREE NEW PHARMACISTS.

The State Board of Pharmacy has finished the consideration of the papers and practical demonstration work of the examination given Sept. 18. Of the sixty-five candidates who took the examination and tests, but twenty-three were successful in passing and two of these were young women, Miss Annie Krepela and Miss Mary L. Martin. The others who will be granted licenses are: Charles B. Bidwell, Fred Derschmidt, Charles Frank, Aaron Kaufman, James J. Kolb, William B. McDonald, Theodore E. Pundt, Martin M. Soroch, Henry Cook, Wolfram Dreyfus, Aaron J. Gites, Samuel R. King, Joseph Lieberman, Abraham Ratner, Norman C. White, Elmer F. Courter, Paul Frohwein, Fred W. Hesse, Marc A. Lamorte, Charles H. Moran, and Louis Rotkowitz.

PROPRIETORS WILL TAKE NO ACTION ON N. A.

R. D. PLAN UNTIL REGULAR MEETING NEXT YEAR.

The Proprietary Association of America will hold no contemporary session this year with the National Wholesale Druggists' Association at Old Point Comfort. It has been given out from headquarters that no members of the Proprietary Association will attend the Old Point Comfort Convention in an official capacity, although a number may be in attendance as individuals. Accordingly, the retail dealers can expect no endorsement of or action upon the plan, adopted in the N. A. R. D. Convention at Buffalo by the proprietors before the time of their regular annual meeting, which is to be held in New York in May.

NOTES.

—A fine signal system for the yacht races was rigged up in the dining room of the Drug Club during the international challenge cup races. Handsome silk flags, green for the Shamrock and the Stars and Stripes for the Columbia were floated before an electric fan, the positions of the yachts being indicated by the positions of the flag in the standard.

—Miss Josie A. Wamons, of Minneapolis, at one time a vice-president of the American Pharmaceutical Association and one of the most widely known druggists in the country, is in the city. She was entertained at the Drug Club, October 1, by Albert Plaut, of Lehn & Fink.

—Frederick Hyett, for twelve years manager of M. Michaelson's 5th avenue store in Brooklyn, died at his home, at No. 780 Grand street, Jersey City, on September 21 as the result of a stroke of paralysis. He was seventy years of age. A widow and two children survive him.

—A wager of \$10,000 has been made by George J. Seabury, president of Seabury & Johnson, that the fusion forces will be victorious in the coming municipal election. The bet was made with George Considine, election. The bet was made with George Considine.

—D. H. Hawkes, of Goshen, Ind. and Chas. H. Leonard, of Elkhart, two of the most prominent pharmacists in northern Indiana, are spending a week at the pan-American Exposition and will visit New York before returning west.

—Reid, Yeomans & Cubit have been making extensive improvements on their Nassau street store, putting in a complete syrup plant occupying one entire room in the basement with the carbonating and manufacturing departments.

—E. P. Ferguson, has succeeded the firm of James & Co., No. 2413 Seventh avenue, where he was formerly a partner in the business. The establishment will remain at the present location but will be known as Ferguson & Co.

—The New York Credit Men's Association gave a dinner in the dining rooms of the Drug Club on the evening of October 2. Over one hundred and fifty members and guest enjoyed the occasion.

—Alfred Hammer, a drug clerk in a store at 637 Melrose avenue, the Bronx, this city, was arrested on Sunday, Oct. 6, on a charge of criminal assault upon a sixteen year old girl living just over the store.

—Edward T. Williams, who had been in the employ of McKesson & Robbins, forty-five years in charge of the drug department, died at his home in Brooklyn October 2, at the age of eighty-two.

—W. L. Strauss, of W. L. Strauss & Co., No. 27 Warren street, has returned from a trip through Canada and the East with a flattering report of trade conditions in the localities in which he called.

—A. T. Fleischman, of Sedalia, Mo., who is one of the most widely known pharmacists of that State, has been in the city the past week, combining business and pleasure on his eastern trip.

—Charles Daniel, formerly with Col. J. W. Lowe, at New Haven, Conn., and Arthur G. Gilmore, of Anderson's Pharmacy, Bath, Me., are registered at the New York College of Pharmacy.

—Dr. F. H. Kattenberg, for many years the proprietor of the pharmacy at Houston and Essex streets, contemplates opening a new store at Third avenue and East 161 street.

—Thomas P. McNeill, of Leake & McNeill, wholesale druggists of Jacksonville, Fla., is spending a vacation of two weeks in New York, accompanied by Mrs. McNeill.

—E. B. Felt, a well known retailer of Elkhart, Ind., is in New York on a visit. He made several calls in the drug section during the week with a view to buying.

—S. H. Carragan, of Parke, Davis & Co., who has been absent for about two weeks on a western trip, returned to the New York office October 2.

—The store of P. A. Hyatt, at Bordentown, N. J., has been purchased by R. P. Dinges, who will continue in the general drug business.

—Edward Ball, a prominent drug dealer of Lee, Kent, England, registered at the Drug Club October 3, as the guest of W. D. Paris.

—H. M. Decker, of Fiske, Decker & Clarke, one of the leading Cincinnati drug houses, is in the city in the interest of his firm.

—Charles Steiner, of the Empress Manufacturing Co., 725-727 Broadway, has just returned from a three month's European tour.

—W. L. Morkell, a manufacturing chemist of Buenos Ayres, was the guest of Col. E. W. Fitch, at the Drug Club October 3.

—Among the visitors at the Drug Club on October 2, were Walter C. Nelson, of Chicago and Herbert Taylor, of St. Louis.

—F. B. Crouch, pharmacist, Grand and Elizabeth streets, will shortly open a second store at 101 street and Broadway.

—W. J. Butts, a well known pharmacist of Brunswick, Ga., was one of the buyers in New York last week.

—W. A. Spaulding, pharmacist of New Haven, Conn. was in the city on a business mission October 4.

—J. L. Hopkins, of J. L. Hopkins & Co., No. 100 William street, made a business trip to Baltimore this week.

—Carmino Pugliese, clerk in the store of George Leinecker, No. 57 Houston street, was recently married.

—T. E. Delano, with Charles N. Crittenton Co., has been spending several days at Southampton.

—The Retail Druggist' Bowling Association opened for the winter season on October 8.

Licorice, if kept in stock and exposed to the air for any length of time, will become hard and unsalable. Buy the well-known and reliable D. & S. Licorice and you will not have this trouble. It can be obtained through any jobber or from the makers, W. G. Dean & Son, 361 Washington street, New York, who also make the well-known staple, Dean's Patent Ardent Mustard.

IN AND ABOUT BOSTON.

Some McKinley Drawings.

Boston, Oct. 5.—At several drug stores in this city the decorative tributes to the lamented President McKinley still are kept in place, and if flowers have been used these are renewed to keep them fresh. A unique decoration used in several pharmacies is in the form of a big block of ice, frozen, in the center of which is a wreath of laurels, with white asters or other flowers or ornamental foliage tied with black ribbon. In the town of Brookline, which is the wealthiest place of its size in the United States, the store windows of two druggists attracted much attention because of their beautiful mourning emblems. In one of the large show windows of Butlers' pharmacy, which is conducted by Rev. Philip A. Nordell, who is both a Baptist preacher and an experienced pharmacist, a large portrait of the martyred president is handsomely draped with black and surmounted by a golden eagle around whose neck hangs a wreath of feathery fern. The whole window is shrouded in black and on both sides of the portrait are several small flags and a couple of unsheathed swords with their scabbards and belts lying close by, this feature being singularly suggestive of President McKinley's war record. Another window across the street which has suitably recognized the season of mourning is that of the T. Metcalf Company, managed by John Tomlinson, which has a beautiful portrait of the dead president draped appropriately and with a large wreath of purple and white asters and ferns reclining at the base, the wreath having been reverently placed in position on the morning of the funeral.

No Material Change.

Boston, Oct. 5.—Quotations have not materially changed since a week ago. In the line of chemicals the Fall trade is rather promising, as several industries largely dependent upon certain kinds are already doing a large business which naturally has its reflection in the chemical market. Prices of grain alcohol are holding pretty firm, but for wood alcohol there is little more than a normal demand. Drugs are quiet, with opium and quinine rather more so than usual. The demand for hops is about the same as it has been for several weeks past, and it would appear that local conditions in this commodity are about the same as are found in all sections of the country. Local authorities say that this year's crop will average about the same as last year and that prices will fluctuate very little. In dyes the best improvement is noted in indigo, though even this is slight, and in other lines the prospect appears to be for higher prices later on.

NOTES.

—In a voice choking with emotion and with eyes filled with tears, Clarence Hall, who claimed to be a student at the Massachusetts College of Pharmacy, made a successful plea for clemency in the Municipal Court the other day. The crime for which he was arrested and to which he frankly confessed, was the stealing of a large gold crown valued at \$30 which he took from a dentist's office. It seems that Hall went into dentist's office and made an appointment to have some teeth filed. He did not show up then, but came in later when the dentist was out and the glistening gold crown caught his eye. He explained to the judge that this was his last year in school and added: "If you send me away, it means that I have to give up my profession and am ruined for life. I admit I did this, but I don't know why. I swear I never did anything like it before and am sure I never will again." And the judge believed the youth, so he was allowed to go free.

—A fine of \$50 and imprisonment in the House of Correction was the sentence meted out by the District Court to William F. Donn, druggist of South Framingham, for maintaining a liquor nuisance. His store is situated in Waverly street, and several weeks ago it was raided by the police when a miscellaneous assortment of wet goods was found and taken away. On the strength of this evidence charges were preferred against

Dunn with the above result. From this sentence, however, Dunn has appealed and furnished bonds of \$200 for his appearance at the October term of the Superior Court of Middlesex county. The case has interested the people of South Framingham considerably, and Dunn's conviction is the first of any of the local proprietors of drug stores since the crusade against illegal liquor selling was inaugurated two months ago.

—Dr. Francis E. Hines, one of the best known druggists in Essex County, died the last day of the month at Salem, Mass., after a long and painful illness. He was a native of Boston where he spent many years of his early life. He was born in 1832 and after attending the public schools he entered the Harvard Medical School, taking up courses in both medicine and pharmacy. For three years he was an assistant assessor in Boston, and also represented the Seventh Suffolk District at the State House, where he made many friends during his legislative term. He removed to Salem in 1870, and for twelve years was honored with an annual appointment to the school board. He was prominent in a number of fraternal organizations and leaves behind him many warm friends.

—The death of John C. Howe, senior member of the firm of Howe & French, which previously has been referred to, has revived more or less interest in his partner, Mr. French, who it seems, possessed one of the most valuable collections of theatrical literature and pictures to be found anywhere in the city. After Mr. French's death this collection was sold at auction and was the occasion of many reminiscences of dramatic life, long forgotten until brought to notice by this sale.

—C. A. Daley's drug store at 617 East Broadway, South Boston, was visited by the liquor squad a few nights ago, and when they left Mark A. Brown, employed by Mr. Daley as a clerk, was invited to go with them. Though unprepared for so sudden a departure, there was no alternative but to comply with the peremptory demand, as he was charged with selling liquor, which, if true, is not a good beginning for a youth only twenty-two years of age.

—At a recent meeting of the Society of California Pioneers of New England, held in Boston, among the officers who were elected for the ensuing year was Hon. Gorman D. Gilman as second vice-president. At the banquet which followed the business meeting the post-prandial exercises included an address by Mr. Gilman, who is senior member of the drug firm of Gilman Brothers.

—L. A. Auger of Southbridge, proprietor of the Southbridge Drug Company's store, and Miss Emma Gigue of Montreal, Canada, formerly of Southbridge, were married in that Canadian city a few days ago. Immediately after the ceremony Mr. and Mrs. Auger started on a wedding trip and upon their return will go to housekeeping in a new house.

—Wilbur F. Coburn and Thomas J. Reid have announced that the partnership lately existing between them at 295 Meridian street, East Boston, where they carried on a drug store under the firm name of W. F. Coburn & Co., has been dissolved by mutual consent; and that the business will hereafter be conducted by Wilbur F. Coburn, alone.

—A new enterprise is the John C. Trott Co., which has been organized for the purpose of making and selling absorbent cotton, antiseptic supplies and like articles. The capital stock is to be \$150,000, of which nothing is paid in. H. T. Wood of Boston is president, and Edmund Wilcox of Waverly is treasurer of the company.

—The wholesale house of Chester H. Graves & Son on Hawkins street, West End, was the scene of a good-sized blaze a few nights ago, due to the explosion of a large tank of alcohol, which caused quite an excitement in the immediate neighborhood. Quick work of the firemen prevented a heavy loss.

—"Bert" Anderson, as his friends and customers call him, who has been employed in Chapman's drug store at Monson, has entered the Massachusetts College of Pharmacy in this city.

—Earl Vosburg, in order to enter the Jefferson Medical College at Philadelphia has resigned his place at Wells & Nash's drug store at Greenfield where he is succeeded by Samuel Dimes.

—Fred Brown, who for the past seven years has been

employed in Lee's Chemical Works in the Arlington district of Lawrence, has severed his connection with that business.

—George A. Taylor of Castle's drug store at Methuen has been enjoying a two weeks' vacation, passed in a pleasant way.

PHILADELPHIA.

COLLEGE OF PHARMACY ELECTS TRUSTEES.

Philadelphia, Oct. 5.—The regular "Quarterly Meeting" of the members of the Philadelphia College of Pharmacy was held in the Library on Monday afternoon, Sept. 30 with President Howard B. French in the chair. The minutes of the Board of Trustees were read by Registrar W. Nelson Stem and approved. Reports from various delegations were then presented. Professor Remington speaking for the delegates to the recent meeting of the State Pharmaceutical Association called attention to the action of that association towards an abatement of the State Medical Association. The suggestion of this latter body that names and addresses of "poor patients" be kept in a public register was approved by the meeting. Professor Kraemer reported on the meeting of the American Pharmaceutical Association calling it the most successful of many years. In view of the selection of Philadelphia as the next meeting place of the A. Ph. A., he suggested that a committee be appointed to represent the Philadelphia College of Pharmacy in providing entertainment for expected visitors. A motion to this effect later. The committee on nominations reported the names of five members for trustees, three to be elected, Messrs. L. C. Funk and W. A. Rumsey having requested the withdrawal of their names, the secretary was instructed to cast the ballot of the meeting for the remaining three, Messrs. E. M. Boring, R. M. Shoemaker and Charles Leedom. Messrs. M. W. Bamford and Kemp were elected members of the college.

The records of the registrar show a very gratifying attendance of students this year, 188 students matriculating and a majority of the members of other classes returning. Seven young ladies are among the matriculants.

The first of this year's series of "Pharmaceutical Meetings" will be held Tuesday afternoon, Oct. 15, for which a very interesting programme is promised. Among the speakers will be Dr. Jokichi Takamine who will lecture on "Adrenalin Hydrochloride" and exhibit specimens, and Mr. Wilbur, of the German hospital. The collection of unusual adulterations of drugs shown by Smith, Kline & French at the American Pharmaceutical Association meeting will be exhibited, in charge of L. W. Kehler.

ANNUAL MEETING OF THE STATE MEDICAL SOCIETY.

Philadelphia, Oct. 5.—The fifty-first annual meeting of the Medical Society of Pennsylvania was held in this city during the past week, with a large attendance of members and delegates from all parts of the State. Two resolutions were acted upon regarding measures interesting druggists, one relative to counter prescribing and the sale of patent medicines by druggists, the other of the "Free Dispensary Evil". The first of these resolutions, passed by a good majority, rectified the growing tendency of the public toward self-prescribing and urged that druggists assist physicians to discourage by discouraging the sale of patent nostrums. Nothing was said, however, of the dispensing of medicines by the physician. The resolution passed regarding the Free Dispensaries was in line with the action taken at the last meeting of the State Pharmaceutical Association; the co-operation of State and local pharmaceutical associations was asked to abate the evil. A suggestion was made that a list of patients be kept and that when fraudulent solicitation was discovered that notification be sent to all the free dispensaries in the State; this met with much favor. It was agreed that hospital physicians should be urged to use great discrimination in accepting "poor patients", and that members should take concerted action in refusing to recommend any but persons they knew personally to be unable to afford to pay for treatment.



S. W. STRUNK, Chairman Telephone Committee, P. A. R. D., 1890 No. Fifteenth St., Philadelphia, Pa.

Several lists were submitted showing that an enormous amount of medicine had been dispensed to non-paying patients during the year and that many thousands had been treated in the free dispensaries without charge. A marked feature of the sessions was the sentiment of good will expressed toward the druggists.

RECENT LAWS AFFECTING DRUGGISTS.

Philadelphia, Oct. 5.—The attention of Pennsylvania druggists is called to two recent enactments of the State Legislature, both of which seem to possess a capability of being used for blackmail by evil-minded parties. Law number one prohibits the sale or furnishing of tobacco in any form to persons under 16 years of age, the penalty being a fine of not more than \$100 and imprisonment for not more than 30 days. It often happens that children are sent by parents to buy tobacco and cigars; if the druggist supplies them he renders himself liable to arrest, etc., for violation of the law in case the parent chooses to deny sending his children. The law does not prohibit the delivery of tobacco to children if for adult's use, only requiring that this be positively ascertained, so written orders from unknown customers should be demanded for protection. Law number two permits the registration of the name or title of any article, descriptive or fanciful, on the payment of a fee of \$2, which gives the registrar sole right to its use. Comment is made on this law that it may be possible for a person to register the distinctive title of some well-known article under his own name and then demand payment from the actual owner for its use. The advantage of the law is that druggists can register the name of some "taking" specialty and confine its sale to their own store if desired.

Trade Steady With Prospects Favorable for Good Business.

Philadelphia, Oct. 5.—Trade has been fairly good and active during the week; "steady" would be its most fitting term. The fall trade seems to have opened with quite favorable prospects for a good business during the remainder of the year, with local conditions in good shape. There is very little "aggressive" cutting being done or advertised in any section, although prices still are not as satisfactory as they might be, and there is a

harmonious feeling prevailing that all good promise for better times. Those druggists who make an effort to cater to a prescription trade say that there is a better feeling between druggists and doctors just now than for some time, due to recent co-operation of local and state pharmaceutical associations with the medical associations along certain lines, and that there seems to be a tendency towards relying on the druggist to compound prescriptions instead of ordering semi-proprietary preparation. Small pox is decreasing but the demand for vaccine and accessories is yet brisk.

There is little change in the situation in wholesale circles; business is good and steady and the barometer of trade-collections—shows that retailers are in good shape to meet their obligations. All of the local firms are quite busy and dealers in druggists sundries, rubber goods, sponges, etc., report that their fall trade is showing up very well.

COMPLIMENTARY RECEPTION TO THE OLDEST WOMAN PHARMACIST.

Philadelphia, Oct. 5.—A reception at the woman's Medical College was tendered to Dr. Susan Hayhurst last Tuesday afternoon, in honor of her twenty-fifth anniversary as pharmacist of the college, the managers and faculty of the college, students, friends and many prominent guests attending. Several valuable silver articles and a number of floral pieces were presented to the veteran leader in celebration of the occasion. Dr. Hayhurst has the honor of being the oldest woman pharmacist in Philadelphia and was for the first two years of her medical studies the only woman in her class. Although past the allotted term of life, and frail and delicate in appearance, this lovely old Quakeress sets an example in activity and devotion to her chosen profession that younger women may well emulate, as she not only has entire charge of the hospital supplies, but also conducts a drug store on Locust street which enjoys the patronage of many of the nearby physicians. Dr. Hayhurst is also a member of the New Century Club, Philadelphia College of Pharmacy and many other social and scientific societies. All honor to this pioneer in pharmaceutical work for women.

NOTES.

—The delegates from the P. A. R. D. to the convention of the National Association of Retail Druggists at Buffalo will leave next Tuesday, it being likely that the full strength of the delegation, six, will attend. The Philadelphia delegation will probably advocate adoption of the "Worcester Plan," more effective control of jobbers and "cutters" under the "Tripartite Plan," repeal of the \$25 special tax required from druggists who sell alcohol and the restoring of prices on proprietary articles to ante-bellum rates.

—The abandoned plant of the Hunter Chemical Co., Fifty-Sixth street and Lancaster avenue, was destroyed by fire Friday forenoon, causing a loss of about \$1,000. The building has not been used for manufacturing purposes for some time, but a lot of chemicals was stowed in it for safe keeping, these causing a lively blaze that for a time endangered neighboring buildings.

—Norristown druggists have been considerably disturbed by the advent of an aggressive cutter in their midst and it looks as if prices would be demoralized for some time to come unless the local committee can straighten out the matter. Grist, the cutter, is making a specialty of belladonna plasters of all makes at a nine cent price.

—With the opening of the college terms the scarcity of drug clerks is not now so marked, there being plenty of young men procurable for junior and "qualified assistants" positions. Good registered managers are still scarce and the demand for clerks honest, well posted and of good habits is far from being supplied. Poor men get a short shift nowadays here.

—Great interest in the yacht races was shown in this city during the week, several suburban druggists posting bulletins in their windows showing the position of the two boats, a bit of enterprise seemingly greatly appreciated. Among the few "sporty" ones who took in the races was C. A. Eckels, the veteran druggist.

—S. R. Randall, a well-known uptown druggist, has bought the drug store of Dr. J. C. Wamsley at Nineteenth and Diamond streets, which he will run in connection with his present store at Eighth and Parrish streets. It is reported that Dr. Wamsley intends devoting his time to his medical practice.

—William Bransome, son of the genial representative of Johnson and Johnson for this State, has recently been confined to his home by a severe illness. The eldest son, E. S. Bransome, is being initiated into the art of pharmacy by Druggist Leeds of Atlantic City.

—W. H. Olmstead of Fifty-eighth and Woodland avenues has returned from an extended trip through the West, having been away for over a month seeking health and pleasure.

—J. Griffith, formerly manager at Taggart's Ninth and Race Street drug store has accepted a similar position with J. R. Moore, Thirteenth and Lombard streets.

—George P. Conner, who has been confined to his home by illness, has now completely recovered his health and is again at his store at 829 Chestnut street.

PITTSBURG AND VICINITY.

BOWLING SEASON OPENS.

Pittsburg, Pa., Oct. 3.—An informal meeting for the purpose of reorganizing the Greater Pittsburg Drug Bowling League was held at the Hotel Henry Sept. 25. In the election of officers George F. Eckhardt was re-elected president. A. L. Johnson was chosen secretary and J. Morrison Dempster, treasurer. A committee on schedule was appointed and the first contest was held Monday evening, October 7. The Retail Drug Clerks' Association have announced their intention of putting a team in the field, and this will make the number of contesting teams seven. Last season's tournament was a most successful one, and attracted attention all over western Pennsylvania, not only on account of the spirited contest but also from the fact that some phenomenal scores were made. The league, as made up, is composed of the following teams:

The Pharmaceutical Club, W. J. Gilmore & Co. Club, G. A. Kelly Co. Club, W.-R. Drug Co. Club, Allegheny Drug Club, Pittsburg Drug Club, and the Retail Clerks' Association.

NOTES.

—S. Logan Walthour, a well-known druggist of Greensburg, Pa., will shortly retire from work at the mortar and pestle, and engage in the hotel business. He has purchased a fine hotel property in that city and when the work of remodeling is complete, expects to have one of the finest hotels in the state.

—Paul Eaton, employed as a chemist in the laboratory of the Pittsburg Gas & Coal Co., Glassport, met with a painful accident recently. He accidentally got some bromine in one of his eyes and also inhaled the fumes which made him seriously ill for a time. The doctors think they can save his sight.

—Charles Fox, manager of the Vandergrift Drug Co., has leased the Casino, the handsome new theater at Vandergrift, Pa., and will divide his time between the drugs and theatricals.

—George Hendee, formerly traveling salesman for Bauer & Black, Chicago, is now engaged in that capacity in the sundry department of W. J. Gilmore & Co.

—Garfield Weir, formerly of the office force of W. J. Gilmore & Co., is now with Shipley, Massingham & Co. as city representative.

—Frank J. Parrish, druggist of Cresson, Pa., who has been seriously ill of typhoid fever, is convalescing.

BALTIMORE.

W. S. THOMPSON'S WILL.

Baltimore, Oct. 4.—The will of the late W. S. Thompson, the prominent Washington druggist who occupied a leading position among the business men of the National Capitol, bears striking evidence of the kindness and magnanimity which always characterized him. F. S. Henry, who has been long employed in the pharmacy and virtually grew under Mr. Thompson's eye, was remembered in particular handsome manner. Although the establishment is valued at not less than \$40,000 or \$45,000 by persons familiar with such matters and would readily bring \$35,000 at auction, the deceased modestly rated it at \$20,000 and provided that Mr. Henry should have the option of purchasing it for \$15,000. The purchaser shall be permitted to give notes in payment, said notes to have no other endorsement than that of the maker and to run for an indefinite period, at Mr. Henry's pleasure and ability to redeem them. No security is asked, the testator having apparently had absolute faith in his employee's honesty. Such instances of complete confidence are rare. The funeral of Mr. Thompson, which took place last Saturday, was largely attended, delegations of prominent druggists from a number of cities testifying by their presence to the esteem in which the deceased had been held. Baltimore was represented by Prof. Charles Caspari, Jr.; George L. Muth, of Muth Bros. & Co.; Dr. John F. Hancock, H. P. Hynson and Charles E. Dohme, of Sharp & Dohme. Philadelphia also sent a delegation, among the members being Prof. Remington.

BUSINESS DECIDEDLY ACTIVE.

Baltimore, Oct. 7.—Business was decidedly active last week, a condition attributable partly to the fact that it was the beginning of the month, when retailers always send in large orders. But the trade generally is in good shape and gives promise of a continuation of a brisk movement. The laboratories were as a rule kept busy and here and there some pressure was required to meet the demand of customers. The market for botanicals is in the main stronger, various staples going up and prices being as a rule firm. Serpentina, golden seal and seneka root stiffened perceptibly. The supply of mandrake root and prickley ash berries is shown to be rather limited, which circumstance occasioned an upward movement. The price, it is thought, will go to 90 cents or \$1. Some of the crops are found to be rather short, gatherers having found more remunerative employment during the summer, and dealers who contracted for supplies at low figures will be able to realize good profits. Oil of sassafras is higher, while oil of pennyroyal and oil of wintergreen (birch) are weaker. With respect to sassafras the report is given out that the supplies are exhausted and that little new stock is expected this season. The movement of heavy chemicals is about normal. Not a few retailers have been complaining of dullness.

MARYLAND PHARMACEUTICAL ASSOCIATION.

Baltimore, Oct. 5.—A special meeting of the Maryland Pharmaceutical Association executive committee was called yesterday to action with respect to the ensuing sessions of the N. A. R. D. at Buffalo. H. P. Hynson and W. E. Brown had been elected to the annual meeting in June to represent the local association at Buffalo and the ways and means of sending them were again considered. Nothing definite was done, however, the matter being left in abeyance. The efforts to be made next winter when the Legislature assembles, to secure the enactment of a pharmacy law applicable to all parts of the State also came up for consideration, and Messrs. Louis Schulze, the president of the Association, and Owen C. Smith was named authorized to visit Annapolis and arrange for the semi-annual meeting there, when the programme of moving upon the lawmakers will be finally outlined. President Schulze occupied the chair and called the meeting to order.

Lectures Resumed at the Maryland College.

Baltimore, Oct. 4.—The scholastic year at the Maryland College of Pharmacy began last Tuesday with the examination of applicants for matriculation. As stated in previous letters, the buildings have been thoroughly renovated and extensively improved, the scientific apparatus being amplified and the laboratories fitted up in a manner conducive to greater efficiency in studies. No changes in the faculty have taken place, the composition of the corps of instructors meeting all demands that could well be made. The outcome of the examination was satisfactory. As was the case last year, practical pharmacy and dispensing will again get much attention, this department being regarded as one of exceptional importance. The outlook for the ensuing year appears particularly bright. The two classes include not less than seven women students, the largest number of the fair sex yet entered. Four are taking the junior and three the senior course. They are bright young women and can be depended upon to finish somewhere near the head of their respective classes.

NOTES.

—The Globe Chemical Works, which intends to engage in the manufacture of chemical preparations, drugs and proprietary medicines has been incorporated in Baltimore by G. Fred. Krantz, Wm. Baumgarten, Howard W. Gill, J. H. Brandt and Frank I. Clark with a capital stock of \$50,000. Mr. Clark was formerly with Gilpin, Langdon & Co., and afterward engaged in the bicycle business, being one of those identified with it during the most prosperous period, when the wheeling fever was at its height.

—H. A. Brown Dunning for some time past in the employ of Hynson, Westcott & Co., will shortly enter the married state. Report has it that he is engaged to Miss Fitzgerald, of Mount Royal avenue, and that the wedding will take place the latter part of this month. Mr. Dunning served in Cuba during the war with Spain as first sergeant in the regiment of immunes sent to the island. He was entrusted with much of the hospital work.

—In the retail drug store at the southwest corner of Druid Hill and North avenues, conducted for some time past by J. W. Booth will be sold at auction this week.

—Among the visiting druggists in Baltimore last week were T. H. Nicholson, of Murfreesboro, N. C., and Mr. Roberts, of Racoon Ford, Va.

—J. M. Warren has closed his pharmacy at Carroll, near the city, and will clerk for Thomas F. Russell, Calvert and Pleasant streets.

CHICAGO.**C. R. D. A. HOLDS SPECIAL MEETING.**

Chicago, Oct. 5.—A special meeting was held last week in the Masonic Temple to discuss the down-town situation and to hear and discuss the report of the Executive Committee upon the subject. About 200 members of the organization were present. President George A. Graves occupied the chair. The Executive Board of the Association made a complete and exhaustive report concerning the work that had been done down town and that which had been attended. Much had been accomplished, but the work was by no means accomplished as yet. The board went into details and its report was unanimously accepted. After some discussion the board was authorized to continue the work along the same lines as they have begun. The plan is, in brief, that if it becomes necessary to convince the firms down town who are holding out of the agreement that it does not pay to cut, there will be cutting all along the line in the down town district and the cut will be deep and the war will wax merry until no one shall be left unconvinced that cutting does not pay.

CHICAGO BUSINESS SAID TO BE AHEAD OF 1900.

Chicago, Oct. 5.—"I think," said a jobber to-day, "that business this fall as far as we have gone is better than it was last year. There seems to be more money in circulation, goods are ordered in better volume and there are in-

dications of a better holiday trade all over the country, judging by the size of the orders in such goods." The same sentiment is voiced by manufacturers, and there seems to be none with sufficient courage to kick against the universal opinion. There are no croakers this year. There is a large demand for all grades of goods, staples and otherwise and the houses are sometimes compelled to work nights to fill their orders.

NOTES.

—The new building which is being erected for the Scarle & Hereth Company adjoining their plant on Wells street, is now nearly completed. It is a handsome six story building and when occupied by the firm the capacity of the entire manufacturing plant will be more than doubled.

—A peculiar case which occurred last week was that of a druggist who was arrested at the instance of the Board of Health for making physician's calls when he had no license to practice as a physician. Perhaps he was trying to turn the tables on the doctors.

—The Drug Trade Club will be formally installed in its new home at 178 Randolph street on Chicago Day, Oct. 9, and a reception of the members and the guests of the club will be held between the hours of 11:30 a. m. and 2:00 p. m.

—On the night of Oct. 3, the drug store of R. J. Lauterbach, at Fifty-first street and Wentworth avenue, was entered by burglars, who rifled the cash register, securing about twenty dollars in money and stamps.

—C. A. Davidson, manager of the druggists' sundries house of James A. Davidson, returned to his desk this week, having been laid up for some days with a threatened attack of typhoid fever.

—C. J. Milligan, formerly head clerk for F. J. Walss, at Harrison and Morgan streets, has bought the Swoboda drug store at Polk street and Albany avenue.

—Harry Milles has sold his drug store at 2600 Wentworth avenue to Mr. Frank, who was formerly with J. Walther, at West Polk and Paulina streets.

—Paul G. Schuh & Son, of Cairo, Ill., one of the best known retail drug firms in the State, this week announced a dissolution of partnership.

—George Ironson, a well known druggist at Center avenue and Van Buren street, has gone to Michigan on a two weeks' hunting trip.

—F. M. Brown succeeds M. M. Glass at Brookport, Ill., and S. J. Brown succeeds E. Baugh at the same place.

—The Universal Vitaleone Company has removed its plant and business from Hammond, Ind., to Chicago.

—G. B. Stump of Modoc, Ind., has discontinued the drug business at that place.

—E. Larsen has sold his store at Alta, Ia., to N. A. Christensen & Company.

—H. L. Seyfert succeeds E. J. Askew & Company at Valley Junction, Ia.

—Salmon & Son, druggists of Brownsburg, Ind., have dissolved partnership.

—Gardner & Wendt succeeds W. W. Gardner & Company at Avoca, Ia.

—C. W. Crawford has opened a new drug store at 117 Wentworth avenue.

—W. F. Keith & Son of Elwood, Ill., have sold their drug business.

—Samuel H. White, a druggist of Sullivan, Ind., has sold out.

—J. S. C. Cussins, a druggist of Owanecko, Ill., has sold out.

—Stone & Son succeed Stone & Worden at Albion, Ind.

—E. M. Fischer of Auburn, Ind., has sold his drug store.

Castoria Imitators Enjoined.

Judge Lowell of the United States District Court yesterday granted an injunction in the case of The Centaur Company vs. the Turner Medicine Company. This suit was brought by Charles H. Fletcher, president of The Centaur Company, against the local concern to enjoin them from the sale of an imitation of Fletcher's Castoria, and is only one of several such cases recently brought and decided in Mr. Fletcher's favor.—Boston Post, Aug. 31, 1901.

THE NORTHWEST.

INVOLVING PRESIDENT MCKINLEY'S MEMORY.

St. Paul, Minn., Oct. 4.—Ever since the late President McKinley has been shot the papers have been filled with accounts of swift punishment of the miscreants who applauded the deed of Czolgosz. Minneapolis furnishes something of a variation. W. K. Hicks of that city is made a defendant in a slander suit brought by a rival druggist. The plaintiff is Matt H. Wittich, whose store is about half a block away from that of Mr. Hicks. He says that Mr. Hicks has been telling generally that he (Wittich) uttered such unpatriotic words as the following.

"I am glad that McKinley has been shot. He ought to have been shot six years ago."

The effects of the dissemination of such reports, says the plaintiff, has injured his business and he wants satisfaction to the extent of \$5,000.

NOTES.

—Successions: P. B. Herman, Dundee, Minn., by H. H. Filbert, F. W. Hart, Hutchinson, Minn., by F. W. Congdon; J. R. Hofflin, Minneapolis, Minn., by Virgil Dillin; E. S. Ballard & Co., Davenport, Ia., by the Ballard Drug & Dental Co.; C. E. Quire, Searsboro, Ia., by J. S. Elerick; B. W. Moore, Stewartville, Minn., by Stonebreaker Bros.; Townsend & Hollihan, Ireton, Ia., by the Townsend Drug & Jewelry Co.; W. W. Gardner & Co., Avoca, Ia., by Gardner & Wendt.

—At a recent meeting at New Ulm, Minn., the druggists of Brown County perfected an organization as part of the N. A. R. D. A. J. Eckstein was made president Eugene Pfeiffer secretary. Every druggist in the county is a member.

—Daniel R. Noyes, of St. Paul, has returned from Saratoga, where he has been at work as a member of the committee on revision of the Presbyterian Creed.

—G. E. Michael of Michael Bros., Tacoma, Wash., has sold his interest, but the firm's name remains the same.

—C. R. McPhee, who has been having a vacation at Buffalo, has now returned home to Williston, N. D.

—Albertus Hanson has left Albert Lea, and gone to work for C. H. Onstad, Dawson, Minn.

—Albert Geyler, Grand Island, Neb., has filed a voluntary petition in bankruptcy.

—C. A. Swennes has gone to Grantburg, Wis., to work for Loneragan & Borgan.

—P. C. Peterson is now doing relief work in Emmert's drug store St. Paul.

—E. Larsen, druggist and publisher, Alta, Ia., has gone out of business.

—The Culver Drug Co., has begun business at Ortonville, Minn.

—L. D. McConnell, Lincoln, Neb., will remove to Garison.

—G. W. Brush, Sioux Center, Ia., has assigned.

—C. R. Hamilton, Hunter, N. D., has been burned out.

THE SOUTH.

INJUNCTIONS SERVED ON ATLANTA DRUGGISTS.

Memphis, Oct. 3.—The defendants in the case of the Jacobs' Pharmacy Co., against Brown, Allen and others, which was recently decided by Judge Lumpkin in favor of Jacobs, have been served with copies of the injunction. Each and all are restrained from combining to affect prices and referring to the plaintiff as the "aggressive cutter." The defendants feel that they have not been given a square deal and will appeal the case. The fight has been a bitter one from the start and the members of the Atlanta Drug Association do not propose to give up the fight as long as there is a possibility of winning, and it seems now that the end is not yet in sight.

NOTES.

—The drug business of Dr. C. H. Sullivan, Florence, Alabama, has grown so that present quarters are entirely too small. To make room for the increasing trade the

Doctor is having erected a handsome brick business block across the street from the store he now occupies. He will use the corner for his pharmacy, which will be a handsome modern one, and the remaining three first floor rooms have been leased and will be occupied as soon as completed. The upper floors will be used as a hotel.

—Will Phillips, son of Capt. D. D. Phillips of Berry, Demoville & Co., Nashville, Tenn., had a narrow escape recently. Mr. Phillips was returning from the theater and in stepping from the car he fell into an excavation made by the Street Car Company and left unprotected. The young man was painfully hurt and will be laid up for some time.

—Moses L. Buchanan, for several years city salesman for Spurlock-Neal & Co., Nashville, is now traveling for Sharp & Dohme in the territory tributary to Nashville. Mr. Buchanan succeeded S. T. Anderson who left the road to go in business for himself.

—R. W. Vickers, secretary of the Tennessee State Druggist Association, accompanied by Mrs. Vickers, enjoyed a well earned rest during August and September. They returned to their home at Murfreesboro, Tenn., much benefited by the trip.

—James Jenkins, prescription clerk for George H. Trevathen, Paris, Tenn., enjoyed the sights at Buffalo and Niagara during the month of September. Charles Trevathen, manager of the same pharmacy also made an extensive trip East and spent a month at the summer resorts.

—Mr. Stephens, formerly prescription clerk for the E. B. Davis Co., Nashville, has returned and assumed charge of the store as manager. Under Mr. Stephens' capable direction the business has shown marked improvement.

—Jefferson Killen, the Buena Vista Avenue druggist, Nashville, Tenn., is enjoying a large and steadily increasing business in the prescription department to which he gives his personal attention.

—J. P. Jenkins succeeds to the business of John C. Long, Mount Pleasant, Tenn. Mr. Jenkins was formerly manager of the store and will naturally play the role of proprietor to advantage.

—August Schardt, the West End Avenue pharmacist, Nashville, Tenn., has proven his popularity in his ward by being re-elected councilman by a large and increased majority.

—Dr. T. A. Hughes of New Decatur, Ala., whose store was destroyed by fire some time ago, will soon be in possession of a handsome new store now being erected for his use.

—W. B. McPherson, one of the leading druggists of Paducah, Ky., was married to Miss Mickie Hansbro, Sept. 2. The couple left for Buffalo and New York on a bridal trip.

—James McAvort of Vickers and McAvort, Murfreesboro, Tenn., recently enjoyed an outing trip of three weeks, "wooing the finny tribe" from the waters of Caney Forks.

—Jeff B. Ramsey, assistant secretary and treasurer for the Van Vleet-Mansfield Drug Co., has returned from a three weeks' trip to the Eastern summer resorts.

—Dr. George H. Trevathen, proprietor of the Trevathen pharmacy, Paris, Tenn., on his way East, stopped at Detroit where he has business interests.

—R. D. Jenkins of Ripley, Tenn., who lost his store by fire some weeks ago, will soon open a new pharmacy, this time on a much larger scale.

—Dr. E. P. Birks, the Buchanan street druggist, Nashville, Tenn., has returned from an extended Eastern trip.

—George Merrell, president of the William S. Merrell Chemical Co., was in the city for a short time last week.

—J. H. Moore of Juka, Miss., has disposed of his pharmaceutical interests and sold out to Barnett and Wilson.

—J. F. Vickers, Southern representative for Eli Lilly & Co., is calling on his city trade this week.

—J. A. Andrews, Grenada, Miss., is now in charge of the N. C. Skinner pharmacy at Greenville.

—E. W. Henderson of the William S. Merrell Chemical Company was in the city this week.

—Daniel Cushing has opened a new drug store at Columbus, Miss.

—P. P. Van Vleet has returned from a trip to New York.

ST. LOUIS.

A. PH. A. SOCIAL SESSION.

St. Louis, Oct. 5.—The sixth and last session of the A. Ph. A., better known as the Social Session, was held at the Southern Hotel on Wednesday evening, Sept. 25. President H. M. Whelpley called the association to order, and in the absence of the permanent secretary appointed W. L. Dewoody, of Pine Bluff, Ark., secretary pro tem. The president read a telegram announcing the sudden death that morning of W. S. Thompson, chairman of the Council. A memorial session followed in which Dr. Otto F. Claus, H. F. A. Spilker, Francis Hemm, Dr. J. C. Falk and W. L. Dewoody paid tribute to the memory of Mr. Thompson. No further business being presented and the social session being concluded, the association adjourned to meet again at Philadelphia, Pa., in September 1902.

NOTES.

—There is a movement on foot among several of our leading druggists to form a stock company, and buy up and open a large number of drug stores in this city. This plan has been under consideration here for over a year and whether or not it is put into effect apparently depends largely upon the results of the N. A. R. D. plan. The druggists seem to feel quite well satisfied with what has been accomplished here during the past year, but they consider this only a beginning. They are anxiously awaiting the results of the annual convention which will be held at Buffalo next week. They have great hopes and expectations for the next year, and should these hopes not be realized to a reasonable degree it is quite apparent that some very radical steps will be taken by some of our energetic local pharmacists.

—The St. Louis College of Pharmacy opened last Monday night with an enrollment of over two hundred students, which is a few more than last year. No special changes have been made in the course of instruction and no changes whatever in the faculty. It is quite apparent that the class of students attending the college is improving each year.

—S. H. Wilson has been appointed druggist at the Missouri Pacific Hospital to fill the vacancy caused by the resignation of C. C. Borcheus, who has gone to the St. Louis Granite Co.

—R. S. Vitt and Theo. F. Hagenow will leave Monday for Buffalo, N. Y., where they will attend the annual convention of the N. A. R. D.

—Frank Carey of Carey Bros. pharmacy, Twenty-third street and Cass avenue, has returned from Denver where he has been spending the summer.

—J. W. Estes, for many years in charge of the outfitting department of the Meyer Bros. Drug Co., has resigned his position and gone into the insurance business.

—Chas. A. Kucker, of the Swift Specific Co., Atlanta, Ga., has been in the city this week looking after their advertising business.

—A. Katzy has purchased the drug store at Delmar avenue and Kings Highway from C. A. Brockmiller.

—Dr. O. F. Claus has purchased the Columbia Pharmacy at Thirty-third street and Laclede avenue.

MCKESSON AND ROBBINS' 1901 PRICES CURRENT.

We are in receipt of a copy of McKesson and Robbins' 1901 "Prices Current," just fresh from the press. This price list has long been a standard work in many drug stores, and the present volume will be appreciated by busy druggists who have occasion to consult works of this character. The book contains 280 pages, the first 57 of which are printed somewhat in the form of a price-book, so that changes in prices, or other memoranda, may be inserted, as desired, on a line with each article listed. The specialties manufactured by McKesson and Robbins are, of course, fully covered, and there is also given an interesting table setting forth the general rules governing weights and tares of original packages and other information.

NEW ORLEANS.

New Interpretation of Pharmacy Law.

New Orleans, Oct. 4.—After the conviction and fine of several druggists on a charge of violating Act No. 66 of 1888, Messrs. Hardin and Langston escaped punishment by an interpretation never before put upon the act. The particular section of the act that has called for frequent contributions in the way of fines is that section requiring the compounding druggist to affix his signature to the prescription. Several careless druggists have been assessed from \$50 to \$100 for this oversight. When the case against Hardin & Langston was called the state produced a vial that was admitted as coming from the establishment of the defendants. It was labeled but carried no signature. The state did not take long to make out the case that had been successful in many other trials. There were no witnesses placed on the stand for the defense and a simple reading of the article under which the charge was brought worked a ready acquittal. It was shown that under the verbiage of the act, Section 7 specifies that the name of the druggist and his place of business should be written or pointed in plain characters on the label. Further on the act provides that the prescription should bear the signature of the compounding druggist. In the case of Hardin and Langston, as in several other cases where convictions have resulted, no prescription was offered in evidence. It is plainly the intention of the act that the label should bear the signature of the compounding druggist, but under the verbiage there can be no violation with a printed address of the druggist, unless it be shown that the prescription was not properly inscribed with the signature. This flaw has never before been discovered and the ruling in the case of Hardin and Langston will doubtless result in the re-hearing of several other cases where there was a conviction.

NOTES.

—Max Samson, who recently returned from the 49th annual meeting of the American Pharmaceutical Association recently held at St. Louis, is enthusiastic over the work done at the meeting. Mr. Samson said that it differed considerably from many other meetings in that it treated less of scientific affairs and more attention was given the practical business end of the drug trade. The question of cut rates was given consideration, he said, and business methods generally were gone over intelligently. Mr. Samson was of the opinion that the meeting would work a great good in the trade generally.

—The liveliest sort of trade awakening has been reported in the wholesale district and many prominent drug houses have announced that September past has broken all September records for business.

Fine Lubricating Oils.

Manufacturing pharmacists who have machinery which should be lubricated with the very finest mineral oils, or who use such oils for any manufacturing purpose, will be interested in the advertisement headed "Mineral Oils," in the Buyers' Directory department of the Era. T. T. Southwick supplies chemically pure, odorless, tasteless, water white and near white mineral oils to many of the largest manufacturers in the country. Write for samples and prices to T. T. Southwick, Rochester, N. Y.

Notice.

Manufacturers and others contemplating doing business with druggists in Porto Rico, are invited to correspond with W. A. Hutton, P. O. Box 245, San Juan, Porto Rico. Mr. Hutton is an American and has resided in San Juan for some time and is thoroughly familiar with the trade there. He will be glad to answer, free of charge, inquiries in regard to trade matters, credits, etc.

PHILADELPHIA ASSOCIATION OF RETAIL DRUGGISTS.

The October meeting of the P. A. R. D. was very well attended and considerable important business was transacted. The finances of the association were reported to be in a good condition, \$732.36 being in the treasury, and three new members were elected. The charter secured for the association was exhibited to members and its broad provisions created much favorable comment. The P. A. R. D. is now a chartered body.

Among the questions brought up for discussion was the "Free Dispensary" bill, the action of the recent meeting of the State Medical Association in adopting resolutions advocating publicity as the best remedy for this evil being commended and resolutions to the same effect were adopted and ordered sent to the various newspapers with a request for editorial notice. These resolutions urge that a record of patients be kept by every free dispensary and that the same shall be open to public inspection, also that lists of those who receive free treatment under the plea of poverty shall be published from time to time, in this manner making it possible to trace fraudulent patients from place to place. Hearty co-operation with the medical profession to abate this evil was promised by the Association.

A bill passed at the recent session of the Legislature was made a prominent feature of the executive committee's report because of its importance to druggists. By the term of this bill, it is unlawful to sell or furnish tobacco in any form to any person under 16 years old, and the penalty is made a fine of \$100 or imprisonment not to exceed 30 days, it being termed a misdemeanor. This law makes it a very delicate matter for druggists to sell cigars or tobacco to children under the plea that such are for their parents, as the word "furnish" distinctly prohibits even this and such a sale would render the druggist liable to blackmail if the parent chose to deny the order and threatened information. The only safe course would be not to supply tobacco to children in the absence of a written order from the adult for whom it is requested. Attention was called to another new State law by Mr. Chalfant, a member of the Executive committee, under which druggists can register the name of any preparation they may desire to put on the market on payment of a fee of \$2 to the secretary of the Commonwealth. This law was enacted last June and any one can register any name, coined, fanciful or descriptive, of any article he may wish to protect against public use, indeed, the law is so broad that even descriptive titles may be registered. Comment was made that this opened a wide field for blackmail; any one can register the name of an established article not protected by copyright and demand payment for its public use by the original owner, showing the need of some further restrictions in the Act.

The committee on the "Supplying of Medicines to the Out-door Poor of Philadelphia" made a report to the effect that Superintendent Geary of the Department of Charities and Correction favored the payment of a salary to the druggist dispensing medicines for the city, drugs to be supplied them. The plan agreed on by the committee and Superintendent Geary, which is to be urged on City councils, is that one druggist in each ward is to be selected to fill the prescriptions of the city "Poor Physicians," for which he will be paid a salary of \$200 yearly, and that the drugs used are to be supplied on requisition from the City hospital as needed and charged to the druggist. At the end of the year, the prescriptions and the requisitions for drugs will be compared, if more drugs have been requisitioned for than is shown by the prescriptions to have been used the excess will be deducted from the druggist's salary. Superintendent Geary believed this to be the best and most economical plan for the city and the fairest for the druggist and promised the committee his hearty support.

This being the first meeting of the P. A. R. D. since the death of President McKinley, resolutions deploring the country's loss and extending the sympathy of Philadelphia druggists to Mrs. McKinley were unanimously

adopted as expressing the sentiments of its members, and \$10 was voted as a contribution to the fund now being raised here to erect a monument to President McKinley in Philadelphia.

An offer having been made by an advertising firm to solicit advertisement for the programme for next year's *Euchre*, the Executive committee was instructed to investigate the offer and to make terms for the association.

The question of policies to be advocated by the delegates of the P. A. R. D. at the National convention at Buffalo was then taken up, and the following instructions were given the delegates: (1) That they advocate the adoption by the N. A. R. D. of some plan whereby proprietors may be induced to reduce their prices to the old rates existing before the passage of the "Stamp Tax," this now having been abolished, urging a firm stand by the N. A. R. D. in this matter and the adoption of drastic remedies if necessary. (2) That they request the N. A. R. D. to take steps looking towards securing national legislation abolishing the present tax of \$25 for the privilege of retailing alcohol by druggists, this tax being onerous and unnecessary since the alcohol sold by druggists is seldom used as a beverage. (3) That they advocate the petitioning of Congress to amend the postal laws so that any person buying \$100 worth of stamps at one time for the purpose of retailing them to the public should be given a special rate of 95¢ for \$100 worth of stamps, thus permitting a small profit to be made on this exceedingly burdensome feature of the druggist's trade.

The work of the "agent" employed by the association was reported as having been very effective during the month although both he and the Executive committee were greatly hampered by the lack of effective interest and support of many members. This same lack of interest was also shown to be largely responsible for the failure of the Telephone committee to carry out the instruction of the association, up to the present time; it seeming to be an impossibility to get members to act together in impressing their requests upon the Keystone Telephone Company. An appeal to members for more active work and assistance was made by Chairman Perry of the Executive committee, who pointed out that very little good could be accomplished unless every member did his share in supporting his association, and that local conditions imperatively demanded that every druggist in Philadelphia should become a member of the P. A. R. D.

MASSACHUSETTS COLLEGE OF PHARMACY NOTES.

—Some changes have been made in the teaching corps of the school. Dr. A. W. Balch resigned the assistant professorship of analytical and organic chemistry and Thomas J. O'Brien, Ph. G., M. D., has been appointed instructor in these subjects. The vacancy in the instructorship of bacteriology has been filled by the appointment of H. J. Berry, M. D. Dr. O'Brien was graduated from the Massachusetts College of Pharmacy in 1895 and from the Harvard Medical School in 1899. Dr. H. J. Berry is a graduate of Tufts College and of the Harvard Medical School, and has had an appointment of assistant in bacteriology for some years at the Harvard Medical School. Dr. A. W. Balch has received the appointment of assistant surgeon in the United States Navy with the rank of lieutenant. He served upon the *Receiving Ship Wabash* for a few weeks and then was transferred for service in the Philippines.

—The preliminary examination took place Sept. 18 and the regular exercises began Sept. 23, 1901. The registration of new students indicates a full and successful school during the coming session. The changes that have been made in the building during the summer months consist of a new gallery placed in the library fitted with cases. This increases the space for books, and is considered sufficient for expansion of the library for some time to come. New rooms have also been partitioned off, and are being fitted up, one for a Bacteriological Laboratory, and another for the use of students in Sanitary Chemistry.

—Prof. LaPierre spent some time traveling through Vermont and N. H. The college was represented in the exhibit at the St. Louis meeting of the American Pharmaceutical Association by its collection of old pharmacopoeias. This collection is quite extensive, and is one of which the college is proud. Some of the books in the collection were secured by Dr. Charles Rice, through the personal request of S. A. D. Sheppard.

—The Massachusetts Pharmaceutical Association at its meeting in Fall River last June, voted to establish and maintain a scholarship at this college for students pursuing the Ph. G. course.

—Prof. C. F. Nixon was appointed to the chair of Materia Medica and Botany, made vacant by the death of Prof. R. W. Greenleaf, and spent the Summer in Europe.

—The Alumni Association has arranged for several social gatherings at the College Building during the coming session.

—Prof. J. O. Jordan spent his vacation at Buzzard's Bay.

THE ABSOLUTE ATOMIC WEIGHTS OF THE CHEMICAL ELEMENTS ESTABLISHED UPON THE ANALYSIS OF THE CHEMISTS OF THE NINETEENTH CENTURY AND DEMONSTRATING THE UNITY OF MATTER. By Gustavus Detlef Hinrichs, M. D., LL.D., Honorary and Corresponding Member of Scientific Societies in Austria, England, France, Germany and the United States. Professor of Chemistry in the St. Louis College of Pharmacy. With a portrait of Berzelius, and three plates. Octavo, 304 pages, paper, \$1.00. St. Louis, Carl Gustav Hinrichs, Publisher.

This book seems to have been written in defense of doctrines advanced in *The True Atomic Weights* by the same author published some years ago. According to this work the common atomic weights expressed in round numbers as ordinarily employed in chemical analysis are the true ones, and the weights published by the Smithsonian Institute and endorsed by various authorities are mere refinements of mathematical calculations based upon erroneous weights and carried out far beyond the limits of accuracy of laboratory manipulation. The book is written in a style which differs widely from that of the ordinary scientific treatise. The author does not rely solely upon dry details to carry conviction to his readers, but makes free use of humorous phrases and sarcastic allusions in order to render his arguments effective. He indulges in great freedom of speech, and some of his expressions may appear to those who have been taught to have great respect for authority to border upon lese majeste. Not only the accuracy but the veracity of men who stand high in the esteem of the world are called in question. The work shows the result of wide study, and students of chemistry, especially those interested in the history of the science, should find much to interest them in its pages.

Lia Rand's Specialties.

In this issue of the Era will be found a small announcement of Lia Rand's Specialties. Send for a booklet description of what is claimed to be the finest line of toilet specialties on the market. Prices are right and the goods are such that your recommendation of them will make friends and bring trade to your store. Address Lia Rand, 199 Washington street, Brooklyn, N. Y.

High Grade French Perfumes.

McKesson & Robbins have been appointed sole agents in the United States for the high grade perfume essences, toilet preparations, etc., of Deletrez, Paris. Their specialties are: Agallia, Amaryllis Du Japon, Violettes Celestes, Supra Violetta, Bonquet Du XX Siecle, Chypre Royale, and Royal Deletrez. Some of these are new to this country, but all of them may be depended upon as being of the highest grade of excellence.

OBITUARY.

JOSEPH A. TOY.



Joseph A. Toy, for many years special representative of the Carter Medicine Co., of this city, and private secretary to Brent Good, the manager, died Oct. 8. Death was due to Bright's disease from which he had suffered for some time. He was about fifty-five years of age.

Mr. Toy was known every where in the drug trade, and his kindly nature and genial manners endeared him to a host of friends. He was born and bred in Norfolk, Virginia, and was a druggist by profession, his father being a member of the firm of King & Toy, wholesale druggists, of Norfolk, who conducted a large and important business in ante bellum days. Mr. Toy had a fine collegiate education and his natural tastes were of a refined character. In 1878 he came to New York and engaged with the old house of W. H. Schieffelin & Co., representing them in the large cities of the South. Later he became the western representative of Billings, Clapp & Co., of Boston, a position he held for several years and which he gave up to enter a larger field with Messrs. Stalman & Fulton, drug importers of this city. This connection he severed in 1890 to accept the position he held with the Carter Medicine Co. One of his brothers, Crawford H. Toy, is a member of the faculty of Harvard University and a well known authority on Oriental languages. He leaves a widow, two sons and two daughters.

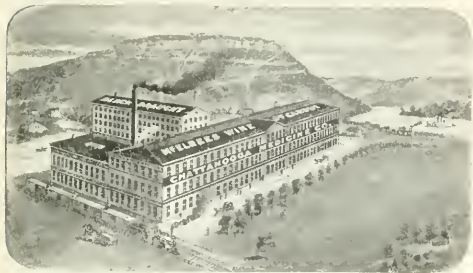
JOHN F. NEILL, a well known wholesale botanic druggist of Boston, Mass., died Oct. 7. He was about 45 years of age and leaves a widow.

—Frank J. Quereau has severed his connection with the Bridgman-Quereau Drug Co., wholesale druggists of Denver, Colo., and will engage in the brokerage business in that city.

The Era received a call the other from W. M. McPherson, who although still a young man, is one of the leading druggists of Paducah, Ky., and his store is on the principal corner of the city. Mr. McPherson is an enterprising man, and one of original ideas. He says he makes it a rule to always buy novelties that cannot be found in any other store in town, and the saying, "If you want to be sure and get it, go to McPherson's" is common around Paducah. He says not long ago he saw Bangs' advertisement in one of the drug journals, and sat down and answered it. Not long afterward, Mr. Bangs himself appeared in the store, having come all the way from Boston to interview him. When Mr. Bangs told him it would cost him \$5,000 to put the right kind of fixtures in his store, Mr. McPherson nearly dropped dead; but the more he thought of it, the more he became convinced that it would not be a bad investment after all, and the fixtures and a Bangs' Soda Fountain were put in. Now he says it was the best investment he ever made. The fixtures have been paid for themselves out of the business, and he has not had to put his hand in his pocket for a cent. Mr. and Mrs. McPherson, who are stopping at the Murray Hill, visit this market every year. He says although Kentucky is the only State in the Union, it does him good to get away once in a while and touch elbows with new people.

The Chattanooga Medicine Co.

No proprietary medicine laboratories in America have a more romantic location than those of the Chattanooga Medicine Co., at the foot of Lookout Mountain, near



Main Office and Laboratories, Chattanooga.

Chattanooga, Tennessee.

In the heart of St. Elmo, the beautiful suburb south of Chattanooga made famous by Augusta Evans' popular novel, the main offices, laboratories and printing department of this great business are located. Here where Grant and Bragg engaged in their bloody struggle for supremacy is this hive of industry, sending its products to every part of the civilized world.

Begun in 1870 on one floor of a small building in what was then an obscure southern town, this proprietary medicine plant has now come to be numbered in the front rank of its



St. Louis.
Office and Warehouse.

line. What was twenty-two years ago represented by a part of one small building now consists of four large buildings at Chattanooga, a large office and warehouse at St. Louis and another at San Francisco.

The main building of the Chattanooga group is 200x50 feet in size. The engine, boiler and machine shop addition in the form of an "L" is 50x75 feet. The adjoining four-story laboratory is 125x50 feet and the printing office is 150x50 feet in size. Duplicate stocks of all important materials are carried in the fire-proof shipping warehouse.

The Autumn, 1901, advertising announcement shows that the following material is to be issued by the printing office this season.

15,000,000 Ladies' Birthday Almanacs for 1902.
5,000,000 Cardui Books.

1,000,000 Cardui Weather Charts and Calendars,
1,500,000 20th Century Song Books.
1,000,000 Black-Draught Stock and Poultry Books.
4,000,000 Show Cards, Hangers, Banners, Signs, Counter Wrappers, etc.

This material is the regular output of the printing office for six months. This office is equipped with



Printing Department, Chattanooga.

the latest improved Webb-Perfecting presses, automatic feeding machines, folders, stitchers, trimmers, stringers, etc.



Shipping Warehouse, Chattanooga.

The division of territory as supplied from the different cities are as follows:

San Francisco; California, Oregon, Washington, Idaho, Montana, Wyoming, Utah, Nevada, Arizona, Hawaii and the Philippine Islands.

St. Louis; Missouri, Illinois, Indiana, Ohio, Michigan, Wisconsin, Minnesota, Iowa, Nebraska, Colorado, North Dakota and South Dakota.

The remainder of the territory is supplied direct from the Chattanooga laboratories.

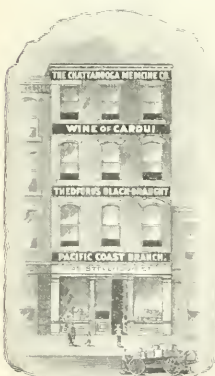
A New Wafer Capsule.

We shall introduce to our readers in an early issue a new wafer capsule, manufactured at Johann Schmidt's wafer factory at Nurnberg, Germany, and sold to the trade in this country through his representative, Mr. Charles Adolph Wolff, 32 Park Place, N. Y. The new capsule has some very important advantages over others now on the market:

- (1.) It is of an elongated, four sided form, easily filled and easily swallowed.
- (2.) It has no gummed edge, and is, therefore, small in diameter.
- (3.) It is unusually easy to close, requiring no apparatus.
- (4.) No moistening of the capsule is required, the two parts telescoping somewhat after the manner of an ordinary gelatin capsule. It is as easy to fill these wafers as it is a gelatin capsule, and they are filled in the same manner.

We predict a ready sale for these capsules, samples of which will be sent to any druggists interested, if he will address the American representative.

—The Elam Drug Co., wholesale druggists of Anniston, Ala., have moved their entire business to Birmingham, Ala., where they are located at 1416-1418 First avenue. Anniston, however, is not to be left without a wholesale druggist, for the Bell & Weatherly Co., wholesale grocers at that place, have opened a wholesale drug department, and have joined the ranks of Southern wholesale druggists.



San Francisco.
Office and Warehouse.

MARKET REPORT.

NEW-YORK MARKET.

Improved Condition.

New York, Oct. 8.—A generally fair condition of business prevails, with a wide range of changes in jobbing prices, a decided improvement over the conditions as reported last week.

OPIUM.—Conditions remain practically unchanged, and jobbing prices continue at \$3.25@3.50 for 9 per cent and \$3.45@3.60 for 11 per cent. Powdered is quiet and easy at \$4.10@4.60 for 13 per cent and \$4.75@5.00 for granular, and \$5.10@5.25 for 16 per cent.

MORPHINE.—Securely more than average jobbing business maintains and dealers report prices on the basis of \$2.20@2.40 for eighths, as to brand, less the usual rebate of 1c per oz. on lots of 10-ozs or over.

QUININE.—Manufacturers prices have been advanced 1c per oz. and the jobbing range has gone up to 28@29c for bulk in 100-oz tins, 28½@29½c in 50-oz tins, 29@30c in 25-oz tins, and 35@36c in ounces.

MENTHOL.—With the market well supplied the tone continues easier, and jobbers give out a further decline to \$4.35@4.60 per lb, while the ounce prices remain the same at 35@40c.

GAMBOGE.—Supplies continuing light, the market remains firmer, and an advance has been made to 65@75c for prime whole, and 70@80c for powdered.

HYPOPHOSPHITES. Supplemental to last week's decline in calcium, sodium and potassium hypophosphites, there is now a decline in iron and manganese to \$1.30@1.50 in lbs and 12@15c in ozs.

COCOA BUTTER.—With the market easier, supplies have declined to 44@45c in boxes, and 48@53c for less.

ASAFETIDA.—With a good supply, jobbers have marked down quotations to 40@45c for extra, 35@40c for No. 1, and 40@45c for powdered.

VANILLA BEANS. Jobbers are quoting a decline in Mexican, medium at \$11.50@12.50, and Bourbon at \$8.25@8.75.

SENEGA ROOT.—Scarcity continues to hold values firm, but prices have corrected themselves to 65@75c for whole and 70@80c for powdered.

BELLADONNA LEAVES.—A firmer market has caused jobbers to raise prices to the range of 30@35c for whole, 33@37c for ground, and 35@40c for powdered.

CALENDULA FLOWERS. Jobbers have marked down quotations to 60@70c.

COLCHICUM SEED.—Prices have advanced to 70@80c for whole, and 80@90c for powdered.

BEEWAX.—With a firmer tone the market owing to scarcity quotations have advanced, city being quoted at 41@46c and country at 38@43c.

BALSAM TOLU.—Prices have advanced to 37@38c in cans, and 42@50c for less.

SULPHUR.—Quotations have been marked up for flowers to \$2.50, by the hundred lbs and 49c for less; for flour to \$2.35@2.50 by the hundred lbs; and for roll to \$2.15 by the hundred lbs, and 34@35c for less.

CALAMUS ROOT.—Bleached has been marked down to 35@40c.

RAPE SEED.—A good consuming demand has advanced the prices to 34@40c by the bag, and 5@7c for less.

ACETIC ACID.—Manufacturers have advanced prices, and jobbers have marked up the jobbing range to 54@60c for number 8 in carboys and \$41@40c for less; and U. S. P. to 61@66c in carboys and 97@12c for less.

GUARANA.—A decline is made to 50@90c for whole and 90c@1.00 for powdered.

POPPY SEED.—Prices are advanced to 11@15c.

There is a little advertisement in this issue entitled "Catchy Names." The advertiser, who has had long experience in this business, is prepared to furnish catchy, attractive names for any preparation or novelty, and as it is considered that a thing well named is half sold, the importance of getting a good name for it cannot be over-estimated.

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What Is In a Name.

We all agree that a rose under another name would have just as many thorns, and that the thorns bearing any other appellation would get there just the same; but notwithstanding all the philosophy that has been philosophized on the question of naming something something else and obtaining the same results, we are of the opinion that in some cases the name is a very essential factor.

We think that in many cases the name either encourages or discourages further investigation, and therefore pronounces and promises either success or failure. Therefore, in marketing a preparation, for instance, we should be very careful to choose a name that will give either an idea of the component parts of the preparation or of the ills that the preparation will cure. A name that does this spells success for a meritorious article. In advertising anything of this kind the name must be backed up by ideas that associate themselves with the name and formula.

An instant of this is the cut-out stand which the Dr. J. C. Brown Medical Co., of Albany, N. Y., are sending out to the drug trade. The article in question is a life-size cut-out which they have happily named "The Original Chemist"; the representation is that of a sturdy, good natured, healthy monk carefully brewing a kettle of herbs. There is something about this good natured face that inspires confidence and makes one want to taste that brew, or at least get a sniff of the aroma which he seems to be thoroughly satisfied with. And this work of art is for the purpose of advertising Ru-Ter-Ba, Nature's own remedy. The name proclaims the ingredients, Roots and Herbs. If you are interested write for a copy of the "Original Chemist" as advertised on another page of this issue.

The Pharmaceutical Era.

EVERY THURSDAY.

VOL. XXVI.

NEW YORK, OCTOBER 17, 1901.

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ESTABLISHED 1887.

THE PHARMACEUTICAL ERA,

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By D. O. HAYNES & CO., 396 Broadway, New York.

SUBSCRIPTION RATES.

U. S., Canada and Mexico - - \$3.00 per annum
Foreign Countries in Postal Union - 4.00 per annum

ERA "BLUE BOOK."

These Price List editions of the Era, issued in January and July, will be sent free to all regular yearly subscribers.

ADVERTISING RATES ON APPLICATION.

Address THE PHARMACEUTICAL ERA,
NEW YORK.

Telephone: 2240 Franklin. Cable Address: "ERA"—New York.

SEE LAST READING PAGE FOR COMPLETE
INDEX TO THIS NUMBER.

THE N. A. R. D. CONVENTION.

The sessions of the annual convention of the National Association of Retail Druggists, held at Buffalo during the past week, proved to be quite as stormy as we had been lead to expect that they would be. There has been considerable difference in opinion among the druggists in different parts of the country as to the efficacy of the means adopted by the Association in combating the "cut-rate" evil. This subject being of vital importance to the trade, naturally aroused great interest, and the different delegations which assembled in Buffalo came primed with facts and arguments and prepared for battle. It soon became evident that the Convention was divided into two factions, representing the believers in the "Tripartite Agreement Plan" and those who wished to see the trade relieved from the obligations of this plan, and the "Worcester Plan" adopted instead. The friends of the Worcester Plan claimed that the Tripartite Agreement has proved beneficial in certain sections of the country only, and ascribed its failure to be of general benefit to lack of support by certain parties to the agreement. Their opponents wished to have the present plan continued in force, believing that the unsatisfactory features can be eliminated, and that with more general adoption it will prove of benefit to a larger number of retail pharmacists.

The fight was hot and bitter, some of the discussions being notable for extreme vigor of state-

ment. The final action of the convention must be considered as at least a temporary defeat for the friends of the Worcester Plan. The Tripartite Agreement plan was continued in force, provision being made to test the constitutionality of the operation of the Worcester Plan in the courts of Illinois, where an anti-trust law is in force. There was at one time grave danger that the differences between the two factions would result in a permanent split in the organization, but this was fortunately averted. The members of the Association and the drug trade at large are to be congratulated upon the fact that the separation was successfully avoided, for the time being at least. The necessity for united action must be apparent to all. A division of forces can result in no good for the cause which is of the utmost importance to every retail druggist in the country.

REMEDY FOR THE FREE DISPENSARY EVIL.

The abuse of the dispensaries established in our cities for the purpose of furnishing medical aid to the the deserving poor is an evil which has been frequently discussed in pharmaceutical and medical journals. Among the numerous remedies which have been proposed for reforming this evil, there is probably none more worthy of the support of the members of both professions than the plan endorsed by the pharmaceutical and medical societies of Philadelphia. The societies ask:

That the Legislature pass an act requiring that all persons seeking aid at dispensaries and other charitable institutions record their names and addresses, or, when unable to write, make their marks, as is customary in legal documents, in a book kept for the purpose, which shall be open to inspection by proper persons; and, if possible, inflict a penalty upon those who fraudulently receive aid.

A careful perusal of this request will show that an appeal is to be made to the pride of those seeking aid and it is hoped that this will cause those not destitute to obtain treatment at their own expense. There is a very prevalent tendency among persons in moderate circumstances to consider dispensaries as institutions established for the convenience of the public at large. It is reasonable to suppose that these persons will hesitate to rank themselves with the admittedly pauper class solely to avoid a small expense for medicines and medical attendance. Free dispensaries have been established for the benefit of those legally classed as indigent. Their purpose is as distinctly charitable as that of almshouses and other means of providing for persons unable to take care

of themselves. It is only too true that many who would not think of applying for financial aid do not hesitate to avail themselves of an opportunity of receiving treatment for minor diseases, which seems to be offered for the asking.

There can be little doubt of the excellence of the plan proposed by the Philadelphia societies. It can result injury to no one. The deserving poor are not without their pride, but the intention is to expose those who are not deserving, so that those for whom these benefits are intended will be spared the humiliation of seeing themselves publicly branded as paupers. Americans take great pride in being able to take care of themselves, and an appeal to this admirable trait should go far toward eradicating an evil, which in many places, has become a positive disgrace. It seems probable that imposing a penalty will not be found necessary.

THE VALUE OF COMMERCIAL COURSES OF STUDY.

A writer in one of the European pharmaceutical journals doubts the value of the commercial courses of study which some of our colleges have lately undertaken to supply. This writer argues that if any quality is innate, business ability is that quality. The attempt to determine by means of an examination the ability to carry on great commercial enterprises, and the granting of higher degrees by such institutions of learning, are held up to ridicule.

No doubt this writer is correct within the limits of his conception of the purpose of these commercial courses. It is, of course, absurd to attempt to impart any innate ability by means of a few courses of lectures, and thus convert the average student into a Carnegie or a Rockefeller. But, as we understand it, these institutions attempt nothing of the kind. Their purpose is not to supply a natural aptitude, which, in the nature of things, cannot be acquired, but to adapt modern higher education to the needs of the commercial, so that it may not be mere waste of time, but a positive aid to the student already possessing the qualities necessary for a business success. Much of the knowledge required in business is undoubtedly best acquired in the actual doing of things, but there is also much of this information which can be obtained in the lecture room with much greater certainty and dispatch.

According to a story which appears in one of our foreign exchanges, the would-be pharmacists of the French Republic also have their little troubles. At a recent examination, a candidate found difficulty in recognizing a specimen of crude drug. The examiner, kindly wishing to give the youngster a clue, remarked:

"Oh, come now, you certainly know what that is. Why, you use it every day."

"Of course—absinth," responded the candidate under a sudden inspiration.

As the leaves under consideration were of the species *Nicotiana tabacum*, it seems probable that the student is now devoting more time to the study of pharmacognosy.

The Deutscher Apotheker Verein is about to test a plan intended to enable its members to compete with the makers of proprietary medicines. Preparations made by individual pharmacists according to formulas selected by the society are to be sold under a trade-mark registered by the association. We fail to see how the operation of this plan can place the retailer on an equal footing with the manufacturers. No account seems to have been taken of the superior facilities possessed by the manufacturers, the greater economy possible in working up large quantities, and the difficulty of limiting the use of the selected formulas to the members of the society. To offset these difficulties remains only the right to use the society trade-mark. The value of this privilege will depend entirely upon the prestige of the Verein. To what extent the endorsement of a society will influence prospective purchasers we are not prepared to say.

The action of the Philadelphia Association of Retail Druggists in supplying the daily newspapers with a copy of a resolution of general interest with a request for editorial comment, is worthy of imitation by other bodies. The newspapers are now practically the only means of quickly and certainly reaching the public notice. An editorial comment by the daily press is far more effective for this purpose than any number of resolutions passed by bodies of limited membership. If the subject is of general interest, it should also have a distinct value as news, and should, therefore, be welcome to those whose business it is to meet the daily demand for something to read.

In our news columns recently was related the information that a certain Illinois retail druggist had gained considerable notoriety by displaying in his show-window a jar containing the heart of a colored individual who had been shot while stealing chickens. This is certainly a new departure in window displays, though it is not likely to be imitated by many members of the craft. Moral courage at one time was supposed to reside in the heart, but when placed on exhibition as a trade bringer we are afraid the sight of this part of the anatomy would make the heart of the average customer sink into his boots.

CHINESE REMEDY FOR RHEUMATISM.—In a recent issue of the *Drogisten-Zeitung* we find reference to a remedy with which a Chinese physician, formerly of the United States, purposed curing an attack of rheumatism with which Prince Chun was afflicted during his official visit to Potsdam. The remedy which he intended to employ was obtained from the skunk. In the preparation of this attractive substance the entire animal is boiled to a semi-liquid mass, which is then made into a salve and also into pills. A German druggist who had spent a number of years in California and Nevada testified to the efficacy of the preparation, but declared that Europeans who were treated with it nearly succumbed to the nauseating effects of the loathsome application.

CAFFEIN OR COFFEIN.—Dr. Vanino (Chem.-Ztg.) questions the propriety of employing the name *coffein* instead of *cafein*, a practice which seems to be common in Europe. The author prefers *cafein* as being the correct form of the word, which he states is derived from "caveh," an Arabian name used to designate any of a number of drinks.

BUSINESS PHARMACY.

The Experience of Druggists with Profit-Bringing Methods. Hints and Suggestions. Original Papers from Practical Business Druggists. The Various Phases of Drug-Store Management and Economy.

A WINDOW DISPLAY AND WINDOW DISPLAYS.

By WILLIAM F. PILCHER, Lyons, N. Y.

It has been said that goods well displayed are half sold, and this is particularly true of goods in the window.

I never make a display of any article unless I have enough stock to make a good showing. I don't mean to pile a window full of goods, and leave it so, for a window with too much stock displayed looks about as bad as one with half enough.

I recently had a display that not only attracted considerable attention; it was of bath supplies, and was the means of selling lots of goods for me.

I had a couple of large frogs that were left from an assortment of frogs I received with a gross of "Frog in your Throat." One of my frogs had flexible wire arms and legs, and could be adjusted to any desired position, and the other was made in a sitting position, and could not be changed.

From the hardware store I borrowed a small foot bath-tub, oval in shape, about two feet long, a foot wide, and a foot deep. I placed a few small boxes in the tub so as to bring the frog a little above the level of the edge, and placed the other frog near him, on a box, so as to represent the one giving the



other a bath in the tub. I tied a bath sponge in one hand and fastened it to the other frog's back, making the one frog look as though he were washing the other one. (See illustration). Around the edge of the tub I placed several small frogs, and filled the window with perfumed bath tablets, perfumed ammonia, toilet water, patented bath sponges, bath brushes, cologne, etc. On the sheep's-wool sponges in the window I placed the sign, "Sheep's-wool sponges, the kind that wear; from 20c. up." People passing would glance in, and then come back and look in again.

I always change my windows at least once a week, unless I have a special display, and then sometimes it goes for ten days or two weeks. No matter how good your window display is, people lose interest in it if it is left too long, and, besides, your goods fade and deteriorate in value.

I never display more than one line of goods in my window at a time, and very seldom give my windows to the display of patent medicines.

Watch your competitors' windows carefully so as not to have the same display in at the same time that they do, but, if this cannot be avoided, have your window better than theirs.

It is not necessary to spend all day on a window. Your time is worth too much. Have the boy get the goods out of the window, and the glass washed the first thing in the morning; you or the clerk can begin at the window by eight o'clock.

When you make a window display of an article have your ad. in the window co-operate with it. Either one of these methods of advertising is good, but the two make a very effective combination. After your advertisement is written have inserted, "See our window display of the above this week."

A window of sick-room necessities is very appropriate just now. You have disinfectants, ice-bags, fever thermometers, hot-water bags, night lamps, absorbent cotton, bandages, invalid cushions, and foods, atomizers, feeding cups and tubes, medicine droppers, formaldehyde generators, lamps, etc. These tastefully arranged in your window and an advertisement describing each running in your paper, supplemented, if possible, by some booklets for counter distribution cannot help but start for you a good trade on these articles.

Another good window display may be made with razors and shaving supplies. Get in a good line of razors that you can guarantee, and let people know it. Put them in your window, with a nice line of lather brushes, soaps, razor strops, talcum powder, triplicate mirrors, shaving mirrors, etc., and call attention to them.

A window of office supplies is very good. You have little labor-saving devices for the business man that, perhaps, he has never heard of, or he has never seen them displayed in good shape. Put in office books, rulers, erasers, patented ink wells, ink, type-written paper, pens, carbon copying books, pencil sharpeners, pencils, pen racks, letter files, etc.

VACATION.

A Plea For the Clerk.

By FRANK B. STYLES, Hempstead, N. Y.

The above definition may give to some folks an idea of what a vacation should be. Most people consider a vacation as a space of time to be devoted to picnicking and excursions; and a continuous going hither and thither until the specified time has passed, when they must return to work. Then they find out that instead of being rested and recuperated in health and strength, they are as tired as they were when they stopped work.

Who have vacations? Who need them? Who want them? Who get them? Who value them? These few questions cover the field very well. In answer to the first one it can be said that the large majority of pharmacists, with all their help, from the manager down to the errand boy, enjoy at some time in each year a short vacation, varying from a week for the errand boy up to two or three weeks for the proprietor; and this, understand, means salaries paid as if the help were working. In answer to the second question, it may be said that every regular employee needs a vacation once a year, by all means. The long hours of the profession, the heavy drain on nerve force which is constant and wearing, works to the detriment of good health. Man needs rest, and if he does not get it after a protracted strain on his system he will break down, and then will be of no use to his employer and of not much account to

The Era pays \$5.00 for each accepted contribution to this department. Proprietors and clerks are especially urged to relate their experiences and offer suggestions on all phases of the practical business side of pharmacy. Make your papers short, about 1,000 words (one Era page) in length.

himself. The third question is very easily answered. Everybody, every pharmacist, wants a vacation. It is quite natural for man to want to take his ease. An employe looks forward to a vacation with pleasure. He works hard to get his work up in shape for some one else to take hold of it, if necessary, when he leaves off, and when he returns to work it is with a feeling that he has had a rest and can work with a will.

It is a matter of fact that the employers of all business houses get vacations. The length of time allowed depends on the line of business, what kind of a firm it is, relative to its methods of doing business, and who the employe is.

The fifth question might be left for the reader to answer; but, I believe that human nature does not vary so much that I would be mistaken if I should say every pharmacist, or every person in a pharmacy enjoys the vacation, and values it.

It has become a recognized fact that a person cannot work for a long and indefinite period and show the same vigor and force in performing the task at hand. The need of a breathing spell several times a day, a chance to sleep, are evident, and these are the first reminders that it is necessary to have a little more rest at some regular interval to give nature a chance to restore vitality to its full force. There is at least one very strong reason why a pharmacist needs a vacation, whether some other clerk does or not, and it is this: The pharmacist's work requires his attention so exactly, and the hours are so long, that he surely should have an opportunity once a year to have an extra breathing spell. In some locations, an afternoon and evening are given off each week and all Sunday, every other week. Well, this partially compensates for the extra long hours during each week, but it does not give the much-needed chance of rest to the regular year-around clerk. Why is it that a large majority of business houses give their employes a vacation? There certainly must be something in it for the proprietor, else it would not be done. The successful business man is not the one to give for the sake of giving. He generally gives when he sees he may reap something in return. There are at least two points that might be considered at this time, the second one being dependent on the first. The first is this: He gives a vacation to his help for the benefit of the help. The second is undoubtedly a question, and can be put thus by him: "Do I get anything out of it?" No matter who the help may be, it is certain that the vacation is much appreciated. The gift, which it certainly is, is like a dividend declared in favor of the help for showing interest in the employer's behalf. With the conscientious employe this little "tip" makes him feel that his efforts have been appreciated. To answer the employer's question, "Do I get anything out of it?" I would answer, certainly. You keep closer in touch with the employe. There is an increased feeling of interest in your behalf which causes the employe to work harder for your interest when the vacation is over.

There is another side to the vacation question. The proprietor takes a vacation without having to ask any one. That is perfectly right; if he feels like it, it is his right. At the same time his faithful employe cannot take one, no matter how much it may be needed without asking for it, or if taking it without leave, is liable to forfeit the position. The proprietor is conceded to be making money and can afford to take a vacation better than the employe can. When the proprietor goes on his vacation his income continues the same as if he were there; while if the employe takes a vacation and he be a man of family, his regular weekly expenses begin to swallow him up, as it were, because his salary has just been sufficient to keep his home establishment running smoothly without being able to lay anything by for a "rainy day," and much less for a vacation.

A homely old saw, which is often repeated: Promises are like pie-crust—made to be broken.

THE UTILIZATION OF SAWDUST.

By W. DONAGHY, Hudson, Mass.

The disposal of the sawdust has always been a troublesome question to saw-mill owners. This applies particularly to Canadian saw mills, where the product of a few days is more than enough to supply the season's demand. Some mills have gone to the expense of building incinerators, while others have been satisfied to dump it in the rivers that pass their doors and let it go at that. Naturally this latter method had the disadvantage of polluting the streams, filling up the channels and destroying the fish.

With a view to obviating this wasteful and destructive practice, and to turning the material into more useful channels, V. L. Emerson has patented a machine which is designed to overcome the many defects of earlier inventions along the same line. It consists of a retort which is placed upright and encased in brickwork, built in such a way as to allow the heat to circulate around it.

Within the retort, and projecting from its lower end, is a tube several inches in diameter, which extends nearly to the top of the retort, and is capped at the upper end, the lower end resting in a seat. To that portion of the tube inside of the retort there are attached, at intervals, cone-shaped or bell-shaped castings, slightly less in diameter than the retort, leaving only a narrow space between their rim and the retort, and well up under these cones the pipe is perforated by several holes. The retort is surrounded by a hopper, into which the sawdust is fed. Passing into the retort it strikes the first cone, which, revolving slowly, scatters it outward toward the retort which is heated to the proper temperature. It then falls to the next cone, and so on, until it reaches the bottom of the retort, when it is ready to be removed as charcoal. This is done by a worm working in a horizontal tube, one of whose ends terminates in the base of the retort. A sufficient length of this tube is encased in a trough of running water, as otherwise the carbon would inflame spontaneously upon reaching the air.

The vapors pass through the perforations in the tube under the cones, to the base of the tube, then they are conducted to an atmospheric condenser, where the tar condenses first, and is taken off through one pipe, while the light oils and aqueous vapors are condensed further on and escape through another pipe. The uncondensable gases pass through a scrubber, and are otherwise purified, then through a positive blast fan, which forces some of the gas through a coil of pipe heated in the descending flue of the furnace, thence back into the retort, the fan thus causing a slight pressure in the retort and a slight vacuum in the central pipe.

The surplus gas is fed into the furnace after passing through a trap to prevent explosion, and is sufficient to heat the retort. The heat from the furnace passes up around the retort, then down a back flue containing the coil of gas pipe, then through a blower to the drier, where it is used to dry the sawdust.

The entire process is continuous, the hopper being kept full of sawdust by a carrier from the dryer. As the contents of the retort are reduced by removal or shrinkage, a valve opens and admits enough new material to supply the deficiency, and then closes again, allowing no vapors to escape.

These carbonizers are intended to be built in batteries of any number, according to the quantity of sawdust to be utilized. A small engine drives the central spindle or tube, the carriers, fans, and the worm that withdraws the carbon from the retort. The retort is placed a little to one side of the furnace, so that the lower point is not exposed to the direct heat.

Several tests of a single carbonizer were made, the figures of one test being as follows:

Ten thousand pounds of white pine sawdust were dried to 5,000 pounds, and passed through the carbonizer, yielding the following products:

Charcoal, 1,234½ pounds; acid liquor, 1,088½ pounds; tar, 145½ pounds. The same amount of red pine sawdust yielded: Charcoal, 1,437 pounds; acid liquor, 1,513½ pounds; tar, 146 pounds; and of spruce: Charcoal, 1,515 pounds; acid liquor, 1,218 pounds, and tar, 157½ pounds.

The time occupied to pass these through the carbonizer being about ten hour for each, or at the rate of six tons of dried sawdust for each carbonizer in twenty-four hours.

THE BACK SHOP.

By MISS MEDORA A. GORMAN, Haverhill, Mass.

There are all kinds of back shops: clean ones, dirty ones, rich ones and poor ones, but I think this one is unique in its uses and findings.

A city store? No! A city store could not produce the wonders to be found here. It is a real country shop, conspicuous for the absence of anything that looks like fixtures.

A prescription desk or tablet case would be out of harmony with the general surroundings. Boards nailed around the walls hold the stock. There are two oil stoves (used for many things besides prescription work and manufacturing), and a safe—burglar-proof (?), locked with a big brass key, that would make one think of the Blue Beard story. The boy is the only link that connects the shop to this century. He is strictly up to date.

The chief article of furniture is a large parlor stove, around which the affairs of the neighbors and the nation are discussed with a great deal of solemnity, and many wise counsels given, which the neighbors and our mighty statesmen never have the good fortune to hear.

A regular train of visitors gather every morning. The "Squire" is usually first. He plans to come in a few minutes before the constable, for he always needs a morning dose of the following prescription:

Spiritus frumenti.....	5ii
Aqua pura.....	3i
Syrupil simplex.....	3i

After taking this for his liver, so he tells us, he is ready for action. He and the constable are generally on one side of an argument, and the selectmen defend the other.

I remember one day a traveling Indian medicine man came to town, and offered to cure all ills, and show in moving pictures the battle of Vinegar Hill. No one knew just where this battle was fought. The 'Squire and constable held that it was one of the decisive battles of the Civil War. They could not exactly locate Vinegar Hill, but knew it was somewhere in the South. The selectmen declared it was one of Napoleon's defeats, and thus kept the back shop busy all morning. Finally, in order to settle the matter, the medicine man was sent for. When he said Ireland, the 'Squire and the constable were ready to commit him to the State insane asylum. The selectmen were jubilant because the 'Squire was beaten. I don't believe to this day they are sure of where Vinegar Hill is.

The 'Squire and his friends were not the only "curios" this back shop can boast of. I am sure some of the drugs belong to past generations, and could tell tales of great moment of dead and gone 'squires and constables. The bottles have the dust of ages for a covering. It is too sacred to the past to be removed. Crude drugs of all kinds are in evidence, for many a one in this village brews his own herb tea. Five cents' worth of skull cap and five cents' worth of pink root is a favorite mixture. We often hear of a man brewing a nightcap for himself, but as a rule the physician or the druggist brews the skull cap.

I actually found in this dear, old-fashioned store an ounce or two of picra, left, I presume, as a relic of the good old time a hundred years ago. What a boon this would be for some poor young man studying for registration before a certain state board in the East. He would be sure this favorite mixture

was, at one time, kept in drug stores, and was not a myth, as he had been led to believe in his fruitless search for it.

Indeed, this back shop is a splendid field to study for many State Board questions. Dragon's blood is a great seller, and kind of a specific. It makes a cure-all, mixed with snake root. Perhaps these were the herbs Shakespeare's witches brewed together. Surely a combination of skull cap, snake root and dragon's blood would either kill or cure, if there is any virtue in a name.

The prescription file is an object of veneration, and is seldom used. I saw one order filed away very carefully, marked "Opedillock." About fifty prescriptions in all, dating back nearly six years.

The villagers stand in awe of the doctor and his fee. The undertaker, who is also the jeweler, librarian and bicycle agent, is a constant attendant at the back shop conferences, watching and waiting for his prey, but I never knew any one to die. I do not believe a concoction of all the drugs in the back shop would kill the 'Squire or his friends, and I am sure the place would be very lonesome without them.

The neighbors would miss their good advice, if these village oracles were gathered into the great beyond. This quaint old back shop would lose half its charm if the old stove were not surrounded by these guardian spirits.

It is such a rest at times to get away from the busy to-day and look at the world, as it were, from a distance with the eyes of our grandfathers that I hope this old back shop will not change either its visitors or its stock for many a year to come.

SHOP TALK.

There is a certain druggist in Philadelphia—on Easy street now—who sells more seidlitz powders than any four of his competitors. Why? Because he buys his rochelle salt, bicarbonate of soda and tartaric acid in the finest powders, made from clean crystals, and makes his clerk sift the powders through a fine sieve until every particle of dirt is removed from them. Now, a seidlitz powder is often wanted by a person whose stomach is more or less upset; to such a one the sight of a floating scum on top of the water in which the powder is dissolved is very unpleasant, even disgusting; it may be anything, he thinks. Yet druggists will mix up seidlitz powders from salts which have been lying in dirty drawers or boxes, with never a thought of the dirt and trash clinging to them, and he wonders why he sells so few seidlitz powders. The same thing holds good, too, in many other ways—phosphate of soda, epsom salt, in fact, any salt or powder that is dissolved in water before taking. How disagreeable it is to stir up a dose of salt in a tumbler of water and then have to fish out bits of wood, dirt and scum before it looks fit to take. Wouldn't it make you think the drug store it came from was dirty? All such things should be as clean as it is possible to get them, then they should be kept clean, in tight drawers or bottles, not in open barrels, drawers without lids, or in paper bags, to accumulate dirt and dust. People often judge a store by little things, and one of the little things is the clean or dirty look of the medicines or drugs they get from a drug store. Another thing, do druggists always take pains to send out all solutions of salts, alkaloids, etc., perfectly bright and clear, free from floating particles and dingy look? They might if they only stopped to think, for people often judge of the quality of both medicine and service, and professional skill, by the way the medicine looks. The man who sends out his prescriptions bright, clear and sparkling will get the preference every time over the one who just puts in the salt and the water, and shakes 'em up. Filter paper is cheap, cotton is cheaper, and it takes little time to run eight ounces of a solution through absorbent cotton strainers.

A valuable hint to druggists located in suburban or outlying districts of large cities, or in country towns, may be gathered from the idea of one or two progressive Philadelphia druggists, who posted bulletins in their show windows during the recent yacht races. City druggists can easily arrange to get bulletins from newspaper offices by telephone on any event in which the public is interested, and the enterprise that takes the trouble to post up frequent and reliable bulletins will carry the country druggist through. Does it pay? "Well, rather," was the reply of one of the druggists above mentioned, who had tried it. "I not only got a big crowd in front of my window, in which I had a fine display of toilet goods, but I also got the reputation for being the most enterprising druggist in my neighborhood, and my sales are daily increasing since I started the bulletin scheme." The Era man suggests that druggists make it a point to post bulletins of the coming big football games in their windows this fall, and take pains to impress their neighborhood that the best and latest news will always be found in their windows on days when games are played. Then, dress your windows for that day with an extra fine display, with price cards on every article. During intermissions between bulletins the crowd will rather enjoy having something to look at to pass the time, and they will be dead certain to look at every thing you have in your window, and remember a lot of what they saw. You will gain a reputation for being enterprising and accommodating at small cost, which will make your name known throughout your neighborhood, and will at the same time get a splendid chance to attract attention to any line of goods you may want to sell. But don't post up bulletins in a shabby window.

* * *

There was a letter from a country store keeper in "Printer's Ink" lately, that is full of interest to druggists as showing a simple plan by which they can make a fairly accurate canvass of their neighborhood, especially is the idea valuable to druggists in small towns. The scheme is this: Advertise that on a certain day you will give a card, free of cost, to every caller in your store, entitling him to a chance in a drawing for some prize; make it strong that everybody in your town who comes in, whether he buys anything or not, will get a card. Then, when the people come, take down the address of each when you hand out the card; no one will object to this if you tell them it is to identify the winner of the prize. You will then have a pretty good directory of addresses, against each of which you can note the appearance, etc. of the parties. As a further aid to trade, offer, say, a bottle of perfume as the prize, then ask each caller his preference in perfumes! that will give you a mighty valuable list of individual preferences if you work it up. Take soda water, make the prize a dollar's worth of tickets, ask each one's preference in flavors; that will tell you what flavors you will need most, etc. By offering different articles, and asking each individual's preference, a shrewd druggist can get at the foibles, likes and dislikes, of his town, if he lives in a small one, that will be a gold mine to the man who has sense and push enough to take advantage of such an invaluable directory. Try it. Some of you country druggists, and learn why you don't sell this or that and why people go to your rival's store for certain things he pushes, and city men, too; it may be worth your while.

* * *

The sale of clinical thermometers and thermometers of all kinds is particularly the province of the druggist, still he need not work up trade in a way overheard in a Philadelphia department store the other day. The customer, a woman, was looking at thermometers of the 10 cent kind and was asking as to their accuracy; the clerk assured her that each and every one was carefully tested and was absolutely correct. "Then why do those at this end of the basket say 76 when those others say 81?" she asked. That was where the clerk rose to the occasion. "This, madam," he replied, "only shows how very

accurate and sensitive they are. You will observe that this end of the basket is turned toward the sunny side of the store; the thermometers there register 81 degrees, the others are toward the shady side and register only 76. If you will examine them carefully, you will see that no two register alike, which shows that each one is affected by a different stratum of heat about it, which could not happen unless they were remarkably delicate and accurate." "Oh, I see now," exclaimed the woman, enthusiastically. "I never did know why they were so different before. You may give me one from each end of the basket, please."

* * *

One of the Campbell brothers, who run two drug stores in St. Paul, has a method of bringing delinquents to time that is quite apt to be successful. When he has reason to believe that a customer who is in arrears is unwilling rather than unable to pay, or is an out-and-out dead beat, he duns him sharply in the presence of that customer's friends. The back-number account is very apt to be settled on the spot. Mr. Campbell does not, like many druggists, destroy old outlawed accounts. He preserves them all religiously, and frequently succeeds in collecting one. Furthermore, the list is valuable for reference, as it warns him never again to trust certain people.

THEIN IN DIFFERENT PARTS OF THE TEA PLANT.—According to U. Susuki (Bull. Coll. Agric., Tokio Imp. Univ.) all parts of the tea plant, with the exception of the seed, contain thein in greater or less proportion. Among the author's conclusions are the following: The formation of the alkaloid in the germinating seed cannot be ascribed to a simple splitting up of the proteids, because no thein is produced when these bodies are treated with hydrochloric acid. Light seems to have no influence upon the formation of the alkaloid, for this body is found in etiolate shoots as well as in parts exposed to the light. The cotyledons of the seedling contain some alkaloid, although very little. The stem and roots contain a moderate proportion of thein, but considerably less than the leaves. The leaves contain the largest proportion of the alkaloid, the percentage depending upon the development of the leaf. Thein is not a synthetic product like asparagin, but one of catabolism. The bark of the stem contains only doubtful traces of the alkaloid, while resting buds are moderately rich.

ALKALOIDS OF SANGUINARIA CANADENSIS.—Fischer, in an account of an exhaustive study of the alkaloids of *Sanguinaria canadensis* (Archiv. des Pharmazie), confirms some of the results obtained by former investigators, while others are found erroneous. König first pointed out that the alkaloid which had been named sanguinarine by Dana, and shown to be identical with chelerythrine by Probst, was a mixture of three or more substances. One of these bodies is an alkaloid yielding red salts, and has been called sanguinarine; another, which seems to be the principal base, yields yellow salts and is named chelerythrine; and a third is homochelidonine. Fischer confirms the formula $C_{25}H_{23}NO_5$, obtained for chelerythrine by König. He also found that this body when crystallized from alcohol retained alcohol of crystallization. The formula advanced by König for sanguinarine ($C_{26}H_{25}NO_5$) and $C_{26}H_{25}O$ is also confirmed by Fischer; but that of homochelidonine is found to be nearer $C_{24}H_{21}NO_5$ than $C_{24}H_{21}NO_5$ as found by König.

ONONINE is the subject of renewed investigation. This body, which is a glucoside from *Ononis spinosa*, has, according to Hlasiwetz, the composition $C_{20}H_{24}O_{10}$. This chemist also stated that this compound melts at 162 degrees C. and that upon hydrolysis it is decomposed into sugar and ononine. In more recent investigations Hemmelmayr has found the formula of this compound to be $C_{21}H_{24}O_{10}$, and its melting point 172 degrees C. He also found that in the decomposition of this body a number of isomeric compounds are obtained.

NATIONAL ASSOCIATION OF RETAIL DRUGGISTS.

THIRD ANNUAL MEETING.

HELD IN BUFFALO, N. Y., OCTOBER 10-12, 1901.

THE PROCEEDINGS IN DETAIL.

FIRST SESSION.

THURSDAY, OCT. 10.

Buffalo, N. Y., October 10.—President William C. Anderson called the third annual convention of the National Association of Retail Druggists to order at 10 o'clock Thursday morning in Convention Hall. He was greeted with cheers from two hundred and six delegates, representing one hundred and thirty-one associations of retailers from twenty-nine states and territories. The first business in order was the appointment of the Committees on Credentials to determine the standing of the various delegates and to decide upon the proxies to be admitted. The personnel of this committee was W. O. Fraley, Pa., Charles Freericks, Ohio, and W. E. Bingham, Ala.

Hon. Conard Diehl, mayor of the city of Buffalo, then delivered an address of welcome, extending the hospitality of the city to the druggists. In the course of his remarks, he paid many compliments to the profession, referring to their consequence in catering to the wants of the public and bringing down his hearers frequently with humorous allusions to their "mysterious" calling. The response on behalf of the convention was made by J. W. Seeley of Detroit in a speech which, as an ex tempore effort, did him great credit. A further welcome was extended the visiting pharmacists in short addresses by Thomas Stoddart, president of the New York State Pharmaceutical Association, and President J. A. Lockie of the Erie County Pharmaceutical Association. After the addresses of welcome and congratulation, D. W. Cowan of Buffalo, took the rostrum as a representative of the National Wholesale Druggists' Association, recognizing the good work of the Retailers' Association and pledging the co-operation and good will of the jobbers in furthering its aims. Mr. Cowan was greeted with an enthusiastic reception and was vociferously applauded at the conclusion of his remarks.

The convention business was formally begun with the admirable address of President W. C. Anderson, who came out strongly for the Worcester plan and showed wherein the tri-partite agreement had been a failure. Mr. Anderson did not hesitate in the delivery of his strong opinions, defining his position exactly before the convention and advising the action that he thought would be for the best interests of the N. A. R. D., the adoption of the Worcester plan or other price restrictive system. The address, although anticipated, created a great furor. The convention was obviously divided as to its main points, some favoring the recommendations made and others preferring to adhere to the tri-partite agreement and allow the new proposition to develop and mature before its final adoption, as was proposed in the contested and doubtful report of the Executive committee submitted immediately afterward by F. E. Holliday, who brought in the report personally with only the consent and not the endorsement of the other members of the committee. It was finally decided, after a prolonged discussion to submit the portion of President Anderson's address relating to the price restrictive plan to the convention as a committee of the whole at the Friday session, and to refer the remainder of it to the Committee on resolutions. President Anderson after briefly stating the objects of the association and calling attention to the fact that its principles now enjoy the support of 400 affiliated associations, entered upon a discussion of the subject of paramount interest to the association—the methods of combating the cut-rate evil, as follows:

PRESIDENT'S ADDRESS.

The Numerous Interests to be Considered.

In reviewing the important subjects that will be brought before you, due consideration should be given to the fact that the past year has been in a great measure an experimental one.

The numerous interests to be considered and various ideas to be notified and concentrated added greatly to the difficulties that had to be overcome in arranging a plan to carry out the gigantic undertaking of the N. A. R. D. In fact, these conditions appealed so strongly to many of those who ushered the N. A. R. D. into existence, that the feasibility of attempting negotiations with other branches of the trade whereby better commercial conditions could be secured to the retail section or to take advantage of the inherent power of the retailer to produce and thus protect himself against the sale of goods that fail to pay a reasonable profit, became an important issue.

The retailer, however, demonstrated his usual good will and generous disposition by recognizing the condition of the other branches of the trade and in deference to the wishes of their representatives adopted a policy of reciprocity and co-operation.

Cut-rate Evil the Cause of Unsatisfactory

Conditions.

Each branch of the trade was confronted with conditions that were detrimental to its interests, the primary cause of which could be easily traced by the CUT-RATE EVIL. Consequently any plan that might be arranged by the N. A. R. D. and approved by the other branches of the trade for a renewal of satisfactory trade conditions, must have for its principle object relief from, or a substantial modification of the cut-rate evil, with such regulations as will save for the proprietor his favor with the retail trade and maintain its co-operation in making products popular and valuable in the eyes of the public, and provide protection for the jobber in consideration of his position as a distributing agent.



WILLIAM C. ANDERSON,
Brooklyn, N. Y. Retiring President.

History of the Tripartite Agreement.

The tripartite agreement was formulated upon this basis and with these objects in view and while the manner in which it has carried out of any of them should be duly recognized in considering the degree of success with which it has operated, the vital points before this body the representative of the retail trade of the country, is not how well it has served to overcome the tendency of the retail trade to oppose the sale of proprietary remedies that fail to afford a consistent profit and increase to the proprietors' income and standing, or to what extent it has been able to increase the profits of the wholesaler by checking the fast increasing custom of direct buying and giving him ample room for the distribution of proprietary remedies, but what has it done to benefit the retailer by abolishing in this latter respect or sufficient advancement has been shown to prove its force and stability and assure success over a reasonable time, it should receive the unqualified approval of this body and all parties to it should be urged to maintain a strict adherence to its provisions. If not, it should be displaced, strengthened by amendments, or modified to such extent as will best serve to carry out the objects of this association.

Although the first provision of the tripartite agreement that "proprietors confine the distribution of their products to a recognized list of jobbers" corresponding to the report of our Executive Committee at the Cincinnati Convention in October 1899 was being observed by over ninety per cent of the members of the Proprietary Association of America, excepting in a few instances where a local movement was created, the retail trade was not placed in a position to secure its share of benefits until August 10th 1900, when "Bulletin No. 9" announced the completion by the Executive Committee of "the restoration of the retail trade to the most favorable conditions for handling proprietaries." In fact its position was not clearly defined until "Resolution B" which was presented as the result of this notification, was adopted by the last annual meeting and any failure on the part of the local associations to obtain protection prior to that time should not be charged to the tripartite agreement.

Attitude of the Retailers.

Resolution "B" with which you are all familiar renewed the hopes of the retailers and gave them an opportunity to gratify their long cherished desire to do something and get something. They have done what the resolution directed them to do and done it well and what have they seen?

They have used every honest endeavor to stimulate the sale of the product of those proprietors who agreed to co-operate with them and in compliance with their request, sold their goods when called for without attempting to press into favor a similar attitude that afforded a better profit. They have sacrificed the discounts to which they were entitled when buying direct and handed them over to the wholesale distributing agents and have through their local associations removed as far as possible the obstacles that stood in the way of success, using much valuable time and money pursuing a conciliatory rather than an aggressive policy and by patient, earnest work reduced the percentage of aggressive cutters in their section to much less than was required by instances it being necessary to record not more than from one to five per cent, of retail dealers as unwilling to maintain a definite schedule of prices on proprietary articles. With these favorable conditions within the retail trade and both of the proprietor and wholesaler having had a taste of the benefits to accrue from a rigid adherence to their agreements it would be hard to imagine a more favorable position as to which the tripartite agreement could be placed in order to demonstrate its force and value. Yet with all this careful preparation and hopeful outlook, it is with deep regret I am compelled to inform you it has not shown the power it was supposed to possess.

Insincere Support of the Tripartite Agreement.

Our oldest, strongest and most influential associations which in some instances have had but one opponent to deal with have found as little actual force in the application of this agreement as the younger and weaker ones with their five or ten per cent of aggressive cutters. This would indicate that the liberal provisions of "Resolution B" in reference to the number of aggressive cutters that might be designated in any section "twenty-five per cent, of the trade" is not responsible for this condition for results would have been the same had the number been fixed at even one per cent. No had the number been fixed at one per cent, the same plan for controlling the distribution of proprietary remedies no matter how perfect in detail could have shown satisfactory results with the uncertain and unco-operative part given to the trade. The proprietors and the trade were involved to some extent in this lack of true and honest support but the bulk of it must be recorded against those wholesale distributors to whom the designation of aggressive cutters was the issue through the designation of aggressive cutters. The issue was directly brought and who failed to properly meet it.

Wholesaler's Interest in the Agreement.

No party to the tripartite agreement had more at stake through its success or failure than the wholesaler, for while the proprietor and the retailer might easily formulate other plans that would promise as satisfactory

results for them it is doubtful if any arrangements could be made that would promise more for the wholesale trade even if the details had been arranged and plan launched in the name of an organization of wholesalers instead of one of retailers. These favorable conditions and all they promise were not sufficient to overcome that selfish tendency that is so prevalent and with which many wholesale distributors are evidently thoroughly endowed; for the major part of the benefits that have been secured through the operation of the tripartite agreement well in and they failed to keep their obligations when the further success of the plan required the least sacrifice on their part. In many instances the list of aggressive cutters so carefully and conscientiously prepared in the first instance, set out the objects for which it was arranged being treated as a favored list of exceptionally good customers to whom special inducements were to be offered in order to secure their trade; and the tricky dealer aided by a smooth tongued salesman and secret delivery secured a new customer at the expense of the tripartite agreement, the retailer and the honest competitor who had sacrificed to fulfill his obligations and to secure his share in furthering the interests of all branches of the trade.

Effects of the Insincerity of Wholesalers.

The effects of this insincerity on the part of some wholesale distributors have been far reaching, shattering the confidence of the retailers whose hope of success was in the ability to confine the distribution of proprietary remedies to the legitimate retail trade and avoid the expense and inconvenience of maintaining the co-operation of proprietors who realize that their benefits under the tripartite agreement depend upon the satisfactory results accorded to the retail trade and not to the good will secured from the wholesale distributor. It also exposed a condition of distrust and antagonism within the wholesale trade that foretells the failure of any plan the success of which depends upon loyal and concerted action on its part.

Wholesalers not All Guilty.

In this referring to the attitude of some wholesale distributors it is only just to state that others have proven their sincerity and in the face of many difficulties including the forfeiture of valuable trade to their deceptive competitors stood rigidly by their obligations and gave unwavering and honest support to the tripartite agreement.

The possibility of doing injustice to some worthy ones, prevents the use of names in this instance but they are no doubt well known to the members in their respective sections and I urge upon the retailers the necessity of showing his appreciation of this unselfish and faithful co-operation in a most substantial manner. Establish the motto—"The retailers support for those who support him" and adhere strictly to it.

Attempt to Infringe Penalties.

The knowledge that the tripartite agreement contains a provision for the punishment of wholesale distributors who violate the rules governing the distribution of proprietary medicines, naturally suggests an inquiry as to the extent of this punishment and its effects. I have every reason to believe it was the intention of the Executive Committee to carry out the will of the Convention but circumstances which placed it in a peculiar and somewhat embarrassing position soon developed. The first case of direct violation of the tripartite agreement by a wholesale distributor apparently afforded an excellent opportunity to test the sincerity of the proprietors and the effect of their co-operation, but while strict conformity with the provisions of our plans necessitated an immediate appeal to the proprietors to do their whole duty, the necessary recognition of the N. W. D. A. signified its desire to change the mode of procedure when the interest of the wholesaler was at stake and through its representative and our chairman advocated a different policy. The anti-trust laws of the State in which our first case occurred and the inability of violating them being given as a reason for the proposed change.

Notification of Violations.

Due consideration of the apparent interest of the Proprietary Committee of the N. W. D. A. in the welfare of our cause and the time given and money expended in order to make it a success caused the possibility of getting into new trouble instead of relief from old ones, naturally caused the members of the Executive Committee to hesitate before proceeding with rigid action, the outcome of which meant so much to the retail trade and the suggestion of the Proprietary Committee of the N. W. D. A. to send a notification of the violation of a few proprietors was complied with. The experiment did not give satisfactory results and after much discussion was extended to the Proprietary Committee of the N. W. D. A. plainly demonstrated its policy of delay and desire to relieve your Executive Committee from handling such affairs, your Committee divided the issue of the violation of the tripartite agreement and the question of whether or not and an appeal was made to all the proprietors who had signed the tripartite agreement. While but sixteen of the sixty-five signers of this agreement acknowledged the receipt of the notification and signified their intention to comply therewith, it can hardly be

assumed that these were the only ones who were willing to or did live up to their agreement. Some no doubt acting without giving notice of it while others were placed in uncertain position by conflicting notifications.

Effects not Satisfactory.

The general understanding of the position of the Executive Committee of the N. A. R. D. together with resolutions adopted by the P. A. of A. left little doubt as to the source from which notifications of violations of the tripartite agreement were to come and in order to avoid complications the official list of wholesale distributors that was placed in the hands of each proprietor as a guide for the distribution of his products should have been subject to immediate changes in conformity with such notifications, but instead of this uniformity we found that while your committee's notification was duly circulated the name of the firm thus reported still remained on the list of accepted jobbers and inquiry developed the fact that this list unlike other reports pertaining to the work of the N. A. R. D. was printed, circulated and controlled by the Proprietary Committee of the N. W. D. A. and at the January meeting of our committee we were informed that what we might suggest or request, the power to remove a name from that list was held by the Proprietary Committee of the N. W. D. A.

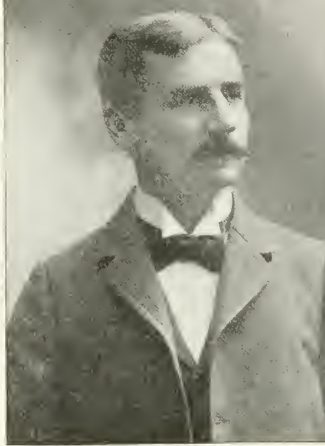
Conciliatory Methods Tried.

The act of the Detroit convention in approving the engagement of the chairman of our Executive Committee by the Proprietary Committee of the N. W. D. A. brought the two committees into such close relation that a contest as to authority in this instance so early in the year and just as concerted action was so much needed, would have been most unfortunate; especially so in view of the fact that the process proposed by the Proprietary Committee of the N. W. D. A. that of inducing violators to change their action by conciliatory methods gave some promise of strengthening our position, but experience soon proved its weakness, for violators were repeatedly appealed to and forgiven only to be caught in similar acts again. Until failure to remove the names of such offenders gave the process the appearance of a protection of the wholesale interest rather than a benefit to the retail trade and after much discussion and careful deliberation your committee decided to demand that the proprietors do their duty and the refractive wholesalers be dealt with as designated in their agreement. As this conclusion was not arrived at until late in August its effects can only be conjectured but the manifest fear of the consequences of resorting to the full provisions of the tripartite agreement by those most familiar with its arrangement and workings, the memory of the results of our first effort in this line and the knowledge that the proprietors had been listed as accepted jobbers continue to supply large quantities of tripartite goods to their trade, leads me to express the opinion that this or any other plan, the provisions of which offer so many inducements to the exercise of selfish motives and opens so many channels through which violations of agreements may be conducted with slight possibility of detection and even less possibility of effective punishment when violations are detected, the success of which depends almost upon the sincerity and integrity of so many dealers, never can carry out the purposes of this organization and extend universal benefit to the retail druggists of this country.

The Effects of the Plan of Benefit Only to the Few.

This opinion is given after due consideration of the fact that through its existence if not its force the tripartite agreement has indirectly benefited the retail dealers in certain sections. The hope which its provisions gave stimulating organizations to such an extent that in some localities a considerable and comfortable and too much antagonism did not exist or the financial condition of the would-be aggressive cutter or desired advantage over the remainder of the trade given to the more independent opposer of the purpose of the agreement, a definite and advanced schedule of prices has been inaugurated but as experience has taught, the maintaining of a definite schedule of prices upon a simple promise without something to force adherence, is usually unsuccessful, so in these cases while some continued others soon found themselves in the old rut again and most earnest efforts on the part of committees and local associations has not been able to overcome the tendency to continue to obtain an advantage over their competitors when nothing more substantial than their integrity was at stake. Even had the results in these instances been more favorable my contention would not be altered, for this is a national organization and its objects cannot be accomplished unless its benefits are extended to the members of every affiliated body throughout this land. A process that would benefit a few at the expense of the rest is not in conformity with its purposes or the expressed desire of its members.

The cordial relations between the retailers of every State and Territory in the Union engendered by the action of the N. A. R. D. and the interest and sympathy created thereby, naturally causes the pharmacist of one section to rejoice over the success of his fellow tradesman in another if such success is attained without injury to anyone, but to secure this success for one section the process requires the forfeiture of beneficial rights by others as is the case with the present conduct of the tripartite agreement, these cordial relations



R. K. SMITHER,
Buffalo, N. Y., First Vice-President.

must be weakened and this interest and sympathy that is so essential to strong organization diminished.

The Worcester Plan More Desirable.

The unsatisfactory situation that presents itself today and the condition of our affiliated associations many of which are clamoring for some of the promised benefits and some even that have been able to maintain a schedule of prices implying a lack of confidence in its continuation under the present system by their appeals for a more definite policy together with my anticipation of the possible results of changes that would be entirely experimental, would place me in an embarrassing position were it not for the fact that a true friend of the retail drug trade has for a long time devoted much valuable time and money to demonstrate the feasibility and lawfulness of a plan that will afford absolute relief from the cut-rate evil and maintain a definite retail price on proprietary remedies and my personal thanks as well as that of this association are due Dr. Julius Garst of Worcester, Mass., and his able assistant Mr. J. Leyden White. Through their efforts I am able to present to you a plan known as the "Price Restrictive Plan" or "Worcester Plan" which consist essentially of the sale of proprietary remedies under a contract containing the conditions of sale the minimum retail price and the changes to which the proprietor will be entitled for each violation of the terms therein specified.

The provisions of the plan have been sustained by the courts of a number of States including Massachusetts and Ohio without an adverse decision and preparation is now being made for test in other sections. As the substance of all decisions thus far rendered is embodied in that of the Supreme Judicial Court of Massachusetts, it will only be necessary for me to append a copy of this, in order to show the principle involved in all.

Copies of the decisions in the following cases were submitted in proof of the speaker's statement—Garst vs. Harris, Holmes, C. J., Commonwealth of Massachusetts; John D. Park & Sons Co. vs. The National Wholesale Druggists Association, Supreme Court, Appellate Division; Kodak, Limited vs. A. W. Gamage, Ltd., & F. Wade, Kings Bench, London, England; Owl Drug Co. vs. F. W. Braun & Co., and Hans Bruch & Co., Superior Court, Los Angeles, California. The chairman then continued as follows:

Further Evidence.

Other evidence in support of the force and stability of the plan is the fact that a number of firms are maintaining the designated retail price on their products through it. These include the Sewall Knit Hose, Earl & Wilson Collar, Waterman Fountain Pen, Sorosis Scales, Edison Phonograph, Eastman Kodak and Forsyth Kid Gloves. The earnestness with which they maintain their principle is proof of its value to their business and



THOMAS V. WOOTEN,
Chicago, Ill., Secretary.

counteracts the argument that maintaining a fixed retail price reduces sales and stimulates substitution.

Substitution was never caused by full prices and living profits and the greater the profit the less incentive to it.

While low prices and reduced or no profit will sooner or later bring forth a substitute for the most carefully guarded article.

Retail dealers must live and if the manufacturers who desire to use them as their distributing agents after having the means placed at their disposal do not protect them; they are duty bound to use every lawful and honorable means to protect themselves.

Advantages of the Plan.

The value of a price restrictive plan is shown by the following:

1. Its success does not depend upon the veracity of any man or body of men but is attainable through actual force of law.

2. The difficult and almost impossible tracing of goods is unnecessary as disposing of them at less than the specified price with knowledge of the conditions of sale is sufficient cause for prosecution regardless of how they are obtained.

3. Notification of conditions of sale is valid if served on dealers at any time whether goods accompany it or not.

4. It will not interfere with the progress made in any section but increase the opportunities of all.

5. It will stimulate old organizations and encourage new ones by giving something substantial in return for their labors and expense and bring the N. A. R. D. the support of every retailer in the land.

6. Besides restoring prices on most articles it will do the retail trade a great service and place it in a position to act decisively by settling beyond a doubt that important question as to who of the proprietors are their true friends and consequently entitled to their good will and support and who are not.

7. It avoids the possibility of proprietors gaining the good will of the retailer through promises he may or may not keep and places each in his proper and indisputable position before the retail trade of the country, an advancement which alone will enable the retailer to better his commercial condition by placing him in a position to favor those who favor him and oppose those who oppose him. One of our greatest needs today is a positive understanding in this respect, for we can never make a success of any movement while the sincerity of those upon whose co-operation we depend is in doubt.

8. It will relieve the proprietors of much uneasiness and doubt by giving them the assurance that their advertising matter will be judiciously used, window displays of their products made, and their sales stimulated and business increased by the retail trade. The

interest of our affiliated associations will also relieve them from searching for violations, obtaining evidences, etc., and to a great extent the trouble and cost of prosecution, for the equity of the plan demands that each shall do his share and after the proprietor places his products on the market under a price restrictive plan, associations of retailers should see that it is made effective in their respective towns, cities, countries and States.

9. While the success of the plan depends to some extent upon successful prosecutions, experience has shown that as a rule these are unnecessary. The knowledge of the conditions of sale and the possible consequences of violating the same usually causing strict adherence without a contest.

10. The fact that the retail price is fixed by the proprietors and is universal, thus avoiding the possibility of competition and securing a better profit for all, has much influence in obtaining willing accord.

11. The interest of the jobber is protected and he is placed in position to do effective work for the proprietor and retailer; receiving his proper proportion of benefits and at the same time being relieved of the disagreeable and in some instances detrimental cut-off list.

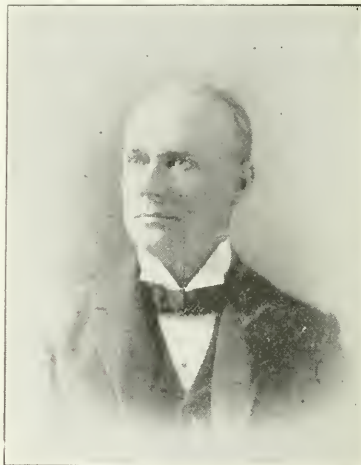
12. The benefits of the plan cannot be secured by any branch of the trade unless the retailer receives his just share.

After calling attention to the necessity of united organization and the impossibility of maintaining this under existing conditions, the speaker recommended that all branches of the drug trade be relieved from the provision of the tripartite agreement, and a plan of price protection which be formulated in detail be adopted. The relations of the Association with affiliated body was briefly dwelt upon and the attitude of the Pharmaceutical Press commended. The finances of the Association were reported to leave considerable room for improvement.

After advocating the adoption of certain changes in organization the speaker concluded as follows:

In conclusion I desire to assure you of my sincere appreciation of the many courtesies received, extend my thanks to all who have assisted in the work of the year and express the hope that every proposition that comes before you on this important occasion will be met with such calm deliberation and firm unselfish action that the grand objects of this association may be subserved and our organization sent forth with the hearty approval of every delegate to make the coming year the most important and successful in its history.

To the end that our relations with the other branches of the trade may be made more firm and our business conditions greatly improved with honor to our association, honor to our constituents and honor to the noble calling it is our privilege to represent.



F. E. HOLLIDAY,
Member of Executive Committee.

SECOND SESSION.

THURSDAY, OCT. 10.

The afternoon session opened with the report of the Executive committee which was presented by F. E. Holiday of Topeka, Kan., upon the consent of the committee, but was unsigned, the division upon its contents and the contrary tone of the president's remarks becoming more apparent. The report of the Executive committee was referred to the Committee on Resolutions as a minority report after a spirited contest not lacking in bitterness. In this struggle the tri-partite forces came out strongly and it was thought at the end of the session that an attempt would be made to resurrect the committee report and send it to the convention as a committee on the whole. The committee report which is opposed to President Anderson's address is as follows:

EXECUTIVE COMMITTEE'S REPORT.

Work of the Past Year.

The Detroit Convention ratified the Tripartite Agreement and it is in accordance with this plan that the Executive Committee has been working the past year. The first two years of the National Association of Retail Druggists was of necessity devoted to organization and preliminary work, and it was not until a little more than a year ago that we were able to put into effect a definite working plan. That plan was originated by the N. A. R. D. and, when adopted by the jobbers and proprietors, became the Tripartite Plan. When the terms of the plan were officially communicated to the affiliated bodies it was accomplished by such suggestions from the executive committee as, it was felt, would enable every locality to work in substantial accord and with unerring effectiveness. It seems, however, that in spite of all labor and effort to make the plan, and the policy of the N. A. R. D. in carrying out the plan, understood, some misinformation and inattention to duties has resulted. The committee has no complaint to make of anyone, but feels that the future of the organization can only be assured by calling attention to the delinquency and short comings that they may be removed as far as possible in the time to come.

The Adoption of Price Schedules.

The question of what the schedule upon which seventy-five per cent should agree might be, was left under the tripartite plan to the N. A. R. D. and by that body it has been left to the local associations affiliated with the national organization. Different communities find it advisable to adopt different schedules, and in some cases, as in Chicago, one city may have several schedules each of which is satisfactorily maintained. It should be the rule to base cut-off contests as closely as possible on the principle of aggressive cutting, and not to initiate a war over differences in a schedule which can in nearly all cases be adjusted in a few months time at the most.

Failure to Report Cutters.

Each local body, having the privilege and duty of naming the cutter should, as a corresponding duty, assume the work of furnishing jobber and manufacturer with such evidence of sources of supply to aggressive cutters in their locality as would enable the jobber and manufacturer to act promptly and intelligently in stopping the supply. In this latter duty, many of the local associations have failed, thus hampering the work and throwing the burden of tracing the source of supply elsewhere.

As to the seventy-five per cent provision; as enforced in the past it means that proportion of the trade should agree upon a minimum selling schedule. Whether they were active members of the local body or not was immaterial. As a matter of fact, however, experience proves clearly that no local body should depend upon a membership represented by merely nominal consent to a schedule. A member should be actively determined and united; otherwise it will frequently prove ineffective in the accomplishment of results. This has been demonstrated during the past year.

Inefficient Work of Local Associations.

In a very few instances have the local associations reporting aggressive cutters complied with all the conditions assigned them as their part. Some have not thought it necessary to unite the requisite seventy-five per cent; some have not employed public or business like measures to secure the co-operation of persons selling at less than full prices; some have overlooked the fact that it is the policy of our association to put aside all feelings of animosity toward the department of the cutter; and a few have furnished proof of the source of supplies to aggressive cutters. The local body has not done its whole duty when it saddles a cut-rate war upon the national association and then proceeds to sit down and do nothing. Such action has caused much loss of time to the officers when it should be possible for at least a portion of the work to be done more expeditiously by local bodies.

N. A. R. D. a Power for Good.

It is gratifying, however, to be able to report distinct progress for the drug trade interest under the operation of the plan. The condition of the drug trade as a whole is better now than it has been for many years. This improved condition is for the most part due directly to the efforts of the N. A. R. D., and the N. A. R. D. is today the undisputed power of the drug trade, because it has been able to unite jobbing, manufacturing and retailing interests in a common plan with reciprocal duties as nearly equally balanced as it is possible under the circumstances. The N. A. R. D. as an organization represents at the present time the strength and power of the N. A. R. D. in the control of the proprietary drugs trade and in all questions requiring the co-operation of the other branches of the drug trade. Without it there would be no concerted action until some new plan had been tried and years again spent in demonstrating its desirability and feasibility.

The plan has undoubtedly operated strongly to prevent the spread of the cutting, for, notwithstanding the prosperous condition of the country, very few stores have ventured upon a cut-rate policy which were not following such policy when the plan was adopted. Practically no new stores of consequence have been opened as cut-rate establishments.

Under the plan the advertising of proprietary medicines at cut prices has decreased. Every opportunity has been taken to demonstrate to the greater part of the business wisdom of using their influence to prevent such advertisements being published. The result is to be seen in the fact that fewer cut rate price advertisements have appeared since the adoption of the plan, and that quite a number of large proprietors have shown their readiness to co-operate with local bodies in correcting the evils, to the extent of serving notice on the offending journals that they were patronizing publications which regularly followed a policy calculated to depreciate the character of their products.

Additions to the List of Firms in the Agreement.

During the year there have been a number of additions to the list of firms in the tripartite agreement, and the list now contains the names of the greater part of the large manufacturers of proprietary medicines, while the list of jobbers who are now giving adherence to the plan to represent the entire distributing service of the country. Under the N. A. R. D. plan originally proposed to control any but proprietary medicinal preparations, the committee has endeavored to extend the benefits of the agreement by securing the adoption of the principle of the plan to the sale of other classes of goods sold to the jobbing trade under the rebate or contract plan. The result has been a constant increase in advantage along this line. The tripartite plan has brought the retailer, jobber and manufacturer together upon practically all propositions affecting the commercial welfare of the trade as a whole.

Repeal of War Revenue Tax.

One excellent illustration of this unity of action is seen in the repeal of the war revenue tax, in which important work the retailers were capably assisted by the representatives of the Proprietary Association of America and of the National Wholesale Druggists Association. It would have been impossible to have secured either the repeal of the stamp act, or the reduction of prices, had the drug trade been in the condition it was prior to the adoption of the plan. The repeal of the tax and reduction of prices, on a conservative estimate, saved every retail druggist approximately 20 per cent of his gross profits on proprietary medicines. In this connection special commendation is due to the committee on national legislation under the leadership of Chairman Gallagher.

In one instance, however, that of the manufacturers of Perry Davis' Pain Killer, the price had been advanced to \$2.25 and \$4.50. This action is recommended to the convention for its consideration. The houses of Hood and Ayer have also thus far declined to reduce prices to those in force prior to the passage of the stamp act.

Success in Dealing With Manufacturers.

Generally, we have been quite successful in all dealings with the manufacturing trade and in only one instance, that of the Green Nervura Company has it been necessary to ask your aid. It is gratifying to note that the response was prompt in the well organized sections, particularly in those recently organized, and the results were prompt and entirely satisfactory. The Company are now in accord with the tripartite plan.

Harmonious Relations With Jobbers and Manufacturers.

The attitude of the jobbing and manufacturing trade toward the N. A. R. D. and the tripartite plan is now more cordial and sincere than it ever has been. The jobbing trade never was so thoroughly organized and harmonious; and outside of the city of New York, where local bodies have operated with complicated machinery, there is very little violation of the tripartite plan. Even in New York, the selling to cutters is almost exclusively local, though of course the local New York cutters supply outside cutters, as has been found to be the case in

Expenses and Per Diem of Executive Committee...	77059
Expense of Proceedings of Detroit Convention...	21175
Total	\$18,885.00

Summary of Expenses of Secretary's Office.

Stenographers' Salaries	\$ 1157.00
Other Office Assistance	312.18
Rent of Office	410.00
Furniture for Office (including two typewriter machines)	235.42
Printing and Stationery	738.12
Postage	726.33
Office Supplies and Petty Office Expenses	60.45
Express and Telegrams	108.01
Books and Files	10.00
Bank Charges and Interest	15.13
Secretary's Traveling Expenses	55.51
Expense of Mrs. Lake at Detroit	16.50
Total	\$3,940.20

The project to have the association incorporated under the laws of New Jersey was found to be unnecessary and therefore it was abandoned. The recommendations of the secretary were as follows:

Recommendations.

In view of the experience of the past year, which have come under my observation as Secretary of the Association and of the Executive Committee I desire to urge upon the association the importance of making such additional plans or of so strengthening the already existing plan as will enable to secure more satisfactory results for our investment of effort and money.

The extreme difficulty we have experienced in securing for the retail trade the benefits which ought to accrue to its members as the result of the working of the tripartite plan, emphasizes not only the necessity of compact and effective organization among retail druggists thousands without which any plan would be a failure, but it emphasizes also the necessity of such relationship being established between the manufacturers and the wholesale and retail distributors of his goods as will so effectively sell those who disregard his desire that these goods be sold by the final distributor at remunerative prices that the handling of these goods under improper conditions will be prevented. Recent court decisions which tend to prove the efficacy of a price restrictive contract in dealing with the cut-throat problem have inspired in the minds of many of our members confidence that such a plan if adopted would, form an invaluable aid in accomplishing the cherished objects of the N. A. R. D. I feel that it is needless to urge upon the Association a very thorough discussion of the merits of the tripartite plan which some of the affiliated bodies have so heartily endorsed, and the securing for the N. A. R. D. of all the advantages which this plan can be made to yield. During the past year I have been very anxious toward making the tripartite plan a success, because this plan has received in three conventions the unqualified endorsement of the Association, and as far as the National Association, as such, has expressed its confidence in it. I have no apology to offer, therefore, for my unwavering loyalty to the tripartite plan; I conceived it to be my duty to make this plan succeed or demonstrate its lack of feasibility. Just as determined effort would have been given to the carrying out of any other plan that might have been adopted in lieu of that which we are now using.

In answer to the charge secretly brought against me, which charge, though phrased without foundation, has proven detrimental to the interests of the association, I have gone out of my way to antagonize the Worcester Plan, nothing in my official career could have been more, when proper, than to antagonize the Worcester Plan, sent to me by affiliated associations, have not been turned over to the Executive Committee. So far from the truth is this statement that I have not only reported every resolution sent to me by the affiliated associations, but I have also sent those of associations which have no connection with the national body. It is altogether probable that some associations adopted resolutions favoring this plan, which resolutions found their way in the Pharmaceutical journals but were never placed in my hands; I certainly ought not to be charged with failing to report these to the Executive Committee. At the 26th last, I submitted to the Executive Committee a set of resolutions adopted by the Northern Retail Druggists' Association, the essential feature of which is the following:

"Resolved, that we request the Executive Committee of the N. A. R. D. to call a conference of manufacturers, wholesalers and retailers of proprietary medicines to consider whether their several interests would be subserved by organizing for the purpose of obtaining financial co-operation, in case a sufficient number of proprietors adopt a protective trade policy; that the proposed conference be held at such time and place as in the judgment of the Committee will best accomplish the purpose thereof."

This proposition had previously been the subject of correspondence between the Pheno-Caffein Company and

myself, which correspondence has been reported to the Committee, the receipt of the resolutions before mentioned I submitted the following to the Committee:

"In order to ascertain definitely the wishes of the Committee I move the adoption of the following: Resolved, that the National Executive Committee looks with favor upon the proposition to call a conference of proprietors, wholesalers and retailers, to consider the price restrictive plan."

The vote on this resolution was in the Executive Committee 12-3; nay, two, the result being submitted in a report to the committee issued upon the same reason of which I am not fully informed the matter was dropped at this stage. The charge brought against me of indifference or neglect in placing the matter before the Committee is, therefore, without foundation. I am charged with having stated recently that the Worcester Plan exists only in the minds of a few of our people. I do not recall the circumstances under which this observation was made, but I remember having made it with the thought in mind that in comparison with the forty-two thousand retail druggists who know of the tripartite plan and who are expecting beneficial results from its operation, those who are urging the adoption of the Worcester Plan are few in number. I am bound by myself to state that I have made no use of my official position to injure the prospects of adopting a price restrictive plan, or any other that might be urged upon the Association. A secretary who is loyal to his duties knows, in his official capacity, no plan except that which the Association has placed in his hands to execute under the direction of the Executive Committee. If the Worcester Plan, or any other that may be devised, can be made more serviceable than that which we are using in accomplishing the object of increasing the profits of retail druggists the N. A. R. D. would be faithless to the trust it has accepted if it did not adopt it. It would be most unfortunate if partisan feeling were allowed to warp the judgment or improperly influence the decision of an organization whose record in the past for loyalty to high purpose has won for it the respect and confidence of the drug world.

I would recommend that specific instructions be given the Executive Committee regarding the future work of organization, particularly with reference to the conditions upon which new members are to be received. In the present condition of our finances it is evident that organization work, if it is to be continued, must be self supporting. This being true, such resolutions should be adopted, and any necessary such changes in the constitution and by-laws be effected as will place the matter before the Executive Committee, with reference to this matter beyond question. For the reason that during the past year it has been apparent that the results which the association has been trying to accomplish have been out of proportion to its financial resources, I recommend that the organization give serious consideration at this time to the important matter of finances with the intention of relieving the future officers from embarrassment in reference to this important matter. I desire to reiterate here what I have stated in previous reports, that the druggists of the United States must be educated to give all needed financial support to an organization from which they expect such great benefits as are anticipated at the hands of the N. A. R. D. I have an abiding faith that retail druggists are not such poor business men as to withhold their financial support from an organization that is to be their salvation from commercial degradation if not commercial extinction.

I desire to express here my personal gratitude to the pharmaceutical journals for the help they have given the association during the past year by publication of editorials and notes, and for the criticism in the editorial letters which I have received. To the large number of loyal jobbers whose co-operation has helped me to perform my duties acceptably, and to the proprietors whose courtesy and good disposition toward me have been a source of satisfaction I desire to express my appreciation. To the membership of the association at large, I wish to voice my appreciation of their patience and the fraternal feeling that has been ever manifested; but most of all I want to thank the officers, particularly the secretaries, and the affiliated associations for their self sacrifice and their vigilance in aiding me by carrying out the plans decided upon by them and me in the effort to correct and improve their local conditions.

TREASURER'S REPORT.

The treasurer reported the receipts of his office since Sept. 12, 1900, to be as follows: Dues \$6,462.40; donations, \$13,435.00; total, \$19,897.00. The balance on hand, Sept. 12, 1900, was \$1,129.48, making the total, \$21,026.48. The disbursements were \$18,885.00, leaving a balance of \$2,141.48. Among the donations received were the following: Sterling Remedy Co., Indiana Mineral Springs, Ind., \$4,844.00; J. Rowell, Excelsior Springs, Mo., \$200; Charles J. Ryan, Springfield, Ill., \$100; J. H. Hammond, Springfield, Ill., \$200; D. Ransom Sons & Co., Buffalo, N. Y., \$25.00; M. Harter, Milan, O., \$0.50; S. G. Skidmore & Co., Portland, Ore., \$0.50; F. H. Cross, Gadsden, Ala., \$1.00; California Fig Syrup Co., San Francisco, Cal., \$25.00.



CHAS. T. HELLER.
St. Paul, Minn.

THIRD SESSION.

After the smoke of battle had cleared away, the Committee on Credentials made its report, finding that twenty-seven members held forty-nine proxies. All of these were found to be within the fifty mile rule and were allowed. "Let 'er go," J. C. Gallagher was next called upon for the report of the Committee on National Legislation. The report was received with great applause and drew a vote of thanks from the convention. It read as follows:

REPORT OF THE COMMITTEE ON NATIONAL LEGISLATION.

Among the objects upon which your committee on National Legislation was to direct its best efforts, was one of pre-eminent importance to us individually, as well as collectively. The abolition of Schedule "B" of the Stamp Act of June 13, 1898. In November 1900 word was received by us that the Ways and Means Committee of the House was to meet ten days prior to Congress being in session assembled, and consider the abolition or the repeal in part of the War Revenue Tax. Together with E. C. De Witt, Chairman of the Committee on National Legislation of the P. A. of A., Mr. Mahlor, Chairman of the Committee on National Legislation of the N. W. D. A., Mr. Douglass, Counsel of the P. A. of A., and many proprietors, we assembled in Washington, November 20, 1900, only to find that no more hearings would be granted. The members of the Ways and Means Committee were interviewed personally, and we received the assurance that our request for relief would be duly considered and acted upon. A brief outlining our arguments for the repeal of Schedule "B" was drawn up and signed by the Chairmen of the National Legislative Committees of the N. W. D. A. and P. A. of A. and the N. A. R. D. This was presented to the Chairman of the Ways and Means Committee. The report No. 2,016 of the Ways and Means Committee was submitted and referred to the Committee of the Whole. This report recommended the repeal of all of Schedule "B" excepting the tax on wines; great hope was thereby given that we would ultimately accomplish the objects of our mission. The bill No. 12,394, 56th Congress, 2nd session, passed the House and when presented to the Senate, was referred to the Finance Committee of that House, while the bill was under consideration, grave doubts were entertained on all sides that Schedule "B" would not wholly but only in part be repealed. In the latter part of January, 1901, the representatives of many associations interested in the War Revenue Tax Repeal again journeyed to Washington; among those present were: President W. C. Anderson of our Association; Mr. E. C. De Witt, Chairman of the Committee on National Legislation of the P. A. of A.; Mr. M. N. Kline, Chairman of the National Legislation

Committee of the N. W. D. A.; Mr. Douglass the Counsel of the P. A. of A., and many others. Many conferences were held with the Chairman of the Finance Committee and its various members; the final hearing was given before the Committee; it was apparently their fixed opinion that the tax on proprietary goods be reduced one-half. After exhausting all efforts for total repeal, we induced them to make one per cent. We felt that this would, in view of the circumstances, be a material gain. At no time was there a disposition on the part of the Finance Committee to burden with tax the retail trade. It was not deputed that the bill was not clear to draft a law which would not be unconstitutional, and yet exempt the retail trade from taxation. Many of the Committees stated this, and added considering the enormous profits of the manufacturers, that this tax shall be theirs to bear. Mr. G. P. Englehard, who appeared before the Committee in the interest of the retail trade rendered valuable assistance to you. The bill No. 12,394 as amended by the Senate, was referred to the House and not concurred in. This made necessary a Conference Committee of both Houses; the committee from Congress stood firm and refused to accede to the amendments passed by the Senate. Conferences were held and the pros and cons vigorously debated until finally the Senate Committee weakened, and the bill as it left Congress, was passed during the closing days of the session and signed by President McKinley. The bill went into effect July 1, 1901. Your Committee can now report that the War Revenue Act in as far as it affected the Drug Trade is a thing of the past, a saving of about \$4,000,000 to the Drug Trader, the greater part of which was made by the retailers. Special credit is due Secretary Thomas V. Wooten for the able assistance given to us in this work. We must emphasize that the repeal of this tax was accomplished mainly owing to the untiring efforts of the retail druggists, affiliated with the N. A. R. D. The manufacturers and proprietors contributed a considerable share to our endeavors; numerous were the number of petitions sent to the members of Congress; the subject was thus thoroughly brought to the notice of the various committees, so that our work was greatly facilitated by the information thus given; of the press too much cannot be said in praise. The repeal of this tax exemplified the value of united effort in accomplishing what all wish—results.

While engaged in the work of the repeal of Schedule "B" of the War Tax, Your Committee on National Legislation was apprised of the fact that the Commission appointed to revise and amend the Trade-Mark and Patent laws had made its final report. On page 5 of this report, we note the following:

"We also held public hearings in Chicago, New York and New Orleans, at which the Commission attended, and at which a full opportunity was given for the expression of the views of all persons interested in the questions before the Commission for consideration. We have, in making the recommendations embodied in this report, taken into consideration the views expressed on these questions by the American Bar Association, the manufacturers' Association of America, the Pharmaceutical Association, (which we take to be the Pharmaceutical Association) the Trade Mark Association, the Association of Retail Druggists (evidently N. A. R. D. is meant). Notwithstanding the consideration that the Commission here assert of our views, for the only reference to our request that is made is contained on pages 31 and 32 of the Commission's report, as follows: CLASSES OF INVENTION EXCLUDED FROM PROTECTION.

"Under the United States Patent Law, no class of useful inventions is excluded from protection. The same is true of the laws of Great Britain and the British Colonies generally, but many foreign countries exclude from protection one or more classes of inventions. The class of inventions which more than any other is excluded from protection, is that relating to medicine. It is excluded in Germany, France, Austria, Hungary, Italy, Japan, Denmark, Norway, Sweden, and Russia, and a number of other countries. Other classes of inventions excluded from protection in many countries, are foods, chemical productions and inventions relating to war material.

The exclusion from protection of inventions relating to medicine or foods does not generally extend to those relating to processes or apparatus for their manufacture. In all foreign countries which exclude chemical products from protection, except Switzerland, invention relating to chemical processes may be patented, and in nearly all such countries it is expressly provided by law that a patent for a chemical process, by which a new chemical product is made, is not to be given, unless it is shown that such product was in fact made by some other process.

It has been urged before us, both at the hearing above referred to and in written communication, that the United States Law should be amended to exclude from patent protection, both medicine and chemical products generally, at least so far as such inventions are the inventions of subjects or citizens of the foreign countries which exclude these classes of invention from patent protection, and it has been contended that subjects or citizens of foreign countries should not be permitted to receive in this country, patents for inventions which are not patentable in their own country.

Nevertheless no recommendation for the remedial legis-

lation desired by us is made in the bills prepared by the Commission submitted to Congress, to correct the shortcomings of our present Patent and Trade-Mark Laws. Our Association waited for this report hopeful that the justness of our claims would appeal to the Commission as worthy of embodiment in the bills now prepared for consideration by Congress. As our hopes have not been realized, your Committee recommends that strenuous efforts be made to accomplish the result that we desire, to rid us of the piratical exactions of the coal-tar exploiters, by the time the next session opens. The Chairman of the Committee on Patents, to whom the report has been referred; he was out of town. The session of Congress was so far advanced that nothing at that time could be done. The time is ripe for action, and therefore we present, for your consideration, the following amendment to the present patent laws that should, if it meets with your approval, be presented to Congress at its coming session.

An Act Amending The Patent Laws Of The United States.

BE IT ENACTED BY THE SENATE AND HOUSE OF REPRESENTATIVES OF THE UNITED STATES OF AMERICA IN CONGRESS ASSEMBLED: That section forty-eight hundred and eighty-six of the Revised Statutes as amended by Act of Congress approved March 3rd 1897, be, and the same hereby is amended by adding thereto the following sentence: such articles as are used for medicines, nor howsoever substances prepared by chemical processes, in so far as the invention does not relate to a definite process for the preparation thereof.

So that the section as amended shall read as follows:—Any person who has invented or discovered any new and useful art, machine, manufacture, or composition of matter, or any new and useful improvements thereof, not known or used by others in this country, before his invention or discovery thereof, and not patented or described in any printed publication in this or any foreign country before his invention or discovery thereof, or more than two years prior to his application, and not in public use or on sale in this country for more than two years prior to his application, unless the same is proved to have been abandoned, may, upon payment of the fees required by law, and other due proceedings had obtained a patent therefor. Provided, that this section shall not apply to such articles as are used for medicines, nor to substances prepared by chemical processes in so far as the invention does relate to a definite process for the preparation thereof.

SEC. 11. That this act shall take effect— and Sec. 1, amending Section 4,886 of Revised Statutes as amended by Act of Congress, approved March 3rd 1897, shall not apply to patents granted prior to said date nor to any application filed prior to said date, nor to any patent granted on such an application.

From the surprise expressed by the Finance Committee of the Senate, that patented synthetics were exempt from taxation, we believe that but little trouble will be encountered in passing such a measure, if care be taken to present same in proper shape.

A matter that was brought up at our last meeting was the manufacture of wine and other biological preparations by the United States Department of Agriculture; at the last session of Congress an effort was made by the manufacturers to have the appropriation cut down; instead of a reduction, the appropriation was increased. Owing to ill health, the Chairman of your Committee while in Washington, was unable to do anything in this matter. Your Committee deem it that at this time suitable action should be taken to prevent the United States Government, and State and Municipal Departments, from assuming the role of competitor. Their products are given to people well able to pay for them; these products have passed the experimental state, and it is manifestly safe for the use of the Government that private enterprise should be thus thwarted in its efforts to obtain perfection of product, and at the same time be paying a tax to support government competition.

At the last session of Congress, a resolution was passed, authorizing the Finance Committee of the Senate to sit during the recess; a meeting will be called under the authority of this resolution, some time this fall. There are several matters that are being pressed for consideration by various interests, but it is probable that the most important only will be taken up for formal legislation and this we believe, relates to the laws governing the manufacture and sale of distilled spirits. The operation of the present laws is very unsatisfactory to the Government, as well as to those interested in the handling of spirits. The main difficulty arising from the fact that the laws have been passed at various times without due regard for those already on the Statute Books, and that the result is a hodge podge of legislation that it is important to have done away with. We are led to believe that the Committee will pass a bill, which is strongly and hope to recommend a comprehensive bill to Congress when it meets in December. Herein is a field of action where the progressive spirit of our Association may show good seed and reap a bumper crop. The use of distilled spirits enters so largely into our products that its exemption from taxation would confer a boon upon the retail drug trade. We should have tax

free alcohol for the use of the arts and sciences. We recommend, therefore, that prompt action be taken to communicate our views to the Finance Committee, and thereby drive the entering wedge that may lift the tax off this article so largely used in our pharmaceutical products.

In conclusion, your Committee desires to state that the nature of their work requires an adequate appropriation to aid it in its endeavors. This subject was referred to by your last Committee on National Legislation, and is recommended in the hope that the Association will appeal strongly to this Association as an indispensable requisite to accomplish results.

W. E. Bingham of Alabama then presented the report of the Committee on Commercial relations.

REPORT OF THE COMMITTEE ON COMMERCIAL RELATIONS.

The Committee reported progress along the line of commercial relations, and that the business policy outlined by the N. A. R. D. at the Detroit Convention had borne fruit. The greatest drawback had been, and is, in the handling of proprietary remedies, for on these the "cut-rate" fight has been made. The decisions of the courts that the manufacturer has the right to control the price of his products demonstrated the safety of our position, and we should endeavor to give this "fundamental principle" widespread notoriety and application. The Committee was of the opinion that this decision of the court had cleared up the "fog" of the dark cloud of the anti-trust laws in various States.

There are a few manufacturers who have not yet signed the "Tripartite," and these should be made to feel the necessity of falling into line with this movement.

The action of the various State Associations in demanding that prices on proprietary medicines be reduced to what they were before the stamp tax was put on, was noted. The Committee also recommended that the Association should take the "Worcester Plan" under careful consideration. They recommended that its merits be fully investigated with a view, if it presented no obstacles, to incorporating it into the "Tripartite Plan". Under the specific methods of the N. A. R. D. plan, the different branches of the trade have been drawn together as never before upon a basis of active and common efforts. The possibility of extending the principles embodied in the "Tripartite" to other articles seeking a sale through the counter of the druggist was also discussed, and the Committee recommended that bodies which are members of the National Association should have no hesitation in calling upon the manufacturers of such other products to meet substantially the principles of the "Tripartite Plan".

A great drawback to closer relation is treachery in the ranks of those composing the "Tripartite Agreement" and the apathy in some quarters in the work of the N. A. R. D. by the retail druggists. It is of prime importance that there should be no drones in the hive and no traitors in the camp.

The Committees on Nominations and Resolutions were formed by a State roll call and will get into action at the Friday session.

The various opinions upon the best plan for the N. A. R. D. to pursue, as represented in President Anderson's speech and the Executive Committee report gave rise to caucuses of the different factions after the adjournment of the evening session. Plans were formulated by both sides, each working for the discomfiture of the other. The caucuses held until a late hour, charges of bossism on the one hand and maladministration on the other being made. Thursday night the outlook was for a hot fight on the convention floor when the two plans come into conflict Friday morning.

FOURTH SESSION.

FRIDAY, OCTOBER 11.

President Anderson called the meeting to order promptly at 9 o'clock and asked for reports from the various committees which had not been heard from. None of the chairmen of the committees being present, the reports were postponed and the meeting proceeded to the consideration of communications, the most important of which were those from the St. Louis Business Mens' League and the authorities of the Louisiana Purchase Exposition inviting the association to hold its annual convention for 1903 in St. Louis. The invitations and accompanying resolutions were referred to the incoming Executive Committee.

Charles W. Parsons, formerly editor of the Pharmaceutical Era, and Irving L. Benjamin, at one time connected with the business staff of the American Druggist, submitted to the convention a proposition to start a monthly drug journal as the official organ of the N. A. R. D. in bringing the matter before the national body Mr. Parsons made clear its great benefits from a co-operative point of view, assuring the delegates that the journal would be absolutely subject to the dictation of its supporters. He asked that, in view of the fact that the journal was to be the official organ, it should from its beginning receive the support of every member of the N. A. R. D. in the way of subscriptions. The matter was referred to a special committee, of which J. C. Gallagher of Jersey City was chairman. This committee reported that upon consideration, they had found the matter to be one of such great importance that it was deemed advisable to refer it to the In-coming Executive Committee with power to act. The report of the committee was adopted. The plan for a national organ was received with great enthusiasm and it is probable that the new periodical will appear in the field in a short time. Mr. Parsons will handle the editorial department and Mr. Benjamin will look to the business end of the enterprise.

Lewis C. Hopp of Cleveland, Ohio, then presented the report of the Committee on Trade Marks and Patents, endorsing the findings of the committee of last year. The most significant of the new recommendations made by the committee of this year was that providing for excluding from the United States foreigners who have been denied patents in their own countries. The report was referred to the Committee on Resolutions. No action was taken on several propositions for amendments to the by-laws, one of which provided for dropping members, who do not pay their dues before the end of the fiscal year.

On account of the sharp division in the meeting on Thursday with regard to President Anderson's address, lively sessions were expected on Friday. Charges and countercharges had been made after the adjournment of the Thursday evening session. President Anderson was on the floor early with a compromise scheme involving a legitimate jobbers' list, but the matter was not brought before the convention. After a fifteen minutes' recess, that part of President Anderson's address relating to a price restrictive plan and recommending the adoption of the Worcester plan as the N. A. R. D. plan to succeed the tri-partite agreement, was taken up as a special order of business. The opposing factions as they were called, were lined up on opposite sides of the house, the Ohio delegation being the center of the Anderson forces with Dr. William Muir in the foreground, and the opposition being headed by F. E. Holliday, who submitted the minority Executive Committee report, with W. I. Straw and A. K. Smithers as lieutenants. Dr. Muir fired the first big gun by moving the adoption of the recommendations contained in the address. The whole convention was on its feet in an uproar asking for recognition. I. N. Helms of Indiana was finally recognized and moved the consideration of the report serialim. Although the motion was supported it was lost in the confusion and was not carried until later when the convention went into session as a Committee of the Whole. As soon as the matter was open for discussion the fiery Smithers was on his feet drawing a word picture of the N. A. R. D. turning inside out, facing about, making itself utterly ridiculous and ending in total failure by abandoning the tri-partite plan without an adequate trial and taking up a new scheme of which the majority knew little; the principles of which were yet the subject of litigation and which was doubtful as to its effectiveness on account of anti-trust laws in many States forbidding combinations to fix or maintain prices. All of his contentions were studiously contested, it being shown by the opposition that judicial decisions in Massachusetts, New York and Ohio, the first being in the Supreme Court, had established the price restrictive plan in the eyes of the law. It was also shown that the anti-trust legislation was unconstitutional, as declared in the Nebraska case, as being laws impairing the obligation of contracts, against the provisions of the United States Constitution.

The debate was extremely spirited, but the members maintained the dignity of the meeting in a manner that showed they were determined to get at the facts without any equivocation. Each speaker was called to account with sharp interrogatories on every point. An effort was made to send the matter to the Executive Committee, but this met with loud protests and upon motion of Charles F. Mann of Michigan the convention resolved itself into Committee of the Whole. J. N. Seacey of Detroit taking the chair and President Anderson going on the floor to support his position. Volleys of innumerable questions were fired from all sides at Anderson and the only disgraceful incidents of the meeting occurred in a personal tilt between the President with Parliamentarian Smithers and Chairman Holliday of the Executive Committee. Muir of Brooklyn secured the floor and quieted matters down. It was at this juncture that all gloves were thrown aside and everybody went at the question rough shod. Charles Fleischner wanted to know why the preparations of the author of the Worcester plan were being cut in his own city, if the courts of Massachusetts had established it. He was silenced with the answer that the men who had been cutting were now defendants in a suit, in which a favorable decision had been rendered but not handed down. Yet Mr. Fleischner insisted that the co-operation of all proprietors was necessary for the successful working of the plan. Dr. Muir retorted that the proprietors had not given any assurances in the first action by the N. A. R. D. and that no such assurance was now desired. He advocated acting independently. At this juncture Thomas Stoddard heaved a bombshell into the assemblage that he could not trust the Executive Committee as mentioned by Dr. Muir. He said that six months experience and recent events had taught him that it was not safe; that its members had not acted in good faith but had practiced deceit; that they had smothered and covered up important matters and that the retailers had been made tools for the past three years. Other remarks of similar trend were made by members, charging that the jobbers were largely represented in the meeting.

The speech of Hopp of Cleveland against the tri-partite agreement and in favor of the Worcester plan, citing flagrant instances of the violation of the former without any remedy, brought one of the ablest and soundest speakers of the day to his feet. He was A. B. Smith of Erie county, Penn. In a calm, conciliatory and sensible address, he supported the present N. A. R. D. plan, taking the position that it had accomplished a great deal of benefit to the trade and that it had far from a fair trial. The convention listened respectfully to this conservative view, in marked contrast to the turbulence of a few minutes before. He pointed out that it was impossible to have two plans for the same thing; that the proprietors could not be driven into line, more especially in the matter of labeling the goods now in warehouses, shipped in advance for winter trade. He concluded with a passionate appeal for harmony and took his seat amidst a storm of applause that shook Convention Hall.

At this juncture there was a clamor for information with respect to the Worcester plan, a large number of delegates desiring a clear definition of its provisions, and asking how far it had been upheld where it had been introduced. Dr. Julius Garst of Worcester, Mass., the author of the plan and who has been instrumental in its establishment in the Massachusetts courts was extended the privileges of the floor and spent a half an hour in explaining the working of his price restrictive plan on a contract basis, enforceable at law. He was given the closest attention. He assured the convention that if it adopted a price restrictive plan, and publicly insisted upon it, that he knew of a large number of large proprietors who would support the proposition. He said that the proprietors lacked confidence in the retailers, because they had never received from them a clear cut business proposition and concluded by urging decisive action and the importance of giving wide publicity to that action.

R. S. Vitt of Missouri then asked President Anderson to explain the effect of the adoption of the Worcester plan upon the present conditions under the working of the Worcester plan. Mr. Vitt maintained that the

tri-partite plan had given good results in many sections and insisted that it was undesirable and inadvisable to throw these over absolutely without making sure of some equivalent. A great deal of interest was shown in Mr. Vitti's timely query and it was greeted with cries of "Hear, Hear." All eyes were turned toward President Anderson and it was a highly dramatic situation as he stepped to the front of the stage amidst the profoundest silence, for the feeling was general that he was in a rather awkward position, having recommended the absolute abandonment of the tri-partite plan. The question was how could he answer Mr. Vitti's query gracefully. But the President was equal to the occasion. He did the only thing that could be done under the circumstances—retired from the extreme position taken in his address and made the hit of the convention; in a splendid ex tempore address of over an hour in length, the major part of which was devoted to showing how the two plans could be reconciled; how what had been gained under the present arrangement, for the benefit of the trade, could be preserved and how the new price restrictive scheme would work additional good for those who had reaped the benefit of the tri-partite agreement, while extending the benefaction all over the country under the operation of the Worcester plan. His masterly analysis was greeted with roars of applause from both sides of the house and for the first time since the opening of the convention, a feeling of trust began to prevail and both sides began to come together on the common ground. President Anderson's second address was a far more rational effort than the first. He did not hesitate in exposing every person and every place of crooked work that had come to his notice under the old plan. He called every card by its right name, going deeply into politics and firmly maintaining that corruption had been wrought through the influence of jobbers and manufacturers. His remarks were given the most rapid attention. He was frequently interrupted with incisive questions, some of which embarrassed him, yet were answered frankly and openly in so far as possible. Only once in the course of Mr. Anderson's speech was there any indulgence in personalities. The occasion of his explanation of the Executive Committee's refusal to sign the report and his so-called exposure of Mr. Holliday gave rise to a passage of words on a question of privilege raised by the latter.

At the conclusion of President Anderson's address, Fred I. Straw, chairman of the Illinois delegation took the floor in opposition but had great difficulty in securing a hearing. The preceding speakers, remarks had left a good impression and the convention was not disposed to entertain an opposition that would give rise anew to the discord and bad blood of the early morning session. Mr. Straw had not gone far in his remarks, being constantly interrupted, when he made the statement that he desired a practical business discussion and was willing to refer both propositions to the new Executive Committee. Dr. Muir was on his feet like a flash, extending his hand to Mr. Straw and telling him that at last they had met on a common ground. Both sides cheered the new proposition and Dr. Muir submitted the following motion.

"I move that article A be approved and referred to the Executive Committee with power to enforce so much of its provisions as will not conflict with the tri-partite plan. The motion was carried almost unanimously despite the spirited opposition of A. O. Zwick of Cincinnati who said that no one opposed the plan from honest motives. Pandemonium reigned. The Holliday forces were jubilant at the result, realizing that they had side-tracked the Worcester plan for at least a year and had practically buried it, while the Anderson and Ohio crowds did not seem to realize that they had practically conceded the recommendations made in the minority report of the Executive Committee, and had given up those contained in President Anderson's first speech, upon which they had made such a stout fight.

FIFTH SESSION.

FRIDAY, OCTOBER 11.

At the opening of the session Muir made a motion that the other articles of the Worcester plan be disposed of in the same way as Article A. This was unanimously carried. The remainder of the afternoon session was taken up in listening to a large number of proprietors who were in attendance. Without exception they pledged their sincere good will to the retail association, commended the interest and spirit of the meeting and praised the result of its deliberations. Among those who spoke were: Harry Kramer of Cascares fame, Dr. V. Mott Pierce, A. H. Beardsley of the Miles Medical Co., and George Douglass, attorney for the Proprietors' Association. All of them dwelt upon the uncertainty of results from the Worcester plan, saying that they needed more light, more time and more judicial decisions in support of the price restrictive plan before they could endorse it. Mr. Douglass laid especial stress upon the legal phase of the question involved in the anti-trust laws. At the conclusion of his remarks, he was bombarded from all quarters by members, well posted on the late judicial decisions supporting the Worcester plan and became involved in such a mess that President Anderson came to the rescue with the remark that Mr. Douglass would have a bill for legal advice if he did not call a halt. The attorney retired to his seat while an embarrassing silence reigned. He admitted that there was room to suppose that the anti-trust statutes would be declared unconstitutional as in the recent Nebraska case.

President Anderson here read a letter from the manager of the Omega Oil Co., which stated that they had found the tri-partite agreement a flat failure and asking for a substitute. The letter continued:

"We have adhered strictly in both letter and spirit to the provisions of the tri-partite plan, turning down many cash orders where we knew that the jobber was selling to cutters. The wholesalers have been traitorous, for we have furnished Omega Oil only to the list jobbers. Yet the cutters get the goods. The present scheme is no better than none. We have been supporting a so-called protective plan which does not protect."

The letter ended by saying that the Omega people would run down the wholesale supply sources to cutters if the N. A. R. D. would cut them off of the legitimate jobbers' list and said that a conference had been held with other big medicine houses, which had agreed to substantially the same thing. On motion of C. E. Cooper of Ohio, this was carried. The report of the Committee on Pharmacy Laws was submitted and placed on file.

FRIDAY EVENING.

The evening was given up to enjoying a splendid programme, ball and refreshments provided by the Buffalo druggists. The following programme was rendered: Selected songs, J. W. Tyson; Lillian Aiklen, Elocution; Druggist A. J. Lockie, monologues; "The Rosary," song, Gertrude Tischendorf; Imitations and Music, Archy McCan and a Violin Solo by G. A. Schwab. The entertainment was an admirable one and was thoroughly enjoyed by the pharmacists and their friends. The dancing was continued until the small hours of the morning. The following song was sung by about fifty delegates during the jolly up of the evening.

For the love of our Profession
We all came to Buffalo
To attend the Convention
And see the Pan-Am. show
We had a lively show,
Though we compromised 'tis true,
And the honor of the work,
To Straw and Muir is due.
When you hear the Committee on "well well,"
The fun did come, for the beer began to tell,
When our nightingale did sing,
And Gallagher did swell;
There was a hot time in Buffalo last night,
My Baby Montvire,
Of Pennsylvania,
T. V. Wooten, our noble Secretair
And then there's Anderson,
Who does not want the chair,
And our Diamond
Gives a hot time to-night.

The Committees on Resolutions and Nominations were in executive session during the greater part of the

evening, and rumors of warm contacts came from the committee rooms. There was renewed talk of secession on the part of several delegations who have not been satisfied with the way the affairs of the convention have been conducted. Ohio threatened secession early in the meeting and several members of the delegation declared openly late this evening that they would advise their constituents to walk out upon their return home. The day's proceedings were gone over and over by small groups of pharmacists who collected in groups during the evening's entertainment and the probable outcome of the sessions for Saturday formed a topic of lively discussion.

SIXTH SESSION.

SATURDAY, OCTOBER 12.

The proceedings of the last day of the convention opened with the report of the Auditing committee, which was presented by Chairman H. H. Arrington, approving the work of Treasurer Heller in every detail and bringing out a vote of thanks for his faithful services. A. O. Zwick of Cincinnati then secured the floor and presented a plan for a national card system for traveling men, his idea being that the national card should take the place of the present local card in that it would be made exchangeable for the local credentials. Mr. Zwick spoke at some length on the deplorable conditions existing in Ohio. He insisted upon bringing before the convention the names of jobbers and manufacturers against whom he had secured evidence of supplying cutters. After a warm debate, in the course of which the Ohio delegate became greatly excited, it was decided that the convention would hear the evidence against a house, which had been particularly characterized as a "rank violator of good faith." Mr. Zwick then read an affidavit bringing out the fact that a well-known firm of Philadelphia had furnished great quantities of goods to J. D. Park & Sons Co., the notorious cutters' supply house. The mention of the name in a dramatic manner by Zwick created quite a furor. No action was taken on the matter, although a number of condemnatory speeches were loudly applauded, and many of the delegates pledged themselves to look out for the interests of the retail trade in this quarter.

When the excitement incident to Mr. Zwick's exposure had subsided, Owen of Tennessee offered a most sensible resolution, as follows:

"That the Executive Committee, in the name of Dr. Julius Garst be instructed to immediately institute action at law in the state of Illinois so as to test the constitutionality of what is known as the Worcester plan in that State." Illinois was chosen for the reason that her Anti-trust law is considered the most severe of those brought to the attention of the convention in the Friday discussion, and it is considered that if that law can be beaten, any and all of them can be turned down, allowing the establishment of a price restrictive plan. The resolution was carried without a dissenting vote and is considered one of the best pieces of work done in the convention as it will clear up the strongest objection against the proposed plan, which caused so much heated debate, a serious division and all but a disruption of the association.

Thomas Voegell of Minnesota next presented the report of the Committee on Resolutions, to which had been referred all of the reports presented before the convention. President Anderson was commended for his spirit and energy in behalf of the association during the past year, but little was said of his address and the conflicting report of the Executive Committee. The resolutions were taken up seriatim and adopted as presented with a few slight changes. One of the most important actions with respect to the report was the amendment made on motion of Mr. Hopp, to strike out section two of the by-laws and abolish all proxies. This was carried and an attempt was made to put it into immediate force in order to bar the great number of proxies held by the Illinois delegates and which it was known were to be used when it came to the big fight on the election of the Executive Committee. Illinois was solid for Holliday, whom President Anderson characterized as

the "delegate from Kansas and Philadelphia," yet with his uniform fair mindedness, Anderson ruled that the amendment could not apply at that meeting.

Thomas Stoddard's resolution to the effect that N. A. R. D. organizers must get the consent of the president of the State association was carried.

There was a great stir when Chairman Anderson called for the report of the Nomination Committee. Chairman Muir announced what was known the night before and what was thought to be the point upon which the convention would go to pieces,—that there were two reports, a majority report and a minority report, the only difference being in the name of one member of the Executive Committee. F. E. Holliday's name appeared on the majority report and that of F. A. Hubbard in its stead on the minority report. An attempt was at once made to bar Mr. Holliday on the ground that he is no longer in the retail business, but is representing other interests. The chair was called upon for a decision, and President Anderson, with admirable courage, and against his own personal inclinations decided that any man who had been accredited as a delegate in the convention was eligible to office. A motion was then made that the majority report be rejected and a roll call was demanded. Illinois came along with an avalanche of proxies and the whole West and South went solid for Holliday against the East. The vote was 111 to 57 and the motion was declared lost and the majority report was adopted. The opposition had not yet lost all hope of ousting Holliday and stood out strongly against suspending the rules and allowing the secretary to cast the ballot. Instead a clever trick was resorted to. A motion was put and carried that the convention continue in session until the work was finished. As it was then almost 2 p. m., a large number of delegates left the room for lunch, thinning out the Holliday forces by a large number of votes, several Illinois men with a half dozen proxies each retiring from the room. A motion was made and quickly carried that the election proceed and each nominee was elected in turn by allowing the secretary to cast the ballot, until the name of Mr. Holliday was reached when a ballot was called for. It was a clever ruse, but Holliday was equal to the occasion. Putting a number of his followers on the floor to talk against time, he delayed the ballot long enough to allow messengers to collect his supporters. The proxies were again poured into the breach and he was elected by a vote of 103 to 36. The officers for the ensuing year are: President, J. W. Seeley, Detroit; First Vice-President, R. K. Smith, Buffalo; Second Vice-President, Thos. Voegell, St. Paul; Third Vice-President, B. E. Pritchard, Pittsburg; Secretary, Thomas V. Wooten, Chicago; Treasurer, R. S. Vitt, St. Louis; Executive Committee, Chairman Simon Jones, Louisville; J. C. Gallagher, Jersey City, W. E. Bingham, Tuscaloosa, Ala., F. W. Meisner, La Porte, Ind., F. E. Holliday, Kansas, and Charles Fleischner, New Haven, Conn.

After the election of officers was completed, R. S. Vitt renewed the invitation of St. Louis to hold the 1903 meeting in that city during the Louisiana Purchase Exposition. His resolution was adopted and the matter was referred to the new Executive Committee as was also the invitation of Ed. Jurglewicz of New Orleans to hold the convention next year in the southern city. This invitation to partake of the generous hospitality of the South was seconded in cordial words by Case of Georgia and Bingham of Alabama.

The new officers were then installed and a better feeling prevailed than at any time during the convention when Mr. Seeley made a strong plea for harmony and pledged himself to thoroughly test the Worcester plan in accordance with the wish of the association. The following speeches were of a like tenor and were received with great applause. Secretary Wooten was given a most hearty reception. The convention adjourned with three cheers for the N. A. R. D.

NEWS DEPARTMENT.

NEW YORK AND VICINITY.

HOWARD E. WOOTEN.

One-time Partner of Wm. T. James of the German Chemical Co. Imprisoned on the Complaint of Anthony Comstock—A Warning to the Trade.

Howard E. Wooten, who for the past three months, according to his own statement, has been doing business at 155 Duane street, but of a character that has called forth numerous inquiries regarding his reliability and a great deal of talk in drug circles, has been traced back to an intimate connection with certain men and acts more notorious than famous in the pharmaceutical world. In an interview with the Era in the issue of October 3, he says that his dealings in drugs are limited principally to buying alum and carbolic acid at auction. He admits to have been in communication with certain out-of-town houses with a view to buying—what, he does not disclose—and says that he secured a discount from one of these firms, and ordered the goods, when the quoted price was known to be fully 25 per cent. above the list. But he was then, as always, held to a cash basis. He further asserted that he has references as good as gold—but fails to disclose them—and says that he has a man who has decided to invest some capital in his business as a silent partner. He says that he has been in the wholesale drug trade for the past four years.

As a matter of fact Wooten's record shows him to have been the manager for about five years of the German Chemical Co., at 11 Broadway, New York City, which, he said, was incorporated in Toronto, Canada, and the partner in this concern, of William T. James, who was prosecuted by a large drug house of this city about two years ago in the United States Circuit Court for violation of certain patent rights. Wooten at that time on the witness stand, and also James, denied that they were in any way connected, but later on the latter broke down and confessed that they were partners in the German Chemical Co. The methods of business of this concern were the buying in Canada of phenacetine and other articles patented in this country but not in any other by the Farbenfabriken Co., and in violation of the patent laws importing the goods into the United States and selling them at a fifty per cent. lower price than the actual list. Those who bought from this commerce unsuspecting druggists who thereby laid themselves open to the law. James on the stand, when cross-examined, named a number of people with whom he had dealings, who either bought the imported chemicals from his and Wooten's company or sold the goods for them, among whom he spoke of Ichabod C. Bryant, one of the parties to the Ellison pharmacy litigation reported in the Era in the early part of the present year. He also mentioned A. R. Gosling, notorious for his efforts, about two years ago, to wreck the Brooklyn Rapid Transit, and known at present as the proprietor of a bucket shop in this city, as a financial backer.

In this connection of importing these patented goods into this country, Wooten was accused by the United States authorities of relationship with a gang of drug smugglers operating on the Canadian border of New York State. The case was brought before Commissioner Shlelds. The indictment, however, was never proven against him for want of sufficient evidence of his affiliation with the gang.

Last February 6th Wooten was arrested at the office of the German Chemical Co., at 11 Broadway,, on

the charge made by Anthony Comstock, of making and selling obscene pictures and literature and articles of indecent nature and also certain rubber goods under the ban of the law. He was brought to trial in General Sessions, and on February 7 was fined \$300 and sentenced to ninety days in States prison. Mr. Comstock when asked what was the character of Wooten, said, "Thoroughly bad! He is not to be trusted in any regard. He was, I understand, connected with certain operations in the drug trade of a thoroughly low character. I also understand that he was connected with the operations of a well-known gang of drug smugglers, to what extent I am uncertain." At Dun's Mercantile Agency Wooten's record is such as not to invite business dealings with him in any manner, and his career is undergoing still further scrutiny.

When seen last Friday by the representative of the Era, Wooten said that he had been employed for about three months by the German Chemical Co., and that he, despite certain sworn testimony to the contrary, never was in any way connected with James. When asked the nature of his present business, he handed out a business card, which made no reference to the drug trade, although piled about the room were cases stamped with the names of well-known firms manufacturing articles sold by every pharmacist. When questioned still further, he became abusive. On the the letter box at the entrance to his office, beneath his name, is the name of the Globe Chemical Co., which, according to his statement made to Dun's Agency was formerly located at 116 Nassau street, and of which he claimed to have been manager for five years. At 116 Nassau street a denial was made of the existence of any such firm in that building.

Wooten is a young man of about thirty years of age, slightly built, of medium height, light complexioned, brown hair, light eyes and a small blonde moustache, and a slight scar on his right jaw.

THE ORGANIZATION OF THE BOWLING ASSOCIATION OF THE DRUG & CHEMICAL TRADE.

At the offices of Seabury & Johnson on the night of October 9, a meeting of representatives of nine firms, which had bowling teams competing in the Drug Trade Tournament last year, practically resulted in the organization of the Bowling Association of the Drug & Chemical Trade.

The object of the meeting, and now of the new-born association, is to promote, to encourage and to supervise local bowling and to select a team which shall compete in the national tournament of the drug and chemical trade. It was decided that anyone is eligible for membership in the association, who is interested or employed in the trade, although all the bowlers who will compete in the local tournament, are not required to join.

While the new association was definitely decided upon it was not formally organized; but that that will be done at the next meeting which will be held later in the month: The by-laws and the constitution, however, were drawn up, and all the enthusiastic bowlers are expected to become members.

Among the firms of the drug trade represented at the meeting were: Seabury & Johnson, Colgate & Co., Dodge & Olcott, Parke, Davis & Co., General Chemical Co., Lanman & Kemp, Church, Dwight & Co., and Johnson & Johnson. It is confidently expected that Powers

& Weightman, Merck & Co., Roessler & Hasselacher and several other firms will apply for membership. Harry C. Barnes, C. L. Parker and R. K. Strom were empowered to complete arrangements for their season's tournament which will commence on October 19 next.

THE MEETING OF THE GOVERNORS OF THE DRUG CLUB.

The Board of Governors of the Drug Club, 100 William street, held their regular monthly meeting on Friday night, Oct. 11. Two new members, F. E. Wallace, 203 Broadway and S. S. Somers, 100 William street, partner of S. S. Lavanburg, were elected, leaving eleven still on the waiting list. John T. Baker, of the Baker, Adamson Chemical Co., Easton, Pa., was made a non-resident member. Henry A. Dalley, of Lazell, Dalley & Co., 12 Duane street, New York, was restored to membership. A committee was appointed to draw up resolutions on the death of Joseph A. Toy, and was made up of J. M. Peters, Col. E. W. Fitch, Edward G. Wells, and Thomas P. Cook.

ESTATE OF SAMUEL COLGATE COMPANY INCORPORATED.

Articles of incorporation of the "Estate of Samuel Colgate Company" were filed October 7 with the county clerk of Hudson County, New Jersey. The capital stock of the company is \$1,200, divided into twelve shares of \$100 each, of which the incorporators, Richard M. Colgate, West Orange; Sidney M. Austen and Russell Colgate, Orange, N. J.; Gilbert Colgate, New York City; and Samuel Colgate, East Aurora, N. Y., hold ten shares. The authorized agent of the concern upon whom process against the company may be served is Austen Colgate. The main office of the Estate of Samuel Colgate Company is at Greene and York streets, Jersey City, New Jersey.

NOTES.

—Commodore C. H. Tompkins, of Schieffelin & Co., as a result of his sojourn with Neptune at the recent Columbia-Shamrock yacht races, is brimful of reminiscences of affairs of the kind that are now a matter of yachting history, but mostly of those in which a few years ago he cut a prominent figure. While at the yacht races he happened upon a number of old nautical friends who were mainly responsible for his present "old salt" mood and who figured prominently in his reminiscences. From his audible smile it is not difficult to perceive that the Commodore and his friends had gala time, though he modestly admits to only a few small bets being made.

—Solomon Ritt, a drug clerk, was convicted Oct. 10, before Judge Cowing in General Sessions, of manslaughter in the second degree. The jury, however, made a recommendation of mercy. Almost four years ago, on December 23, 1897, Hyman Levi, of 5 Chrystie street went to the pharmacy of Boris Kohoshoff, at Bayard and Chrystie streets, where Ritt was employed, with a physician's prescription calling for six calomel tablets to be administered to Levi's young son, Solomon. Ritt by mistake gave morphine tablets, which when given as prescribed for the calomel tablets caused the death of young Levi.

—Among the out-of-town druggists who are visiting New York are, R. L. Corbin, Allentown, New York; Charles H. Pettit and Charles P. Barton, both of Louisville, Ky., and both guests of Col. E. W. Fitch at the Drug Club; James Lee, of James Lee & Co., Seattle, Wash., to make purchases to cover his winter trade; C. H. Keanter, of Youngstown, Ohio on a buying trip.

—The old stand at the corner of Broome street and Broadway, where about 29 years ago Hegeman & Co., conducted a drug store, which, after the death of William Hegeman, for so many years prominent in local drug circles, was discontinued, is about to be rejuvenated by the Sherlek Drug Co., in a thoroughly up-to-date pharmacy.

—W. S. Douglass, of the Douglass Manufacturing Co.,

and George J. Seabury and Mr. Hopping, of Seabury & Johnson have gone to the N. W. D. A. convention at Old Point Comfort. A special train leaving New York on Monday afternoon conveyed many of the guests and officials to the convention.

—A great number of the prominent men of the trade, and the business and social friends of the late Joseph A. Toy who died Oct. 8, were present at the funeral services held at his late residence, 65 West 70th street, New York, on October 10. The attendance was a splendid tribute to one so generally esteemed in the trade.

—W. L. Haas of W. L. Strauss & Co., dealers in druggists' sundries, is on a trip through southern Texas and California. He reports the drug business out there to be exceptionally good. Mr. Haas will return to the city in about three weeks.

—Dr. H. Yocum, of Beverly, W. Va., a member of George W. Yocum & Sons, druggists of that place, was in the city last week visiting the drug trade accompanied by his wife. Later in the week Dr. Yocum left town for the Pan-American.

—Carl Schnackenberg, the well-known druggist, whose store is at the corner of Eighty-first street and Broadway, has recently become a subject of hymen. As a honeymoon trip Mr. and Mrs. Schnackenberg are doing the Pan-American.

—George W. Norrell secretary and treasurer of the Houston Drug Co., Houston, Tex., on his way to attend the convention of the N. W. D. A. at Old Point Comfort, stopped off here for a few days last week.

—John W. Conscience, of the retail drug firm of C. H. & H. A. Lawton & Co., New Bedford, Mass. was in town last week and a guest at the Drug Club of R. Raymond Lampe.

—Frank M. Hall, who is a prominent member of the drug trade in the Middle West and a manufacturing chemist of Denver, Col., has visited down town circles on a buying trip.

—H. L. Kramer, president of the Sterling Remedy Co., Indiana Mineral Springs, Indiana, one of the largest advertisers in the trade, has been in New York visiting down-town circles.

—The wife and daughter of Herbert E. Harding, secretary and treasury of Humphreys' Homeopathic Medicine Co., returned on the Oceanic October 9, after a five month's tour through Europe.

—E. M. Weed, head of the sundries department of Schieffelin & Co., has just returned from a month's stay in the Adirondacks for his health. Congratulations are in order that he has entirely recovered.

—G. A. Beling, a city salesman of Parke, Davis & Co., on Wednesday, Oct. 9 became a benedict. Mr. and Mrs. Beling immediately left town for a short trip, returning Monday.

—William Hale of Hale, Justis & Co., wholesale druggists of Cincinnati, O., came to town last week on a pleasure trip and intends making his sojourn about ten days. Mr. Hale is accompanied by his wife.

—The first bowling match of the Retail Druggists' Bowlers' Association was held at the Starr's Alleys on the night of October 8.

—Louis N. Halpern has just opened a store at the corner of Grand & Attorney streets, to be known as Halpern's Prescription Pharmacy.

—Andrew P. Preston, a retail druggist of Portsmouth, N. H., was in town on October 10, on a business visit to the local trade.

—Horace W. Redheffer, a retail druggist of Sparrows Point, Baltimore, Md., was in town last week on a buying trip.

—Joseph B. Day, of the wholesale drug firm, Day, Field & Co., Chicago, was in New York last week on a business trip.

—The Wholesale Drug Trade Bowlers' Association held its annual meeting at the office of Seabury & Johnson on October 9.

—M. M. Guillen, a pharmacist of Nicaragua, Central America, was a guest of Col. E. W. Fitch at the Drug Trade Club October 8.

—C. B. Grimes, an Elizabeth, N. J., druggist, was at the Drug Trade Club October 7, a guest of Louis L. Drake.

—Wm. E. Saller, the right hand man of John Wyeth of John Wyeth & Bro., Philadelphia, Pa., was in New York October 10.

—C. Kervan, of White Plains, and L. J. Schlessinger, have just made their periodical visits to down town circles.

—F. M. Allen, a prominent member of the drug trade of Denver, Col., came to the city on the 8th, on a buying trip.

—E. R. Frankenstein, a well known chemist in England, is at present visiting this country. On Oct. 11, he was the guest of P. C. Magnus at the Drug Club.

—The Bergen Pharmaceutical Co. has opened a new store at Rutherford, N. J., F. A. Schradley, formerly with C. O. Bigelow, New York, is manager.

—H. Jaschun has removed his pharmacy from its old stand at 237 Second avenue to a splendid location at 31st street and Lexington avenue.

—A. W. Dows, a druggist of Lowell, Mass., was on a buying trip to New York last week.

—The Board of Governors of the Drug Club held its regular monthly meeting on Friday the 11th.

—Nestle's have won another gold medal, this time at the Pan-American.

—R. E. Finegan, New York, was the guest of A. K. Gardiner at the Drug Club Oct. 11.

—Seabury & Johnson have received the award of a gold medal for their exhibit at the Pan-American.

—J. P. Foye, druggist at 117th street and 7th avenue has sold out his business.

IN AND ABOUT BOSTON.

TROLLEY RIDING CUTS INTO TRADE.

Boston, Oct. 12.—Marlboro druggists have made up their minds, now that the summer is over, that the season has not been very successful as regards soda and like trades on Sundays, especially. They feel as if they would be just as well off now if they had closed their drug stores all day on Sundays throughout the summer. This is due to the incoming of so many attractive electric car lines. The fact that there are so many pleasure resorts in surrounding places has been responsible for the lack of people in Marlboro on Sundays. Conditions were bad enough two years ago, according to those whose business demands their keeping open Sunday, but since the institution of a new electric road to West-borough and a through line from Hudson to South Fram-ingham, the trend of travel seems always to be going out of Marlboro, because there is nothing doing in that place to bring people into the city. The soda business has been the greatest sufferer right along, according to the druggists who dispense the article.

Fall Trade Picking Up.

Boston, Oct. 12.—The fall trade, it is worthy to note, is picking up considerably in most lines. The chemical market is showing a fairly satisfactory volume of business, with prices steady and unchanged since a week ago. The one exception is oxalic acid which has somewhat declined in price. Neither in grain nor wood alcohol is there much of any change, the demand for both being normal. The market for hops holds well, which is somewhat surprising as there has been some belief that the new crop would show a decrease in price. It is felt that a slight increase shown in the west may be found here later. There appears to be only a moderate demand for dye stuffs and tanning materials. Quite a large amount of sumac recently arrived but was quickly disposed of. Indigo and gambier are strong in price and both are in fair demand. The retailers as a whole are having good trade and no one is found making any complaint as to the present conditions of trade.

NOTES.

—It will come as quite a surprise to Cambridge people to learn that F. W. Putney, who succeeded the late John C. Sylvia in the drug business at 2109 Massachusetts avenue, has sold out his business to John B.

O'Hara, who has been with Mr. Sylvia as clerk three years, and with Mr. Putney for two years. He has until within a few days been in the employ of Billings & Stover, druggists of Harvard Square, and is a young man who thoroughly understands the business. Mr. O'Hara proposes to at once make his store one of the most progressive ones in Cambridge, so that he may be ready to meet all the demands of a first-class place. He has secured as clerk William J. Larkin, who comes from Malden and who has had valuable experience in the line of pharmacy.

—One of the most disastrous fires which Malden has experienced in a long time occurred early in the week, and before it had run its course it almost completely destroyed the drug store of Jesse Sargent, located on the end of the block next the Boston & Maine Railroad. The fire removes an old land mark, as the drug store had been located there more than two score years. It formerly was Larned & Varina's, and later it was conducted by Dr. Larned himself. He was succeeded by Mr. Sargent, who has had it a number of years. Mr. Sargent has been in poor health for some time and has not been able to attend very closely to his business.

—After a long and painful illness Dr. Alexander G. Nye, a man well versed in many sciences and an expert chemist of long standing, died this week at Weymouth at the age of 84 years. For more than fifty years he was a dentist in the town and his intimate acquaintance with chemistry led him to devote a process of using platinum in that profession, he being the only one for many years who understood the art. He also was a manufacturer of telescope lenses, which he made for some of the most famous telescopes in this country.

—From a barbershop to a drug store is considerable of a jump; but this is what Thomas McNally of Fall River is about to do. For several years he has kept a tonsorial parlor in one of the frequented parts of the city, and deciding to engage in the other line, he recently disposed of his shop to another party who will continue the business. Meanwhile Mr. McNally is making preparations to open his drug store, which he will locate on Bogle Hill, and hopes to have everything ready in a few weeks.

—William A. Volkmar, who for the past six years has served efficiently as clerk at the old Burbank drug store corner of Main and Elm streets, Worcester has bought out the People's Pharmacy on Main street, near Thomas street. Mr. Volkmar is one of the best known druggists in that city, having had an experience covering 22 years. The store which he has taken has been open for a little more than one year and was previously conducted by Dr. W. J. Ryan.

—L. G. Heinritz, president of the Massachusetts State Pharmaceutical Association, and who is the prominent druggist among those having pharmacies in Holyoke, addressed the local druggists of Brockton on the evening of Thursday, Oct. 10, giving them many excellent hints regarding the conduct of their business. Mr. Heinritz is a most able speaker.

—For more than five years a drug store has been one of the principal shops of the Adams Block, at North Brookfield, and it was kept by Albert Poland. But the curtains have been drawn and the door locked, and when the place is again opened it will be with a different line of goods, for Mr. Poland has gone out of business permanently.

—The drug store for many years located at the corner of Water and Mechanic streets, Leominster, has been sold by auction to H. C. Bascom, who takes it only temporarily, as he will endeavor to find some competent druggist who will permanently conduct the business. At the present time it is rumored that Charles E. Nutter may possibly take it.

—The many friends of Frank H. Clayton, who is well known in the drug, drygoods and notions trades of Boston, will be surprised, doubtless, to learn that he has changed his vocation, and will henceforth have charge of the agency of Messrs. Blood & Ellery, the pioneer California oil operators.

—W. F. Smith, the proprietor of the Buchu Lithia Kidney Pill business bearing his name, has moved into his new quarters at 123 Summer street, a far more com-

modious place than the one formerly occupied by him at 41 Tremont street.

—The summer season being over, and as there is little demand for drugs at seashore resorts during the winter months, Albert Bassett has accordingly closed his place of business on Main street, Hull.

—Edgeworth, one of the suburbs of Malden, is priding itself in the possession of a drug store just opened in Maloney's block, at the corner of Highland avenue and Medford streets.

PHILADELPHIA.

Business Rather Quiet.

Philadelphia, Oct. 12.—Business has been rather quiet during the week, keeping steady along all lines with no unusual demand for any particular article. Prescriptions were below the usual run and soda water was in little demand, it being almost too warm for hot soda and not cool enough for cold soda. Vaccine, shields and plasters still sell well, the smallpox, while not spreading to any considerable extent, is yet all too prevalent. West Philadelphia is particularly affected, which seems but a part of the hard luck dwellers there have, and next it will be typhoid fever to keep them guessing who will be the next one to go. There is more filtered and distilled water sold in West Philadelphia during the year than in any other section of the city, and druggists there keep it as a regular stock. Very little out of the usual Fall trade is being done by the jobbers, although this is somewhat above the average. The drug market keeps steady without fluctuations and there is little speculation in any of the staples. One of the large manufacturers of fluid extracts has been buying heavily in native drugs lately, in anticipation of a shortage in supply in the near future.

A "SENSATION" UPSET BY FACTS.

Philadelphia, Oct. 12.—What promised to furnish a great sensation to the "yellow" Journals of the city early this week resulted in a complete vindication of the young drug clerk accused of a fatal error. The death of a colored man shortly after taking a dose of medicine filled by a clerk at Ross's drug store, Thirteenth and Brown streets, was made the basis of a charge that the clerk had filled the prescription with aconite instead of the digitals called for. It was said that the man had given the wrong bottle of medicine by mistake, when the first charge was disproved, but at the Coroner's inquest it was proved that the man died of heart failure and not from the medicine. The clerk was completely exonerated from blame, so the "yellows" had to lose their story of "Another Victim of the Druggist's Carelessness". It is typical of newspapers that while the first story was given with big headlines the finding of the Coroner disproving their story was printed in small type in an out of the way part of the local news page.

FIRST "SOCIAL MEETING" AT THE P. C. P.

Philadelphia, Oct. 12.—The first of the "Social Meetings" of this year's session of the Philadelphia College of Pharmacy was held in Museum Hall last Tuesday evening. The reception was tendered by the members of the Alumni Association to the students, especially to those matriculating this year, the classes being welcomed in a very pleasant address by President H. B. French. Among the speakers were Dr. Clement B. Lowe and M. W. Bamford. Several vocal selections were rendered by Mrs. McCormick and Mr. Wade, a graduate of the Class of '99, following which dancing was indulged in to a late hour. Refreshments were served downstairs during the evening. Two very pleasant innovations in these entertainments were warmly commended by many of those present, the providing of a checking system for hats and wraps and a room for ladies, the library, and the limiting of the guests to those whom tickets of invitations had been sent.



EDWIN M. BORING,
Fairmount avenue and Tenth street, Philadelphia.

NEXT MEETING OF THE PHARMACY BOARD.

Philadelphia, Oct. 12.—The next meeting of the Pennsylvania Pharmaceutical Examining Board for the examination of applicants for registration will be held in Philadelphia on October 19th, in the girl's commercial High School building at Broad and Green streets, between 12 and 5 p. m. The Board will also meet in Belkfield school house, Pittsburg on the same date. Blank applications and necessary information can be obtained from the Secretary, Charles T. George, Harrisburg, Pa.

NOTES.

—A meeting of the members of the Drug Bowling League was held at the office of D. E. Bransome last Tuesday evening, for the election of officers and appointment of committees for the coming season. A. C. Smith was elected president, D. E. Bransome, vice-president; E. Thorpe, of Whitall Tatum Co., secretary and E. C. Donnell, of Smith, Kline & French Co., as treasurer. Executive and entertainment committees were appointed and a special committee was named to arrange the schedule for the year. Steps were also taken to raise a fund for entertaining guests at the Drug League tournament which is to be held in this city next April. The headquarters of the clubs will be at Ninth and Walnut streets, where a new alley has been fitted up especially for them, with Thursdays and Saturdays as regular bowling days. The schedule will provide for as many games as possible each week. —The Austrian steamer "Bitinia" is discharging a valuable cargo of drugs at Camden wharves. Gum opium, licorice root, raisins and gums from Asia Minor are the principal items of her cargo, the vessel coming here direct from Smyrna. It is reported that this is the largest direct shipment of opium ever received at Philadelphia, most of the drug used here coming in through New York, and a regular direct trade is promised for the future.

—Most of the Philadelphia delegates to the recent N. A. R. D. Convention have not yet returned, they taking the occasion to pay a visit to the Pan-American Exposition. Little news of the meeting has yet been received here, it is said that many of the Eastern delegates were much disappointed with the outcome of several matters.

As an external remedy, there is no superior to Four-Fold Liniment.

BALTIMORE.

MUCH DRUG TRADE ACTIVITY.

Baltimore, Oct. 14.—Gratifying activity is reported by nearly all the jobbing houses in this city. Orders have been coming in freely and the volume of the movement of goods is exceptionally large. In the aggregate this year's business will be far ahead of 1900 and will present other satisfactory aspects. The market for botanicals has not undergone any change during the past week, staple articles commanding about the same price, the whole range of values showing no indications of a rise or drop. Some crops are disappointingly small and may be expected to rule considerably higher than was expected. In heavy chemicals a fair amount of business is being done; although many retailers complain, others find much in the situation to encourage effort.

THE WHOLESALE'S NATIONAL MEETING.

Baltimore, Oct. 14.—The attendance from this city at the annual meeting of the National Wholesale Druggists' Association this year will be rather larger than usual, which is in part attributable to the close proximity of the meeting place to Baltimore. As far as can be ascertained Charles E. Dohme, of Sharp & Dohme; John W. Emory, of the Borough Bros. Manufacturing Company; Frank Baily, of James Baily & Son; John C. Muth, of Muth & Bros., and, perhaps, H. B. Gilpin, of Gilpin, Langdon & Co., will go. The journey to Old Point can be made with exceptional comfort by boat down the bay.

NOTES.

—The visiting druggists last week included Mr. Allen, of Kings and Queen Court House, Va.; Dr. David Fahmyer, Hagerstown, Md.; Dr. P. D. Fahmyer, Frederick, Md.; M. W. Waters, Washington, D. C.; S. S. Van Trump, Trump, Md.; L. H. Dielman, New Windsor, Md.; Dr. E. J. Wolff, Cambridge, Md.; M. S. Purcell, Leesburg, Va.; N. C. Cameron, Perryville, Md.; T. Stewart, Delta, Pa.; T. H. Nicholson, Murfreesboro, N. C., and George P. Riggs, formerly of Washington, D. C., but now of New London, Conn.

—John Gleichman, formerly engaged in the retail drug business here, but for several years the representative of Rosengarten & Son, of Philadelphia, was married to Miss Jane Abell Irvine, of Twenty-first street, this city, last Monday at noon. The ceremony was private, only members of the respective families having been invited. Mr. and Mrs. Gleichman will give an entertainment at home later.

—The retail drug store at North Druid Hill avenues, formerly conducted by William H. Booth, who was compelled to make an assignment not long ago, has been purchased by Luther B. Benton, an experienced pharmacist, in business on McCulloch street for a long time. Mr. Benton has made a number of improvements. He had spent the interval in taking a well-earned rest.

—A new departure has been inaugurated by L. J. Jimenez, formerly of Santo Domingo and engaged in the drug business there. Mr. Jimenez has been in Baltimore for several months, and has now opened a combination pharmacy and toy store at the corner of Light and Ostend street.

directors chosen from among them. It is the intention to conduct the store along lines to suit the requirements of physicians only, that is, no patents, toilet requisites or sundries other than those in demand by the physician or sick room will be carried. In a word it will be a strictly prescription and drug store, according to the claims made by its promoters. Of course, the dozen or more druggists do not view it calmly and have already formulated a very novel retaliatory plan which is as follows: The services of one or more physicians of good standing are to be employed, they are to treat all cases coming to them gratuitously, the only charges being the usual ones for the filling of their prescriptions. The physicians thus employed to be paid a salary, the druggists sharing the expense of this pro-rata. The druggists claim a practicability for their plan and state that arrangements are already complete for putting it in force. In the meantime, the local physicians are going steadily on and are arranging their quarters preparatory to commencing business.

PIONEER DRUGGIST DIES.

Pittsburg, Pa., Oct. 14.—J. C. Armstrong, mention of whose illness was made in a former issue, died at his home at Brownsville, Pa., last week. Mr. Armstrong was one of the oldest druggists in this section and was a most popular and widely known man. On all matters pertaining to the betterment of existing conditions in pharmacy he took an active interest, and his support, both morally and financially could always be depended on. He was in addition an ardent church worker, and gave much of his income to that source. He is survived by a wife and two children, daughter and son. The latter, a well known travelling representative for a Pittsburg drug house was named executor for the estate which is considerable.

NOTES.

—The stock and fixtures of the Park Pharmacy at the corner of Smithfield street and Fifth avenue were sold at public auction last week, thus bringing to an end the career of the most expensively fitted store in the country. The stock which had been allowed to run down brought fair prices, the public generally being the purchaser. The fixtures and working apparatus was bought by the various druggists throughout the two cities. P. C. Schilling Co., operating several stores, bought the fourteen foot onyx soda fountain paying \$820. W. D. Markell, the wall fixtures for \$900, which he will remove to his Connellsville, Pa., store. The original cost of these fixtures was said to be \$10,000.

—J. Walter Beyer who has been clerking in the drug store of his father at Punxsutawney, Pa., has given up the drug business and entered the Jefferson Medical College at Philadelphia.

—H. E. Gelsenheimer formerly travelling representative for Parke, Davis & Co., has accepted the position of general manager for the Anderson-Kneeder Co., dealers in physicians supplies.

—Frank Bros. now operating drug stores in Braddock, Homestead, Turtle Creek, and other places have invaded Pittsburg, they having opened a drug store in the Liberty Market.

—The Pittsburg College of Pharmacy has entered a protest against the assessment of taxes, claiming to be a charitable institution. Decision was reserved.

—S. R. & G. A. Kelly, Jr., of G. A. Kelly Co., were away last week for a brief visit to the Pan-American Exposition and the N. A. R. D. meeting at Buffalo.

PITTSBURG AND VICINITY.

A MERRY WAR.

Pittsburg, Oct. 14.—What promises to be an interesting conflict is on between the physicians and druggists in New Castle, Pa., a thriving city some fifty miles west of here. Several of the leading physicians, believing they have a grievance against the druggists have formed a company for the purpose of operating an independent drug store to be run under the direction of a board of

Every druggist and drug clerk who desires a quickly adjustable and removable apron which will keep the clothes clean when working in the laboratory, should obtain Moore's Universal Spring Apron. See the advertisement of this article. It is the best thing of the kind that has come to our notice. It costs only 75 cents; postage 14 cents extra. The manufacturers are E. C. Moore & Son, Detroit, Mich.

CHICAGO.

DRUG TRADE CLUB IN NEW QUARTERS.

Chicago, Oct. 12.—The new home of the Chicago Drug Trade Club on the parlor floor of the Bismark Hotel was opened to the members and their friends on Chicago Day, Oct. 9. The opening was informal, about 100 gentlemen being present at luncheon. Later in the month a formal opening and reception will take place. Among those present on the opening day were: Messrs. A. E. Remick, of William R. Warner & Company; J. J. Kearney, W. N. Sharp, C. O. Sethness, Porter B. Fitzgerald, Romaine Pierson, O. W. Schmidt, H. E. Davis, Charles E. Matthews, of Sharp & Dohme; C. C. Lake, of Eli Lilly & Company; John F. Matthes, of Whitall Tatum Company; F. W. Bahnsen, of Rock Island, Ill.; Curtis Stream, George D. Searle, Franklin S. Hereth and O. T. Eastman, all three of the Searle & Hereth Company; B. T. Van Allen, H. C. Mackey, Henry Beck, S. H. Gunder, T. F. Murray, I. W. Blood, George W. Mathison, of the Emerson Drug Company; H. C. Mathison, of Bauer & Black; H. N. Timolat, W. J. Stange, W. H. Hatfield, Fred. A. Leahy, H. W. Wood, E. A. Vosburg, Vincent de Messimy, J. H. Odbert, John Blocki, H. A. Antram, of the Randolph Box & Label Company; Louis K. Waldron, Fred D. Koehn, William Buehler, F. K. Lyon, of Lord, Owen & Company; W. H. Gallenkamp, T. C. Ballard, of Morrissan, Plummer & Company; John Franklin, J. W. Van Winkle, James R. Owen, of Lord, Owen & Company; D. W. Gorman, of Philadelphia; J. J. Burns, J. Walker, Scofield, of the Fuller & Fuller Company; George F. Lewis, N. H. Townsend, R. A. Hevenor, of Lord, Owen & Company; W. C. Hayhurst, A. Waldschmidt, G. A. Thomas, Alexander Harris, of Johnson & Johnson; M. S. Landecker, C. P. Van Schaack and R. H. Van Schaack, both of Peter Van Schaack & Sons; J. E. Bartlett, S. D. Simpson, C. C. Leonard, F. N. Oxley, A. M. Foster, W. L. Peters, Thomas J. Ross, Joseph G. Peters, of the Fuller & Fuller Company; E. C. McCune, A. J. Horlick, of Horlick's Malted Milk Company, Racine, Wis.; C. M. Phelps, of Racine, Wis.; James R. D. Stevenson and Charles Stevenson, both of Robert Stevenson & Company; Albert B. Hunt and J. V. Pierce, both of the Fuller & Fuller Company; F. Eberlein, L. A. Becker, C. J. Lillenthal, Arthur Dawson, of Robert Stevenson & Company; G. W. St. Clair, of Johnson & Johnson; Oscar Leistner, of William L. Strauss & Company.

The windows and interior decorations of the club rooms are artistic and unique, the designs being the first of the kind in the United States, having been modeled after similar designs which evoked much favorable comment at the recent Paris Exposition.

CHICAGO BUSINESS FLOURISHING.

Chicago, Oct. 12.—There is little to add to the record of general prosperity which has been the rule for several weeks. Chemicals and pharmaceuticals are in heavy demand and all staple goods are active. In fancy goods and sundries the demand is very large, and all druggists who cater to the holiday trade are placing heavy orders in anticipation of a record breaking business. All the manufacturers and jobbers are busy getting out orders and night work is the rule rather than the exception.

NOTES.

—Frank L. E. Gauss, who used to be city salesman for Peter Van Schaack & Sons, but some two or three years ago accepted a position with the Searle & Hereth Company and went to St. Louis as general representative of that Company, has returned to Chicago and will become general sales representative for the company here. As a pharmaceutical salesman Mr. Gauss has no superior anywhere.

—Two drug stores in Lake View were entered by burg-

lars this week. The thieves gained entrance to the store at J. J. Schmitt at 1127 North Clark street, through a rear door and secured \$35 from the cash register besides \$48 worth of stamps and \$25 worth of cigars. Louis Lehman's drug store at 1229 North Halsted street, was burglarized on the same night and \$6.50 taken from the cash register.

—Thomas V. Wooten, G. D. Searle, of the Searle & Hereth Company; Charles E. Matthews, Western Representative of Sharp & Dohme; Wilhelm Bodeman, A. J. Benson, A. V. Lane and several other well known men in the trade have gone to Buffalo to attend the annual meeting of the National Association of Retail Druggists.

—A. W. Hatch, formerly with Peter Van Schaack & Sons, but more recently with the Crown Perfumery Company, has returned to his old love and has accepted a position as manager of Peter Van Schaack & Sons' sundries department.

—Gustavus A. Hoffman, a former Chicago druggist, but now in Detroit, Mich., has gone into bankruptcy. The meeting of the creditors was held in Detroit at the office of Referee in Bankruptcy H. P. Davock on Sept. 30.

—The wife of W. P. Knoche, a popular druggist at Sixty-first and South Halsted streets, presented him with a son on Oct. 9. All concerned are ready for congratulations.

—M. A. Bilz has succeeded Klesling & Bilz at 709 West Twenty-third street.

—R. I. Kirkwood has succeeded Mrs. C. M. Kirkwood at 1230 North Western avenue.

—C. L. McDermott succeeds Mrs. F. E. Renken & Company at Waterloo, Ia.

—C. L. Kaul has bought H. N. Pool's drug store at Earlville, Ill.

—A new store will soon be opened at Thirtieth street and Michigan avenue.

—Harry C. Burgman has sold his store at 305 West Harrison street to Rollins & Rice.

—Lytle & Orr, druggists of Delphi, Ind., have been succeeded by the Lytle & Orr Company.

ILLINOIS BOARD OF PHARMACY.

At the examination held by the Illinois Board of Pharmacy in Chicago, Sept. 24-26 the following passed as Registered Pharmacists: P. A. Born, G. F. Brenner, H. F. Foote, S. Fox, M. G. Franke, G. A. Hodges, O. F. Hubbell, C. E. Hagyard, E. Jensen, F. Meisner, J. Meserow, W. H. McCurdy, A. McLean, F. H. Ostertag, E. F. Peterson, A. H. Pohl, H. A. Salchter, J. C. Swan, H. C. Shippee, all of Chicago; F. O. Anderson, Cambridge; C. E. Barnhardt, Peoria; C. Boyer, Peoria; M. C. Condry, Oblong; J. J. Huff, Gilson; E. Jayne, Evanston; F. E. Lambert, Seatonsville; J. D. McDougall, Berwyn; C. T. Peiz, East St. Louis; F. E. Smith, Girard; M. H. Simmons, Macomb; Lottie B. and Frances S. Watson, Minooka. Assistants: C. Bauers, F. W. Beck, J. F. Chapman, F. J. Edelman, E. Haney, W. A. Mankey, S. E. Perlow, C. Rademacher, G. W. Thorson, all of Chicago; R. B. Anthony, Kewansee; C. E. Kraeger, Pekin; C. F. Nelson, Rockford.

The Board of Pharmacy desires to have it distinctly understood that no applicant who has gained his experience in Illinois Drug stores, will be examined, or given an interview until after being regularly registered as an apprentice, and that under the new law it is now the imperative duty of the registered pharmacist to see that this apprentice is registered. The next meeting of the Board of Examination will be held at 144 East 39th St., Chicago, Nov. 19 at 9 a. m. New applications must be on file in the office at Springfield at least ten days previous to the above date. Under no circumstances will this rule be varied from and no one will be given the examination who has not complied fully with these requirements. Affidavits from registered pharmacists of time service must be on file at least three days before the examination. Address all communications to L. T. Hoy, secretary, Springfield, Ills.



THE PRINTER is still a failure; with the three-color process he gives you a fair idea of the architectural beauty of a fountain, but he cannot show you the vitals of the apparatus. All men who wear silk hats are not to be trusted, and sometimes a pretty fountain disguises a very inferior apparatus.

We ask, when buying a fountain, that you *first investigate the Mechanical Construction*, to make sure of the profit-producing efficiency—then put it in as fine a case as you can afford.

For artistic fountains with scientifically-constructed working parts, for money-making soda-water apparatus, the name “*TUFTS*” has stood for the best for nearly half a century.

Our prices are very low. We will take your apparatus in exchange, and make easy terms.

May we send you our portfolio of prints?

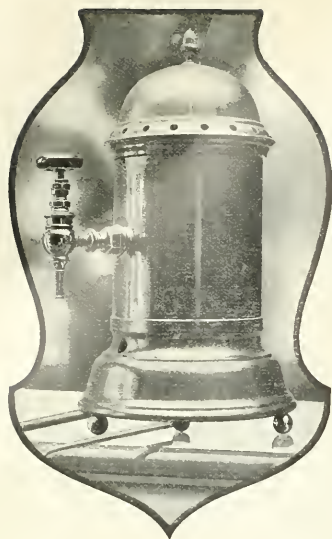
AMERICAN SODA FOUNTAIN COMPANY

Manufacturing under the Tufts Patents.

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-

BOSTON, MASS.



The Great Profit

to-day in Hot Soda is attracting nearly every one who has a convenient opportunity to serve it. We are having a great demand for catalogues and estimates of cost.

If you are buying a Hot Soda Fountain you will find many beautiful patterns from which to choose. But remember one important point: Mere beauty is a secondary matter. More important than shape or style of ornamentation is the construction itself, and on this subject we commend to intending buyers a careful examination of the apparatus which we have furnished to dispensers for the last few years and which has made such marvellous records for economy in operation.

Bear in mind that in its last analysis the mechanism of the apparatus is simply the story of dollars and cents; it is the fact not the fancy of the subject; it is the business end of the transaction, and as such it ought to be read and pondered by every buyer before he settles upon the apparatus he will buy.

We shall be pleased to send to any one who is interested in the subject our latest books on the production of Hot Soda. They give facts and figures in a way which will leave no doubt in the mind of the thoughtful reader as to the wisdom of having the best apparatus obtainable.

The patronage for Hot Soda is assured; the profit is enormous; the possibilities ahead are very great; do not be content with a second-grade or inferior make of apparatus. Remember that in Hot Soda it is the apparatus which wins.

AMERICAN SODA FOUNTAIN COMPANY,

Manufacturers of Tufts Fountains,

278-288 CONGRESS STREET, BOSTON, MASS.

CINCINNATI.

WILL ORGANIZE A DRUG CLUB.

Cincinnati, Oct. 12.—An informal meeting will be called in the near future by several prominent druggists and others connected with the drug trade to organize a drug club in this city. Those back of this movement are said to be Ashley Lloyd, of Lloyd Bros.; Billy Hale, of Hale, Justis & Co.; Alfred Vogeler, of Stein-Vogeler Drug Co.; Frank Pike, representing Sharp & Dohme; C. M. Browning, of Benton, Myers & Co.; Albert Schwartz, with Parke, Davis & Co.; Jacob Biltz with J. Elwood Lee Co.; and William Healey, with Johnson & Johnson.

NOTES.

—Miss Cora Dow who is the owner of five cut-rate drug stores has obtained a lease on the store of the Wolff Estate at the northwest corner of Sixth and Walnut streets. The deal was closed this week thereby shutting out many competitors who were anxious to secure this location. The owners of the property will spend about \$8,000 in remodeling the store front. This corner has become a landmark through having been occupied for over fifty years by John Keeshan & Co., the oldest druggist in this city.

—Howard W. Agborn, a drug broker of this city has just returned from a two months' trip in the northwest and along the Pacific coast. He reports a phenomenal export trade to the Philippines, Hawaii, China, Japan and the Straits settlements. "The volume of business is staggering," says he, "the increase is due to superiority of American goods and American hustle."

—Conrad Waldvogel, manager of N. E. Smith's Court street pharmacy, was married this week to Miss Elizabeth Schemel. After a short wedding trip they will reside in a handsome flat at Allison & Walnut streets.

—W. E. Harvey, a prosperous druggist of Blockton, Ala., and president of the Harvey Ice Shaver Co., was in this city during the week making arrangement for the manufacture of his patented ice shaver.

—Emil Zorn, Otto Groenland and Charles Freericks, Jr., delegates, accompanied by Chas. H. Jones, organizer of the Ohio Valley Drug Association left for Buffalo this week to attend the N. A. R. D.

—Crossed electric wires set fire to the rafters in the cellar of George W. Kylius' drug store at Woodburn and Fairfax avenues. The fire was extinguished with a loss to the stock of about \$1,000.

—Edward Kaufman for ten years clerk for T. J. Widrig, Newport, Ky., has purchased the drug store of Dr. S. Scheffner in that city.

THE NORTHWEST.

DRUGGIST LOSES IN COURT.

St. Paul, Minn., Oct. 11.—George Tieknor of Tieknor & Jagger, druggists of this city, was in court this week in a somewhat peculiar case. Judge Otis of the district court filed an order in which he overruled the defendants demurrer to the complaint in the case of John Moore against Mr. Tieknor, with leave to the defendant to answer on paying \$10 costs. Plaintiff recites that in February last he had cut the end of his thumb and called on defendant, a licensed pharmacist, for treatment. That Mr. Tieknor applied a bandage saturated with a solution of carbolic acid, winding the bandage tight around the thumb and giving the plaintiff a bottle of the solution to moisten the bandage, with instructions to keep it in place. The thumb began to swell, and on March 4 was amputated by physicians. Mr. Moore alleges damages of \$2,500. Judge Otis, overruling the demurrer, said: "Knowledge, as alleged, that the treatment was wrong and improper, coupled with the fact that compensation was received for the service, saves the complaint."

NOTES.

—Successions: M. A. Thul, Webster, S. D., by the Irwin Pharmacy; Woodward & Filbert, Watertown, S. D., by Munger & Engelsby; E. J. Askew & Co.,



E. J. ROMANS.

Fourth and Wabasha streets, St. Paul, Minn.

Valley Junction, Ia., by M. L. Seyfert; F. K. Gregg, Manchester, Ia., by Denton & Ward; Jeffery & Yeoman, Elwood, Neb., by M. I. Britton; F. E. Costigan, Seattle, Wash., by Esther J. Held; F. E. Herman, Dundee, Minn., by H. H. Filbert; Bert Davis & Co., Bussey, Ia., by K. E. Gose & Co.; Ben Bridgeford, Ord, Neb., by the Goodrich Drug Co.; A. C. Butz, Talmage, Neb., by I. B. Rose.

—Fire in the drug store of Dr. Oscar Houck of La Crosse, Wis., the other night completely gutted the building. A clerk struck a match, which fell on a shelf of drugs. An explosion followed, blowing the entire front of the building into the street. The clerk escaped injury. The loss was \$4,000; fully insured.

—Mr. Pierson of the Pierson Drug Co., Great Falls, Mont., was in the city for a day or two on his way to South Dakota for a visit.

—L. S. Gould has taken charge of the Crocker drug store at Faribault for the Thiebold Mercantile Co., the new owners.

—O. K. Ronum, of Downsville, Wis., cannot, unfortunately, live up to his first two initials. He has filed a petition in bankruptcy.

—Gus Hargesheimer has gone to Heron Lake to work for J. F. Liepold.

—P. C. Peterson is going to North Dakota to work very soon.

—Geo. C. Wellner has gone to Fessenden, N. D., to work.

—G. R. Frey of Adrian was in the city for a few days this week on business.

—Potter & Larg, Braddyville, Ia., have been damaged by fire.

—The stock of H. F. Stempel & Son, Ft. Madison, Ia., has been sold for taxes.

—A. W. Bork, St. Paul, and N. J. Devin & Co., Salix, Ia., have sold.

—New: E. L. Blackmun, Triump, Minn.; Webb & Smith, Meadows, Idaho.

—Dr. G. B. Loring, Marysville, Utah, is to admit a partner.

—C. A. Jensen, Prosser, Wash., was burned out this week. Loss, \$2,000; insurance, \$600.

Tie Pins.

Druggists and drug clerks desiring neat and attractive tie pins of appropriate design can obtain them from the J. Arthur Co., 18-20 Colonial Arcade, Cleveland, Ohio. Pins are supplied in oxidized and bright silver, with ruby or emerald eyes, for 26 cents; solid gold, Roman or bright finish, \$1.50. Sent postpaid on receipt of price.

ST. LOUIS.

A BUSY WEEK.

St. Louis, Oct. 12.—This has been a very busy for the local wholesale druggists and for many of the retailers. It is what is known as Carnival and Fair Week. The cheap railroad rates, and the many attractions, such as the Fair, Exposition, Velled Prophets' Parade & Ball, and the South Broadway Street Fair, attracted many thousands of visitors at this time. The drug trade was well represented among the visitors. Many outside druggists came to the city but once a year and it is at this time, many of the salesmen being called in from the road to look after them.

NOTES.

—Two bowling teams have been organized among the West-End druggists. They are known as the "Castor Oils" and the "Epsom Salts." They have the name of being the noisiest set of bowlers in the city, but each member claims to get two dollars worth of enjoyment out of each dollar it costs him to bowl. The bowlers found it very necessary to have a referee to settle the many disputes for which they are also noted, and this honor has been conferred upon Mr. Louis Pauge, city salesman for the J. S. Merrell Drug Co. They meet at the Cote Brilliant Alleys on Tuesday nights. The members of the clubs are: Epsom Salts—E. A. Bernius, captain; J. A. Gibson, W. H. Lamont, H. Vallance and F. White. Castor Oils—A. R. Shen, captain, H. Wassen, Chas. Pins, Ben Switzer and H. Hertzog.

—At the meeting of the Druggists Coked Hat Bowling League last Thursday night the Searle & Hereth Co.'s team took three out of five games from the Meyer Bros. Drug Co.'s team; the Moffitt-West Drug Co. scored four to the J. S. Merrell Drug Co.'s one; the Herf & Frerichs Chemical Co. took three out of five from the Mound City Paints. Term of the Searle & Hereth's made a 49 average, and Schneider of the Moffitt-West's led the league with a 50 average.

—The Alumni Association of the St. Louis College of Pharmacy will open its winter's scientific and social season on Tuesday night, Oct. 15. Dr. H. M. Whippley, president of the A. Ph. A., will give a lecture entitled, "A trip through the Mammoth Cave." Following the lecture a banquet will be given to the members and their families.

—E. V. Koscieliski, druggist at 2613 S. Broadway, died of heart disease Sunday morning. He was just in the prime of life and was considered one of the best pharmacists in the city. He was a man who seldom left his store and associated very little with other druggists, but was honored and respected by all who knew him.

—Chas. Renner has purchased the A. P. Kaltwasser drug store at Pestalozzi and Salina streets. This is one of the largest drug stores in south St. Louis. When the cut-rate war was on it was noted for selling "lower than the lowest." Mr. Renner has been chief clerk at this store for some time.

—The St. Louis Drug Clerks Society will hold a regular monthly meeting at Bowman's Hall, Eleventh and Locust streets, Friday night, Oct. 18. Final arrangements will be made at this meeting for the annual ball and general plans for the winter will be considered.

—Dr. H. M. Pettit of Carrollton, Mo., one of the most prominent pharmacists in that part of the State, has been spending Fair week in St. Louis. He says he enjoyed the A. Ph. A. meeting so much that he was homesick to visit St. Louis again.

—C. P. Walbridge, president of the J. S. Merrell Drug Co., leaves tonight for Old Point Comfort where he will attend the annual meeting of the N. W. D. A. After that he will travel through the South for a couple of weeks.

—S. H. Wilson has been appointed druggist at the Missouri Pacific Hospital. C. C. Borchers recently resigned this position which he had held for seventeen years, to accept a situation with the St. Louis Granule Co.

—N. C. Shanahan, proprietor of the Marion Sims Pharmacy, Grand and Caroline streets, has returned to take charge of his store after a three months' vacation spent in recuperating his health.

—G. B. Self, in charge of the Kansas City branch of Ell Lilly & Co., was married in this city last Wednesday to Miss Helen Zimmerman. Until quite recently Mr. Self was located in this city.

—Chas. Fritz, a former local drug clerk, but now city salesman for the Hoeftken-Finke Laboratory, was married last Tuesday to Miss Borriede of the South Side.

—W. J. Frese has left the chief clerkship at the Seitz Pharmacy to accept a similar position with Chas. H. Zahn at Nineteenth and Sidney streets.

—Dr. Otto F. Claus has purchased the Columbia Pharmacy at Compton and Laclede avenues. F. Mueller has been placed in charge of the stand.

—Invitations are out for the wedding of M. J. Noll to Miss May Horn on Oct. 16. Mr. Noll is proprietor of two West-End drug stores.

—R. S. Vitt, druggist at 3800 S. Broadway has resumed the study of Medicine at the Marion Sims-Beaumont College.

—Rudolph Fischer, druggist at the City Dispensary, has returned from a week's hunting and fishing trip over in Illinois.

—Geo. W. Tantz, druggist at 23d and Dadier streets, is studying medicine at the Marion Sims-Beaumont College.

—Dr. R. B. Thiley, formerly of the Reck Drug Co., Columbia, Mo., is opening a new drug store at that place.

—A. E. Rives, druggist in the southern part of East St. Louis, was visited by a \$500 fire early this week.

—C. L. McGee, a former local drug clerk, is opening a new drug store at Meridian, Tenn.

FORGING LABELS.

A Gang Caught Who Were Carrying On a Business of Counterfeiting Copyright Labels—Also Believed to be Smugglers of Drugs.

Detroit, Mich., Oct. 18.—A gang of forgers of the labels of well-known patented drugs was unearthed last week and on Oct. 7 were placed under arrest. The five were: Edward H. Horn, 122 Elizabeth street, East, and William F. Bartlett, 502 Fourteenth street, together doing business under the name of the German Tablet Co., at 122 Elizabeth street; the other three, Louis J. Fulmer, 187 Jefferson avenue and H. T. and John O. Jenkins comprise another company known as the Windsor Chemical Co.

It is believed that an extensive trade has been carried on by this quintet and that they are also the same gang which has been smuggling drugs into the United States from Canada. H. J. Jenkins, with another G. L. Schumacher, was arrested on April 4, 1897 on the charge of smuggling the patented goods of the Farbenfabriken Co. of New York, the same concern whose labels are now being forged by this gang. Louis J. Fulmer is believed to be the leader of these two companies. At the addresses of both the German Tablet Co. and the Windsor Drug Co. large quantities of the products of the New York firm, together with the plates from which thousands of counterfeit labels, also discovered on the premises, were made. It is not yet ascertained whether the drugs found were genuine or not, as no examination has yet been made.

Efforts will be made to connect these men with certain smuggling operations which the United States authorities are endeavoring to trace, and incidentally to find some others who are believed to be carrying on the illicit commerce.

The Mercer Chemical Co., manufacturing pharmacists, Omaha, Neb., allow 20 per cent discount for cash with mail orders in addition to their customary 40 per cent discount on pharmaceuticals. They guarantee that their goods will give satisfaction, and invite every druggist to send for catalogue.

CALIFORNIA.

ENGLISH AS SHE IS WRIT.

San Francisco, Oct. 10.—Frank Rattan, of Martinez, Cal., received the following letter which illustrates the variety of knowledge called for on the part of an up-to-date apothecary:

Dear Sir: Please give me some medicine that can on the blood that covered some of the white part of my friend's eye. While he was engaged in a greatly excited race, showing the full power of his neck by pulling a rope hanged from his neck to that of his friend.

In that moment the blood covered some of the white part of his eye. Also it is not painful at all, or makes any harm of his sight. I think the blood flows out on account of excitement. Yours truly,

Henry. A Japanese boy.

NOTES.

—Boericke & Runyon, who have a handsome drug store on Sutter street, San Francisco, have especially apt windows. Passing there yesterday, the pedestrian was struck by a tableau, an elegant basin filled with water was the center of a group of sponges, wash rag, soap, flesh brush, and toilet water. A sign read, "A cold sponge bath, and a rub down morning and night with a dose of a good tonic before each meal, is a good cure for nervousness." On the other side of the streets in the same block, is a drug store whose windows have attracted attention for some years. It is the Snake Drug Store, and is so called from its having one window devoted entirely to the exhibition of snakes, horned toads, alligators, tarantulas, and other hideous but fascinating creatures. The window is filled with rocks and grass, with waterfalls and lakes, to imitate the natural landscape. About these rocks twine dozens of rattlers and other slimy reptiles. They are fed well, and the place is kept very clean. Almost any hour of the day and up to a late hour at night, one is sure to see a number of people "rubbering" at the snakes. They seem to have a strange attraction for some people, and there are a few San Franciscans who go regularly every day to take their snake view.

—Tarweed is attaining note as one of California's valuable products. Its scientific name is *Grindelia robusta*. J. W. Thompson, of College City, Cal., recently shipped seventy-five bales of 250 pounds each, to an Eastern patent medicine firm to be manufactured into cough medicine. Tarweed has hitherto been considered a great nuisance by farmers.

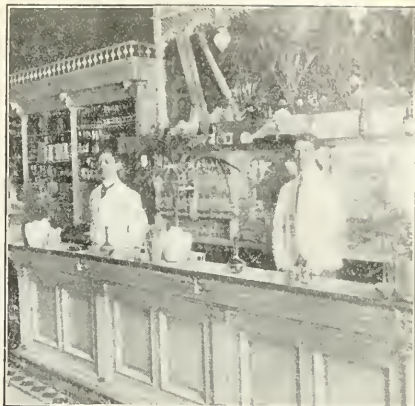
—Professor W. M. Searby, dean of the California College of Pharmacy, was a prominent figure at the meeting of the American Pharmaceutical Association at St. Louis. During his absence, the pharmaceutical laboratory was in charge of John Calvert, secretary of the State Board of Pharmacy, and the Seniors were lectured to by Professor Argenti.

—George R. Webb, who has charge of the cigar department of Redington & Company, is meeting with success in introducing his lines. The handling of cigars by a wholesale druggist is rather a novelty in California.

HAWAIIAN TERRITORY.

Honolulu, H. T., Sept. 23.—S. L. Rumsey, of the well-known firm of Benson, Smith & Co., of Honolulu, has returned here after a visit of five months among old friends in New York and elsewhere in the East. He had a narrow escape while traveling on a train which met with a head on collision in Wyoming. Mr. Rumsey, though enjoying his visit to old scenes, states his delight in getting away from the frightfully hot weather of the East, and being again in the balmy trade-wind climate of Hawaii. He brings back to Honolulu many new ideas gained in his Eastern visit.

—Hon. S. K. Marsh, of Rochester, New York, has come to Honolulu to accept a position with Benson, Smith & Co. Mr. Marsh, is a competent druggist and will infuse New York ideas into the business here.



SECTION OF FOUNTAIN AND COUNTER, HAMNER & BALLARD'S DRUG STORE, Memphis, Tenn.

PASSAIC DRUGGISTS TROUBLED WITH CUT RATES.

A cut rate war that has never been paralleled in the history of the drug trade of the town is now waging in Passaic, N. J. The trouble started on Friday, Oct. 4, when Dr. Stemmmerman who conducts the pharmacy at Main avenue and Jefferson street, published an advertisement in one of the local papers announcing his withdrawal from the Passaic Association of Retail Druggists and giving a list of patent medicines and toilet requisites at cut rates. In a statement over his signature Stemmmerman says he "had to, at least he thought he had to," join the Association of Retail Druggists.

Saturday, Oct. 5, the druggists of Passaic and some in Rutherford, Carlstadt and Lodi published a full page advertisement in the same paper, refuting the statements made by Druggist Stemmmerman and stating that he, Stemmmerman, was one of the first advocates of higher prices and was the first to sign the constitution of the Passaic Retail Druggists' Association. Each side has had several advertisements in the paper since October 4, and it is not known what the outcome of the cut rate war will be.

The druggists of Passaic and vicinity composing the Passaic Retail Druggists Association have threatened to open a store near the Stemmmerman pharmacy and undersell the latter in everything; if the cutting is not soon discontinued. Meetings of the druggists have been held and it is thought some action will be taken in the case at once.

JOHN F. NEILL, who for several years past had kept a botanic drug store at 19 Union street, Boston, died from the effects of apoplexy with which he was stricken Oct. 7, while on his way to an electric car that was to convey him to the South station. At no time during the day did he complain of feeling ill, which made his death all the more unexpected.

The deceased was born in Boston and was educated in the Boston schools. While a boy he entered the employ of B. W. Conant & Co., a firm that was burned out in the fire of 1872, and afterward located in Haymarket Square. From there Mr. Neill entered the botanic drug store of Cheney, Myrick & Hobbs, in Union street, with which concern he was identified for twenty-one years as partner, the style of the house being Cheney & Neill. In December, 1893, he withdrew from the firm and opened for himself a botanic drug store at No. 19 Union street, where he continued until his death. His business relations extended all over the United States. In Freemasonry and Odd Fellowship he was best known, and he was a member and past master of many chapters and lodges. He leaves a wife, a mother, four brothers and four sisters. The funeral was held from the Mt. Vernon Church, corner of Beacon street and Massachusetts avenue, and was largely attended by members of the drug trade.

BOOK REVIEWS.

MANUAL OF CHEMISTRY. A guide to lectures and laboratory work for beginners in Chemistry, specially adapted for students of medicine, pharmacy and dentistry. By W. Simon, Ph. D., M. D., Professor of Chemistry in the College of Physicians and Surgeons of Baltimore, in the Maryland College of Pharmacy, and in the Baltimore College of Dental Surgery. Seventh edition. Thoroughly revised and much enlarged. In one octavo volume of 613 pages with 66 engravings, one colored spectra plate and 3 colored plates representing 64 of the most important chemical reactions. Cloth, \$3.00, net. Lea Brothers & Co., Philadelphia and New York, 1901.

The appearance of another edition of this text-book of chemistry is evidence of a continued demand which, in itself, is sufficient testimony to the excellence of the work. The science of chemistry now covers such a vast field and is separated into so many highly specialized branches that to one desiring a general view of the subject a comprehensive treatise is almost necessary. To obtain a comprehensive view requires also sufficient consideration of the allied sciences to render the phenomena described in a purely chemical treatise understood. In the seven parts contained in this volume, the author has endeavored to furnish the student in a concise form a clear presentation of the science including as much of the matter as is necessary for a fair understanding of the subject, care being taken to place in the foreground all facts and data which are of direct interest to the physician, pharmacist and dentist, and to exclude those portions which are to them of only limited interest. The first and second parts contain a brief discussion of the physical properties of matter which are involved in the operations and reactions of chemistry, and a presentation of the principles of the science. In the third and fourth parts the student finds descriptions of the properties of the substances found in inorganic nature. The fifth part treats of the reactions and the methods employed in chemical analysis, while in the sixth division the compounds of carbon are briefly discussed. In the last part some of the facts of physiological chemistry are given, special care being taken to describe the most modern methods for chemical investigation in clinical diagnosis.

The book fully sustains the reputation gained by previous editions of this work. It contains considerable new material and presents an attractive appearance. The colored plates add to the beauty of the volume, but their value to the student of chemistry may be doubted, for the art of reproducing colors has not yet reached that degree of perfection which would be necessary to reproduce the delicate shades obtained in the operations of the laboratory. These colors are useful to the student only in the laboratory where they can also be studied to the best advantage.

A HANDBOOK OF MATERIA MEDICA, PHARMACY AND THERAPEUTICS. by Sam'l O. S. Potter, formerly Professor of the Principles and Practice of Medicine in the Cooper Medical College of San Francisco, author of the "Quiz-Compend of Anatomy and Materia Medica," An Index of Comparative Therapeutics," several articles in Foster's "Practical Therapeutics," and "Speech and Its Defects," late Major and Brigade-Surgeon of Volunteers U. S. Army. Eighth edition, revised and enlarged; 350 pages octavo; cloth, \$5.00; sheep, \$6.00. Philadelphia, P. Blakiston's Son & Co.

This work is so well known and has been so frequently reviewed that an extended notice of this eighth edition is unnecessary. The revision was commenced in Manila, Philippine Islands, while the author was serving as Attending Surgeon at the Headquarters of the Department of the Pacific and Eight Army Corps. The present edition contains material gathered from the writer's experience in active professional practice in a tropical climate, among soldiers and civilians, men, women and children, during the period of nearly two years' duration. Besides this new matter, the section on Materia Medica contains twelve articles which have been rewritten and thirty-eight articles which are newly inserted.

SOLUTION OF VALERIANATE OF AMMONIA.—The following formula for the preparation of this solution is recommended by Perrens (Nouveaux Remèdes):

Distilled water	475 grams.
Valerianic acid	15 grams.
Ammonium carbonate, q. s., about .....	.....
.....	15 to 20 grams.
Alcoholic extract of valerian	10 grams.

Dissolve the valerianic acid in 300 grams of the water, no attention being paid to the oily drops which appear on the surface; these quickly disappear when the next ingredient is added. Then add the ammonium carbonate in lumps; these cause an effervescence. When the liquid becomes quiet and enough ammonium carbonate has been added to render the solution neutral to test paper, filter rapidly, leaving the undissolved lumps of ammonium carbonate upon the filter. Dissolve the extract of valerian in the remainder of the water, mix with the solution previously formed and filter again.

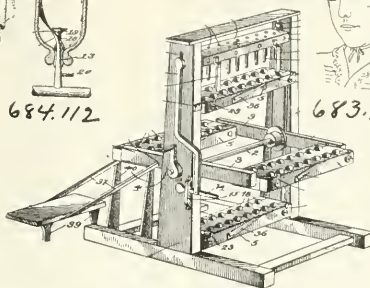
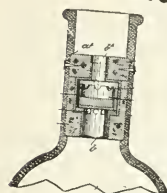
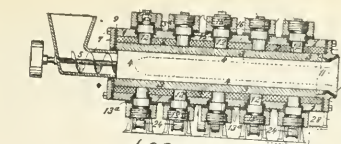
SOLUTION FOR PRESERVING ANATOMICAL SPECIMENS.—In the preparation of anatomical specimens M. R. Blondel (Nouveaux Remèdes) employs three solutions, immersing the fresh specimen successively in a solution the formula for which is given below, 80 per cent. alcohol, and, finally, in a solution of sodium acetate (3 to 100). The specimen is first placed in about five times its volume of the following solution:

Water	4,000 parts.
Formol	200 parts.
Carlsbad salt	500 parts.
The Carlsbad salt employed by Pick is either the natural salt or an artificial product of the following composition:	
Sodium sulphate	44 parts.
Potassium sulphate	2 parts.
Sodium chloride	18 parts.
Sodium bicarbonate	33 parts.

THE FUNCTION OF OXYDASE IN THE PREPARATION OF COMMERCIAL TEA.—Fresh tea leaves retain, according to R. Aso (Bull. Coll. Agric., Tokio Imp. Univ., 1901) their green color if steamed after gathering, while they turn brown if partially dried in the sun. The development of the dark coloring material appeared to the author to be the result of the action of an oxidizing enzyme upon the coloring matter of the leaves. To determine this question the author carried on a series of experiments, from which he draws the following conclusions: The black color of commercial tea is developed by the action of oxydase upon the tannin. The color of green tea is green because this enzyme has been destroyed in an early operation in the preparation of the leaves. In the final preparation black tea also loses this oxidizing enzyme. In tea leaves occur protids, which contain iron and manganese.

The Record.

The advertisement of the New York Surgical Appliance Co., in this issue should be of interest to druggists. In offering the Record Vaporizer the Company believe they have a perfect instrument, and one which uses the solution to the last drop, an advantage over any other vaporizer on the market. Mr. I. Lundquist, the inventor, is a specialist in surgical appliances, and after practical tests of the various vaporizers on the market, invented one which he claims combines the good qualities and eliminates the objectionable features of all others. The fact that physicians are prescribing the Record Vaporizer indicates the merit of the instrument. The New York Surgical Appliance Co., offer very liberal terms to druggists who will push the sale of the Record. By producing the vaporizers in large quantities, they are able to reduce the price and place the article within the reach of all who suffer from any affection of the respiratory organs. The fact that this article will give entire satisfaction to customers and also pay the druggist a large profit, should be sufficient inducement to druggists to write for complete particulars to the New York Surgical Appliance Co., 1244 Broadway, New York.



PATENTS.

Issued October 8, 1901.

- 683,962.—Hudson Maxlin, New York, N. Y. Method of making calcium carbide.
 683,971.—William J. H. McGurn, Syracuse, N. Y., assignor of one-half to Duane Howard, same place. Non-Refillable bottle.
 683,989.—Abraham S. Roos, Kingston, N. Y. Non-Refillable bottle.
 683,991.—Stella Rowe, Cincinnati, Ohio. Water-bag for the head.
 683,994.—Gustav Schirmer, Chicago, Ill. Medicament-Applicator.
 684,112.—Leonard M. Sears, South Omaha, Nebr. Bottle washer and rinser.
 684,137.—Samuel L. Troupe, Philadelphia, Pa., assignor of one-half to Harry Hewes, Darby, Pa. Bottle-filling machine.
 684,263.—Wallace S. Judd, Cleveland, Ohio, assignor to the Avery Stamping Company, same place. Soda-water tank.

DESIGNS.

- 35,165.—Walter H. Williams, Detroit, Mich. Bottle.
 35,166.—Oscar M. Wolff, Chicago, Ill. Bottle.
 35,167.—Homer Worden, New York, N. Y. Bottle-Case.

TRADE-MARKS.

Registered October 8, 1901.

- 37,178.—Certain Named Medicine. Sure Mfg. Co., Duluth, Minn. The word "Sweaturo".
 37,179.—Throat and Lung Medicines. Thomas F. Harrington, Indianapolis, Ind. The word "Cimona".
 37,180.—Remedy for Rheumatism. Boleslaus Zaleski, Chicago, Ill. The word "Mermal" and the representation of a mermaid.
 37,181.—Remedies for Eczema and Kindred Diseases. Zema-Cura Company, Newcastle, Pa. The word "Cutazema".

LABELS.

Registered Oct. 1, 1901.

- 8,708.—Title: "Hixson's X-Ray Oil." (For a Medicinal Oil.) Benjamin E. Hixson, Kansas City, Mo. Filed June 10, 1901.
 8,709.—Title: "Shields Malaria Tablets." (For a medicine.) Edward Shields, Chicago, Ill. Filed September 3, 1901.
 8,710.—Title: "Cole's Laxative Liver Pills." (For Medicine.) J. W. Cole & Co., Black River Falls, Wis. Filed September 3, 1901.
 8,711.—Title: "Lanikol." (For an Ointment.) The Lanikol Chemical Company, Milwaukee, Wis. Filed September 3, 1901.
 8,712.—Title: "Uncle Humphrey's Salve." (For Salve.) Albert A. Huseman, Cincinnati, Ohio. Filed September 10, 1901.
 8,713.—Title: "Mlle. Jewell's Beautifier." (For a Toilet Preparation.) Nellie L. Jewell, Olean, N. Y. Filed July 22, 1901.
 8,714.—Title: "Mosquito Soap." (For Soap.) Mortimer Soap Co., Woodcliff, N. J. Filed September 3, 1901.
 8,718.—Title: "Shelbyville Lithia Water Co., Hamilton Well." (For Mineral Water.) Shelbyville Lithia Water Co., Shelbyville, Ind. Filed August 24, 1901.

Registered October 8, 1901.

- 8,721.—Title: "Secord's Menthol Tooth Powder." (For Tooth-Powder.) Frederick R. L. Secord, New York, N. Y. Filed September 11, 1901.
 8,723.—Title: "Dental Chewing Gum." (For Chewing-Gum.) A. J. Bradford and W. P. Murray, Cincinnati, Ohio. Filed September 13, 1901.

An Old Firm Under New Management.

The Roworth Manufacturing Co., manufacturers of Medicated Confectionery, 85 Malden Lane, N. Y., announce an entire change in the management, Mr. J. G. Roworth, Jr., having severed his connection with the company. The new management assures the trade that they will give careful and prompt attention to orders, and that samples and prices will be carefully furnished direct or through the jobber.

Of Interest To Druggists.

The Empire State Drug Co., of Buffalo, N. Y., advise us that any druggist who carries a line of proprietary preparations of his own will learn something very much to his advantage by addressing them. They hope that this notice to all enterprising druggists will bring many inquiries.

ALEXANDER

always had a reputation as a fighter. He licked all the boys in his class at the kindergarten, tried a go with the teacher who attempted physical argument against his strenuous ways, and won the feather weight belt before he graduated from the fine arts course at Chicago University. He made so much reputation that the government made him an offer of so much down and a share of the loot if he would undertake to give the rest of the earth a much needed dressing down. He closed with the deal, interested a few other bruisers in the lay and the job was done before the government had the first payment ready. Al then attached the principal office at the Capital, raised the salaries of all the court stenographers and acquired a greater and more lasting popularity than the "Herd of Manila Bay" ever thought of. When he had attained all the fame in sight he went for a battle with the people who were trying to signal him from Mars, and his hair apparent "Imperial" Nipple.

MARKET REPORT.

NEW YORK MARKET.

BUSINESS CONDITIONS SATISFACTORY.

New York, Oct. 15.—Business conditions continue satisfactory to dealers and the general outlook is considered favorable to a good Fall and Winter season, but fluctuations in prices during the past week are few in number and of no special significance, the market presenting very little in way of developments or new features of special interest.

OPIUM.—Advices from primary markets are not encouraging holders, and round lots on the spot are dull and neglected while in a jobbing way the movement is light and unimportant with quotations nominally unchanged at \$3.25@3.50 for 9 per cent and \$3.45@3.60 for 11 per cent as to quantity. Powdered remains quiet and easy at \$4.40@4.60 for 13 per cent, \$4.75@5.00 for granular and \$5.10@5.25 for 16 per cent.

MORPHINE.—Business in a jobbing way continues of fair average volume but there is no improvement in values and consumers wants are being supplied at prices on the old basis of \$2.20@2.40 for eighths, as to brand, less the usual rebate of 10c per oz on lots of 10-ozs or over.

QUININE.—The market is firmer in tone and the consuming demand is somewhat better with the outlook favorable to further improvement. The ruling quotations for moderate quantities are 28c@29c for bulk in 100-oz tins, 28c@29c in 50-oz tins, 29c@30c in 25-oz tins, and 35c@36c in ounces, according to brand.

GUARANA.—Values for second lots are higher owing to reduced stocks and stronger foreign markets and jobbing quotations have reacted to \$5@5c for whole and 95c@1.05 for powdered.

MENTHOL.—The market has worked into a better position and there are indications of further improvement in the near future, as most of the cheap lots in first hands have been taken up for consumption, jobbing quotations show an advance to \$4.60@4.80 per lb. but the ounce prices are unchanged at 35c@40c.

GAMBOGE.—Available supplies are steadily diminishing and the market shows increasing strength under the influence of corresponding conditions both in Europe and producing markets. Jobbers have further advanced their quotations to 70c@80c for pipe and 75c@85c for powdered.

CUBE BERRIES.—Slow trading and some pressure to sell on the part of large holders have resulted in an easier market and a reduction in jobbing quotations to 19c@24c for whole and 24c@26c for powdered, as to grade and quantity.

STROPHANTHUS SEED.—Cables received on Saturday last reported an advance of fully 25 per cent in values abroad and the spot market is correspondingly firmer with jobbing quotations marked up in price to \$1.50@1.75 per lb. and 15c@18c per oz, according to quality and size of order.

OIL WORMWOOD.—With stocks light both here and at producing points, holders are firmer in their views and quotations in a jobbing way have been advanced to \$6.50@6.75 for prime and \$5.75@6.00 for good.

THYMOL.—The tone of the market is easier owing to competition among importers and jobbing parcels are available at \$3.55@3.75. On the other hand late advices are to the effect that foreign markets show a hardening tendency.

F. S. Wright and F. A. Sherwood have retired from the Swedish Asthma Cure Co., Buffalo, and have sold their interest in that Company to A. Thomas Hart, who will conduct the business under the name of Hart's Swedish Asthma Cure Co., at the old address. Mr. Hart, the proprietor of the new Company, announces that all bills of the old concern will be paid by him.

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Druggists who sell cigars should not fail to take advantage of the special offer of Charles Jacobs & Co., who will send with the first order for 1,000 Havana Specials 100 cigars free for distribution as samples. Havana Specials are sold on approval, to be returned at the manufacturer's expense if not found to be absolutely the best 5 cent cigar ever sold to the trade at so low a price. Druggists who prefer to order less than 1,000 may order in any quantity they desire. Express charges will be prepaid by the manufacturers on first shipment. Samples sent free to any responsible dealer on application to Chas. Jacobs & Co., 358 E. 78th St., New York.

Jenkins Bros., the manufacturers of the well known preparation, "Aunt Hannah's Death Drops," are introducing a new hair tonic, which they call "Aunt Hannah's Hair Tonic," and in which they will maintain the same standard of excellence as in their Death Drops. The Tonic is put up neatly in 12 oz. bottles, and pays the druggist a profit which makes it to his interest to carry it in stock. For counter advertising, literature, etc., address Jenkins Bros., 250 Pulaski street, Brooklyn, N. Y.

The drug store is the place to which people naturally look for elastic stockings and kindred surgical appliances. One of the best lines of elastic stockings on the market is that made by the Surgical Fabric Co., 528 N. 10th St., Philadelphia, Pa., and it will prove to the advantage of all druggists to send for this company's descriptive price list which will be mailed free on application.

The Pharmaceutical Era.

EVERY THURSDAY.

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THE MEETING OF THE NATIONAL WHOLESALE DRUGGISTS' ASSOCIATION.

The twenty-seventh annual meeting of the National Wholesale Druggists' Association, held during the past week at Old Point Comfort, Va., is reported on another page of the present issue. The meeting was eminently satisfactory, and was marked throughout by a spirit of mutual confidence and good will. Nothing occurred to mar the harmony of the assemblage, the most closely contested measure being that related to the selection of the place of meeting for the next convention. The members were practically unanimous in expressing their determination to uphold the principles and methods which have proved satisfactory in the past. The work of the various committees was approved, especial satisfaction with the results of the efforts of those active in obtaining the repeal of oppressive laws being expressed. In accordance with a custom which is, happily, becoming general in meetings of this character, a large proportion of the time and attention was devoted to social entertainment. The members of the N. W. D. A. know how to have a good time, and this year all things seemed to work together to make this feature of the convention unusually successful. The importance of the social side of these meetings can scarcely be overestimated. As one member remarked, "It is easy to do business with a man whose hand you shake in a social way at least once a year." Distrust and lack of confidence in the good-will of others are the natural results of compe-

tion, and in the removal of these obstacles to co-operation social entertainments are far more effective than any set resolutions that might be adopted by an assembled body.

Among various recommendations made by the Board of Control, in reviewing the committee reports, is one of peculiar interest, as it is in complete accord with a policy which the Era has long advocated. This recommendation is to the effect that all possible encouragement be extended to those colleges of pharmacy which include in their course comprehensive instruction in commercial work. The recognition of the value of business courses shows plainly the trend of the current of opinion among the pharmaceutical public. Pharmacy is no longer considered as purely a profession, but as partaking more and more of the nature of a commercial pursuit. The pharmacist of to-day employs his knowledge of business details quite as frequently as that which bears more directly upon the science of drugs, and it does not appear reasonable that in preparation for this calling the student should be carefully instructed in one department of his calling while the other is entirely neglected. The druggist is compelled to compete with merchants in various other branches of trade, and needs a knowledge of the tricks of trade quite as much as the training which enables him to prepare and dispense medicines with safety to the public.

Some of the remarks made at the meeting of the National Wholesale Druggists' Association are worthy of comment, as probably expressing pretty accurately the sentiment toward the work of the N. A. R. D. of a large proportion of the wholesale trade. One speaker said that the tripartite plan was adopted at the request of the retailers, and primarily for the benefit of the retailers. Another expressed the hope that the retailers would apply the discipline that the wholesalers were powerless to enforce. He declared that the retailers hold the club, and he was glad that they propose to wield it, adding that the sincere wholesaler would stand by them. Another speaker emphasized the fact that the remedy for the practice of cutting lies in the hands of the retailers, saying that the solution of the whole matter lay in co-operation, not in the application of force, nor in legal statute. In other words, the retailer must furnish the force in a battle which is essentially his own. If the jobber fails to live up to his agreements, the retailers can quickly bring him to time by withholding their patronage. But this remedy can be effective only when there is unity of action. The merchant may view with

equanimity the loss of five or ten per cent. of his customers, but when the larger proportion of his trade goes elsewhere he will be sufficiently interested to consent to make a few changes in his methods.

RESULTS OF THE BUFFALO MEETING OF THE N. A. R. D.

In many ways the results obtained at the meeting of the N. A. R. D., during the past week, are disappointing. Hopes were entertained that some definite action would be taken to insure a uniform scheme of procedure in combating the practice of price cutting in all sections of the country. On the whole, undoubted progress has been made, and with definite action upon necessary modifications in the methods in force the prospects for still greater progress seemed bright.

The methods employed by the Association failed to hold the confidence of the members in a large section of the country, consequently neither the old plan nor the one newly proposed received the solid support of the entire convention. The work as outlined for the coming year is, therefore, again of an experimental character, and no united action in accordance with a permanent plan is possible. The work which the Association has undertaken—the reform of the cut-rate evil—is one of extreme difficulty, and in the nature of things complete success should not be expected at once. The interests involved are extremely diverse, and are often apparently conflicting in character. The difficulty of obtaining sincere support from every member of the trade is, therefore, very great. Modern business methods are essentially selfish; hence, a refusal to believe that what is good for the whole is also good for the individual is not surprising. Competition means success at the expense of others, and the life of one enterprise often involves the death of another. Any attempt to modify competition must meet the resistance of long established business habits.

Under these circumstances progress must be slow, methods must be tried and adjusted to varying conditions. In a matter which promises so much to the retailer there can be no lack of interest. After the trade at large is once convinced that the desired results are possible. It could hardly be expected that every one would see the superiority of any one plan at once, many of the details requiring a long process of development before they can become generally acceptable. Many of the difficulties can be overcome by the conqueror of all evils—patience.

The tendency to divide into factions representing different sections of the country is one of grave danger to the continued usefulness of the Association, and the attitude of some members in taking a purely local or sectional view of the merits of the work accomplished is to be deplored. No method can produce the same results in all sections of the country. There must be sincere endeavor to advance the interests of all, without regard to sectional feeling, or the body must split up into numerous factions, which can accomplish nothing. It has been charged that certain persons sought to manipulate the conduct of affairs in their own interests, and resorted to sharp practice and political trickery to further private schemes.

Nothing can be more fatal to the Association than an occurrence of this kind. Distrust is all too common as it is, and the appearance of trickery or jobbery would quickly destroy the mutual confidence upon which the life of the N. A. R. D. depends.

ANOTHER VIEW OF VACATIONS.

The writer of an article entitled "Vacation," in last week's issue of the Era, argues that the annual outing, which is now a recognized perquisite of every employe, is an unmixed blessing resulting in substantial benefits to all concerned. No doubt the few days of freedom which the average drug clerk is able to obtain during the summer does him good and usually pays his employer as well, but in many quarters there is a tendency to overwork the vacation doctrine. The demand for an outing from those who keep the machinery of a store in operation usually comes in the busiest season of the year, when it is most difficult to fill the places left vacant. The work which the clerk leaves behind must be done by some one, and is usually added to the burden of his fellow worker. The vacation of a drug clerk is often anything but a vacation for his fellow clerks and employer. In stores where the force is nicely adjusted to the work to be done, this extra work during the hot season is a great hardship, and, when continued too long, is a heavy price to pay for an outing. In the average drug store it is usually the employer who suffers; he is, unfortunately, seldom able to do just as he pleases, and too frequently goes without his vacation entirely. We know of pharmacists who work along from year to year without a break, although as clerks they formerly insisted as loudly as any one upon the benefits of a vacation. The clerk should remember that for his pleasure some one must "pay the freight," and be moderate in his demands.

A curious case of poisoning is reported in one of our foreign exchanges. It seems that among our friends in the German empire the practical joker is still allowed to perform his cheerful pranks unmolested. Indeed this form of pleasantry is so highly esteemed that the variety of fiend in question is even supplied with apparatus to aid him in the discomfiture of his fellowmen. Little bulbs filled with ammonium sulphide, known by the suggestive name of "stink-bomben," are a regular article of commerce. These are apparently employed for the purpose of producing a highly interesting odor in social gatherings and other assemblies. Recently a young man appeared at one of the hospitals suffering from an injured tongue and excoriated mouth. The history of the case showed that he had found one of these little bulbs, and had undertaken to absorb its contents, under the impression that the liquid it contained was castor oil, and apparently being unwilling that good material should go to waste. Fortunately, the "fool-killer" happened to be off duty.

CORDIA EXELSA contains a crystalline substance which has been studied by Dr. H. Thoms (Apot. Zeit.). The material was sent to the author by T. Peckolt from Rio de Janeiro, under the name cordianin. The body was found to be identical with allantoin in every respect.

OUR LETTER BOX.

We wish it distinctly understood that this department is open to everybody for the discussion of any subject of interest to the drug trade, but that we accept no responsibility for the views and opinions expressed by contributors.

Please be brief and always sign your name.

LIQUOR LAWS OF MASSACHUSETTS.

To the Editor—In the last issue of the Era is a classification of the liquor laws of the different states, as they apply to druggists.

Your authority from Massachusetts has not made the case exactly clear. In this state, Massachusetts, certificates—after careful examinations are made by the State Board of Pharmacy—are given to the applicant, certifying that, in their opinion, the bearer is a competent person to receive a sixth-class liquor license.

This application comes to the Selectmen and Aldermen of the city for their consideration. In this State we have local option, the question coming before the voters yearly, in December, "Shall licenses be issued to sell intoxicating liquors in this town for the ensuing year? Yes or no?" By act of the Legislature cities that vote "No" shall grant one or more licenses to druggists to sell liquor. There is no penalty for not doing it, therefore, fully one-half of the cities and four-fifths of the towns vote "No." Then the druggists apply, and between the temperance people on one side, who want no liquor sold, and the liquor element on the other, who wish to make the vote obnoxious so that they may get a "Yes" vote next year—between these two—the druggists gets left every time, and he is turned down.

We are not allowed to fill prescriptions calling for any fermented liquors—whisky, brandy or wine—nor can we fill one unless the liquor is so covered or disguised as not to be used as a beverage. Any violation of this means \$50 to \$100; second offence, House of Correction three months. Alcohol can be sold without a license merely by signing the book, and unlimited quantities of this so-called "Split" are drunk in non-licensed towns and cities.

Henry C. Hall.

Waltham, Mass., October 14, 1901.

VALUE OF COMMERCIAL COURSES OF STUDY.

To the Editor—I wish to thank you for your editorial on page 442 of the October 17 issue of the Era on the "Value of Commercial Courses of Study." Every sensible person recognizes that a course on commercial training in a college of pharmacy is simply for the purpose of "rounding out" a pharmaceutical education. Inasmuch as a pharmacist is compelled to earn his living by conducting a business, it is just as much the legitimate purpose of a college to make him acquainted with business forms, simple book-keeping, the use of checks, promissory notes, and to teach him to write legibly, etc., as it is to train him in the proper use of the mortar and pestle, the pill-tille, graduate and spatula. No institution in the world can confer upon its graduates brains or innate ability, but they can take these brains and fit them, by education, for the practical duties of life. You have expressed these ideas admirably. Very truly yours,

Joseph P. Remington.

Philadelphia, October 18, 1901.

RUSSIAN ADULTERATION OF TEA.—The leaves of the Caucasian cranberry are employed in Russia for the adulteration of tea. These leaves have been investigated by B. Lorenz (Annot. Zeit.), who finds that they contain traces of arbutin and more than 8 per cent. of tannin. The leaves are best distinguished by their club-shaped trichomes and the form of the epidermal cells.

SHOP TALK.

Recipe 662

dloc ruoy eruc lliw

dna

hguoc taht pots

lliw ew ro

yenom ruoy dnufer

Such was the sign which appeared one day this week on a big blackboard across from Lorning's drug store, corner of Hancock and Beach streets, Wollaston, Mass. It is the most traversed thoroughfare in the town, therefore hundreds of townspeople were puzzled to make out what the sign meant. All of the Latin scholars were appealed to for an explanation of the writing, but the students of this historic language were as much at a loss as any of their less learned friends. In fact, it was about as much of a puzzle as was the writing on the wall in the Bible story, and the "Daniel" who could explain the meaning of these words was found across the street in the drug store, in the person of Charles Winkelmann. "What does it mean, Charlie?" they would ask. And Charlie would answer: "It means just what it says, that Recipe 662 will cure your cold and stop that cough or else we will refund your money, which you would see much easier if you went to a Chinese school and learned to read backwards, instead of forwards." It has proven a most effective advertisement.

* * *

A rather unique method of attracting the attention of passers-by was used by a down-town druggist last week. A well-worn glove was attached to a large display card, and below it was printed: "Glove worn by Mr. Hink Casey. We do not know who Mr. Hink Casey is, but we do know that Blank's witch hazel soap is awfully cheap, at — cents a box." Around the card the soap advertised was displayed in large quantities. The scheme had the desired effect, almost every passer-by stopping to see the novel display. The proprietors of the store seemed to be highly gratified with the results of the advertisement, and asserted that several gross of the soap had been sold since the card had been displayed.

* * *

A well-known druggist of St. Paul, Minn., notes one little point about making emulsions that many drug men—especially amateurs—are not "on to." One new in the business, when he attempts to make an emulsion of acacia, is liable to put the water into the mortar first. In consequence he wastes a great deal of valuable time unnecessarily. Experience teaches him to use a dry mortar, putting in the acacia and adding water gradually, afterward slowly adding the oil that is to be emulsified.

* * *

A well-known retail drug firm in lower New York has a rather fetching window display, which attracts a lot of well-merited notice from passers-by. The display is made up of varying sizes of blue and white colored dummy cartons of a proprietary article, and arranged so as to make a fair and recognizable representation of Brooklyn Bridge. The cartons are so placed as to make the labels easily read by the public, who are attracted by the very pretty color scheme. It is a display, costing little, that cannot do else than draw.

NEW ISSUE OF THE SWISS PHARMACOPŒIA.—The latest publication of the Permanent Pharmacopœial Commission contains forty-four articles, among which are fourteen new additions. Of the latter eight are chemical preparations: Acid Sulphuric Crud.; Aethylum chloratum; Bismut. Subgallic oxydatis; Bromoform; Ferr. sesquichlorat. crystallis; Morphin. Aethylate. hydrochloric.; Natr. theobrominum cum Natrio salicylico; Natr. carbonic. sicc.;—four vegetable raw materials—Gossypium, Gutta Percha. Sem. Arecae, Sem. Colae—and two galenic preparations: Calcaria chlorata in cubis, and Vin. camphorat.

ERA COURSE IN PHARMACY.

Graduates for September, 1901.

Matriculation Number.	Grade on Final Examination.	Per cent.
2875 J. R. Betts, Randleman, N. C.		95
2711 F. J. Bohnslar, La Grange, Texas.		90
2839 Gustave A. Larson, Negaunee, Mich.		95
2548 M. L. G. Schwartz, Nelson Ave., Rensselaer, N. Y.		96
2551 Sister Anna de Sales, St. Joseph's Hospital, Paterson, N. J.		96
2681 Herman L. Becker, 506 Gratiot Ave., Detroit, Mich.		95
2649 John L. Plaisted, South Berwick, Me.		95
2567 Henry A. Pendleton, Stonington, Conn.		96
2660 Joseph H. Lockwood, 37 Sherwood Pl., Greenwich, Conn.		85
2518 James I. Maggio, 5th and Garden Sts., Hoboken, N. J.		95
2536 Frank Grubb, 413 Nicholson St., Richmond, Va.		75
2523 W. A. Stewart, Steubenville, O.		96
2665 Frederick Schwab, Yorktown, Texas.		96
2587 Stephen H. Wahmhoff, Delphos, O.		96
2645 Otto Strock, York, Pa.		96
2847 J. R. Johnson, Jr., Apalachicola, Fla.		95
2600 E. L. Nichols, South Windham, Mass.		96
2748 Andrew Jolley, Stippville, Kas.		99
2806 Frank Rohlfing, Alma, Mo.		96
2564 J. H. S. Moore, Fountain Inn, S. C.		90
2798 H. C. Hawley, Webber, Kan.		92
2521 Charles S. Lewis, Elm St., Quincy, Ill.		96
2777 Carlton R. Croff, Carthage, N. Y.		90
2654 F. R. Ingraham, Amsterdam, N. Y.		90
2691 W. C. Buchanan, Arrington, Tenn.		98
2800 Arthur Watters, 119 Main St., Lancaster, O.		96
2507 Sister Rosalie, Troy Hospital, Troy, N. Y.		96
2522 Napoleon Bisson, Waterville, Me.		96
2669 R. C. Clark, Balb Knob, Ark.		93
2612 J. I. Malec, Madison, Wis.		90
2689 De Votie Morris, Hartford, Ala.		95
2607 John J. Relliey, Harrison, Va.		96
2714 Lewis H. Sprague, 926 N. Caroline St., Baltimore, Md.		95

The above graduates will receive diplomas within a short time. A large and very handsome engraved diploma, printed on fine paper, with the graduates name engraved, especially suited for framing, will be furnished to all who request it for the sum of \$2.00. Those who desire the latter should forward the necessary fee at once, to The Pharmaceutical Era.

THE LIFE OF LAVOISIER.*

Those who only think of his tragic end may look upon Lavoisier as an unhappy man. But those who have read the remarkable "Life of Lavoisier" written by Grimaux some few years ago will be aware that his lot was cast in pleasant places until the final tragedy set in. The book is the more remarkable as the sources of original information on the subject are few—the short biographies of Lalande, Fourcroy, and Cuvier, and the papers of the great chemist which Mme. Leon de Chazelles inherited from her great-aunt, Mme. Lavoisier.

Lavoisier was the only son of Jean Antoine Lavoisier, Procureur of the Parliament of Paris (Born in 1783), and of his wife, nee Emilie Punctis, whom he married in 1742. Lavoisier was born on August 26, 1743, in the Cul-de sac Pecquet, in the heart of Paris, and baptized the same day at St. Merri's Church, being named Laurent after his great-uncle, Messire Laurent Warocquier, who was in holy orders.

The future great chemist was left an orphan very early in life. His mother died in 1748, and he went to live with his father and sister at the house of his godmother, Mme. Punctis. He was brought up by

her unmarried daughter Constance, and went to the Mazarine College, Paris, as a day-boy.

At this time he had some idea of following his father's profession, and when he left school studied at the faculty of law and took his degree as Bachelor and Scientiate. He had, however, good masters in science he studied botany and made herborizing excursions with Bernard de Jussieu, learnt mineralogy and geology with Guettar, and attended the chemistry classes of Rouelle at the Jardin du Roi, where Diderot, Macquer, Buquet, Bayen and Darcet were among his fellow pupils.

This all-around education, this quiet home life—for Mme. Punctis was not fond of society, and his sister had died in 1780—naturally made Lavoisier a sober, studious young fellow. At 20 we find him making barometrical observation and geological excursions, and in fact the first communication he made to the Academy of Sciences in 1765 was on the different sorts of gypsum. In the same year he was a candidate for the Academy prize of 2,000 livres (equal to about \$80.) on the best method of lighting a large town. He did not gain the prize, but was awarded a gold medal, and his name appeared in the newspapers for the first time.

The year 1768 was a memorable one for Lavoisier. It was on June 5 that he first took his seat in the Academy of Sciences, and the same year he entered the offices of the Ferme Generale—the fatal decision which cost him his life. His duties required him to visit the Custom-houses, tobacco-factories, etc., and while on a journey of the kind we find him in 1769 visiting the field of battle of Fontenoy, where the Duke of Cumberland had been defeated by the French when Lavoisier was 2 years old—not that this patriotic excursion meant any dislike to the English, as we shall see later on.

His marriage took place on December 16, 1771, at the chapel of the Hotel du Controle Generale de Finance, rue des Petits Champs. His wife was a Mlle. Marie Anne Pierrette Paulze. She was 14 years of age and he was 28.

They lived at the rue Neuve des Bon Enfants till 1775. Then when his father died, and Lavoisier was named Regisseur des Poudres, he went to live at the Arsenal, near the Bastille. Here he practically spent all the remainder of his life.

The curious difference in age between himself and his wife might seem to suggest an ill-assorted union, especially as Lavoisier's education had probably given him a somewhat serious view of life; while Arthur Young tells us that Mme. Lavoisier was lively and animated, and the way in which she treated her unfortunate second husband, Count Rumford, would suggest that she was a person of strong will and high-spirit.

Lavoisier's life was a busy one. He could only write in his laboratory from 6 to 9 a. m., and 7 to 10 p. m., the Ferme Generale, the Regiesdes Poudres, and the Academy of Science filled up the rest. But one day a week was consecrated to experiments.

The house was the rendezvous of English as well as French savants. Here Priestley came in October, 1774. The English Tennant, still young and unknown, Watt, and others. Among his French friends distinguished in science were Cadet de Gassicourt, Darcet, Buquet, Macquer, Monge, Laplace, the Duc de la Rochefoucauld, and the Duc d'Ayen.

The life-work of the savant took an active part in the laboratory experiments, writing under her husband's dictation. She was a clever artist, and drew the illustrations for the "Treatise of Chemistry" which Lavoisier published in 1789.

Nor did she neglect the duties of hospitality, but charmed her husband's friends by her cordiality; then her knowledge of English stood her in good stead. Arthur Young tells us that when he visited Paris in 1787 (October) Mme. Lavoisier had prepared "an English breakfast, with tea and coffee," but the best part of the meal was undoubtedly her conversation on Kirwan's Essay on Phlogistics (which she was then translating) and other subjects. When he visited

*Chemist and Druggist.

the laboratory Young much admired Lavoisier's apparatus, the machine for the synthesis of air and water, etc. Lavoisier pointed out that all was of French make, and that he was happy to have encouraged the development in France of this industry, hitherto specially English.

In his rare leisure he was very fond of music, nor did he disdain an occasional visit to the theatre. He doubtless felt the necessity of country air, and bought the Chateau and domain of Frechines (half-way between Blois and Vendôme) in 1787. It is not our intention to trace his glorious scientific career at this epoch. He was honored by all, even by the King himself. In 1785, for instance, he was at the Palace of Versailles, and presented Fourcroy to the King, Queen, Ministers, Dauphin, Comte d'Artois (Charles X); it was the habit then to present the new members of the Academy of Sciences to the Royal family. Afterwards there was a dinner at the Baron de Breteuil's. The dinner was at 3 p. m., we notice.

The Revolutionary tragedy now approaches. In 1790 (April) Lavoisier was named a member of the Assembly of Representatives of Commerce; Demachy and Quinquet, the pharmacists, were his colleagues in that body. Lavoisier and Quinquet jointly studied the means to prevent the rusting of musket-barrels.

Towards the end of 1791 he was named treasurer of the Academy of Sciences. In April, 1792, Fourcroy proposed to strike off the list of members all those known as guilty of incivisme—in fact, to democratize the Academy. Although all the nobles at this time had fled, the proposition was disputed. Finally it was decided to leave the matter in the hands of the Minister of State.

The efforts of the Academy in general, and Lavoisier in particular to avoid the suppression of the Academy by the study of the metric system and other services, hardly form a portion of the savant's private life, and it is not our intention here to review his public career.

In 1792 he had left the Arsenal to live in the Boulevard de la Madeleine. Here he was arrested in November, 1793, and the scellés opposes both at Paris and Frechines. The seats were taken off twice at Paris once to allow Fourcroy and Guyton de Moreau to obtain the papers, etc., relative to weights and measures (metric), and a second time to allow Mme. Lavoisier to obtain some MSS. to be printed.

Lavoisier was imprisoned on November 28 at the Port Libre Prison and was removed on December 29, 1793, to the Hotel des Fermes, Rue Grenelle St. Honore, then transformed into a prison. One day early in May, 1794, he was one of a batch of prisoners who arrived at the Conciergerie, where some were placed in the dungeon formerly occupied by the ill-fated Marie Antoinette. There the trial began on May 6 at 1.30 p. m., and twenty-eight were condemned to death. They were conducted to the Place de la Revolution (now the Place de la Concorde), and Lavoisier was the fourth to be guillotined. Their remains were thrown into the cemetery of the Madeleine Church near by.

Mme. Lavoisier had done her best to save her husband, but in vain. She was herself arrested on June 14, and remained in prison till after the 9 Thermidor (fall of Robespierre).

Then she again claimed justice, and on April 17 obtained the restoration of her husband's effects—papers, laboratory utensils, and apparatus—and her other property.

LUPININ.—The crystalline alkaloid found in the seeds of the yellow lupine has recently been studied by Dr. R. Willstätter and E. Fourneau (Apot. Zeit.). Former investigators ascribe the formula $C_{20}H_{30}N_2O_2$ to this body. Studies of the boiling point and molecular weight of the alkaloid showed this formula to be erroneous, indicating $C_{20}H_{30}NO$ as the correct composition. This formula is also in harmony with the results of the study of the boiling points of a number of derivatives of the alkaloid. Lupinin was found to be a primary alcohol containing nitrogen, which forms a link in two closed carbon rings.

STUDY YOUR EMPLOYEES.

As a trade-increasing policy, the education and handling of the force of salespeople are of more importance than is generally accorded to them. The difference between the results from the work of satisfied, intelligent and enthusiastic salespeople and of those who perform their work in a perfunctory manner, and with little intelligence, is almost as marked as the difference between success and failure.

There are plenty of devices adopted by different managers to keep employees in good fettle. There need be no sacrifice of dignity, no relaxation of discipline, no surrender of privileges. All that is necessary is perfect fairness and good faith, together with a frank and genuine interest in the salespeople as men and women. Close association and interest in the welfare of employees do more toward binding them to employers' interests than an increase of pay can.

Employees should be encouraged to make studies of special topics, and be invited to speak upon them before their associates. It is not unlikely that a suggestion thus drawn out may net the store hundreds or even thousands of dollars. Many a salesman who appears to be a mere dummy may brighten into activity under the stimulating influence of appreciation and encouragement.

It is the successful merchant who most fully appreciates the value of his salespeople and shows broadminded ingenuity in his management of them. It pays to study your employees, and, having studied them, to apply the knowledge in a manner that will influence the right side of the profit and loss account.

You can get lots of friendly and very good advice from your employees if you will only cultivate the habit of getting from them what they have learned by contact with the customers. This really is the most accurate information which one can have from a business. It should be your ardent desire to find out as near as possible what the customer thinks of you and your goods. If you could get the confidence of your clerks, and every once in a while have a private conversation, you can likely get out of them a great deal of valuable information which will enable you to correct any bad points which your business may have, or which will point out to you how to improve your store service. Don't hold yourself so far above your employees that there is no unbending to come down to them, and be friendly enough for them to desire to tell you anything which is of advantage for the improvement of the store.

How to engage help so as to reap the largest results is a serious question. The question of how much shall a merchant pay, and to whom shall he pay it, disturbs the larger number of retailers. And it is right that this should be so. But how much shall we pay Smith and how much Jones? If your help numbers even four or five, this matter is worthy your best thought. You ought to engage your help on the competitive plan. You ought to watch closely for talent, and draw it out by placing responsibility on its shoulders. And that clerk who is shouldering responsibility should be paid more than the clerk whose work is to sweep, keep stock, or attend to the less important trade.

Then, again, there is the careless clerk you have to look out for, as he does not consider that little things cost much, and these little leaks lead to large ones; and it is these little leaks that cause so much trouble, and drain out all the profits. The store that will watch the little things, the little expenses, the things wasted here and there, and see that they are kept within bounds, will be very apt to save a great many dollars in the course of a year. Many clerks think very little of wasting a yard or two of twine, or a sheet or two of paper, in many unnecessary ways, when they might just as easily have saved that amount. They forget that while a yard or two of twine does not amount to much in itself, yet when repeated day after day by a great many clerks it soon amounts to a great many dollars.

So, after you have a clerk for a week or so, and



JAMES W. SEELEY, Detroit, Mich.,
Recently Elected President N. A. R. D.

you think he will not do, let him go, and do not keep him for months just because you have not the so-called "nerve" to let him out.

And one of the best and greatest things in the mercantile line is the clerk's hours. They are unlike any other business, as they are so long, and that is what disgusts some of the best clerks of the present age. So try and let them have at least two evenings off each week, as they enjoy pleasures as well as any one else, and they will work harder when they have work to do, because they know that their night is coming when they can have it all to themselves and can do as they please, and the merchant who gives his clerks the right hours and treats them well is the one that will prosper and be considered the right kind of a man for the town to support. And if you think this over yourself you will think the same as I do; that is, if you are inclined to think your clerks ought to have some recreation. And the time will come when they will have it.—Frederick A. Castenholz, in "Show Window."

QUESTION BOX.

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of the Era. Copies of these may be obtained at ten cents each.

Furniture Polish.

(J. S.) See this journal November 29, 1900, page 598. Here are some other formulas.

(1.) Dissolve 4 ounces of orange shellac in two pints of alcohol of 95 per cent. This will take from 24 to 36 hours if the liquid is kept in a warm place and frequently shaken. Add one pint of oil of turpentine and shake well. This will probably take up any

residue of undissolved shellac. Add two pints of boiled linseed oil, and mix well by agitation. When thoroughly mixed add 4 ounces of sulphuric ether and an equal amount of stronger water of ammonia, and agitate. Shake the bottle before using. It should be applied with a sponge and very lightly. The furniture should, of course, be washed and thoroughly dried before its use.

(2.) Yellow wax.....1 pound.
Yellow soap.....2 ounces.
Oil turpentine.....2 pints.
Boiling water.....2 pints.

Melt the soap and wax over a slow fire, add the turpentine, and lastly stir in the water until quite cold.

Here are three formulas for Polishing Pastes:

(1.) One ounce beeswax, $\frac{1}{4}$ ounce white wax, 1 ounce castile soap, 1 pint boiling water, $\frac{1}{2}$ pint turpentine, $\frac{1}{2}$ pint spirits of wine. Shred the wax and soap very thin; pour the boiling water upon the shavings and let it become cold; then pour on the turpentine and spirits of wine. Put a little on a cloth, rub it into the furniture, and then rub to a polished surface with a woolen cloth.

(2.) One ounce pearlsh, 8 ounces genuine beeswax, 8 ounces water. Put all the ingredients into an earthenware jar, and warm the mixture so that it becomes semi-fluid; then add sufficient water to bring it to the consistency of cream. Reduce the consistency by adding more water, and then spread it on the wood with a painter's brush; let it dry, and then polish with a hard brush or cloth.

(3.) Two quarts of soft water, 2 ounces soap, 8 ounces white wax in shavings, 1 ounce pearlsh. Boil the ingredients, except the pearlsh, which is added after; then dilute the compound with water. Put the composition on the furniture with a paint brush, and polish with a cloth or hard brush.

Artificial Vichy Water for Syphons.

(P. H. H.) An English formula is this one:

Sodium bicarbonate.....20 grains
Sodium chloride.....4 grains.
Potassium sulphate.....3 grains.
Calcium sulphate.....2½ grains.
Dried Epsom salt.....1 grain.

Add to 40 ounces of distilled water and charge.

Lippincott's Book of Instructions for the Soda Fountain gives the following formula:

Bicarbonate of sodium.....25½ grains.
Bicarbonate of Potassium.....115 grains.
Sulphate of magnesium (anhydrous). 115 grains
Chloride of sodium.....230 grains.

Filter and charge to 100 pounds pressure.

Residue Obtained by Washing Rusty Gold.

(H. B. M.) We cannot undertake to make an analysis of the powder which you send us, and without an analysis it is impossible to tell just what it is. What millmen call "rusty gold" usually, consists of particles of gold covered with a film of oxide of iron, which prevents amalgamation by keeping the mercury away from the precious metal. The residue which you obtained is probably composed of particles of gangue, and as gangue is usually a mixture of minerals, your residue may contain many substances, probably among others, some hydrous silicates; these also interfere with amalgamation.

Deshler's Salve.

(W. W. B.) Deshler's salve was formerly official in the U. S. Pharmacopoeia under the title of "compound resin cerate." The formula is as follows: Resin, suet, yellow wax, of each, 12 troy ounces; turpentine 6 troy ounces; flaxseed oil 7 troy ounces. Melt together; strain through linen, and stir till cold.

Formulas for Elixirs.

H. B. M.) We cannot give the working formulas for the pharmaceutical specialties you name. The ingredients and quantities given in each formula you submit appear to have been taken from some manufacturer's label.

NATIONAL WHOLESALE DRUGGISTS ASSOCIATION.

TWENTY-SEVENTH ANNUAL MEETING.

HELD AT OLD POINT COMFORT, VA., OCTOBER 15-18, 1901.

FIRST SESSION.

Old Point Comfort, Va., Oct. 15.—Nothing could be more delightful than the weather conditions that marked the opening here this morning, of the twenty-seventh annual meeting of the National Wholesale Druggists' Association.

The members of the organization seem to have anticipated just such conditions, for they are here in unusually large numbers and comparatively few are unaccompanied by their wives and daughters. These seem bent upon enjoying every moment of their stay within the confines of the Old Dominion; and in this they are being aided and abetted to the fullest degree by Mrs. E. D. Taylor, at the head of the committee having the temporary happiness of the feminine contingent in charge.

President William J. Walker called the meeting to order at 10:45 a. m., in the Hygeia Hotel; and promptly thereafter, Chairman E. D. Taylor, of the Entertainment Committee, introduced Assistant U. S. District Attorney Hugh Gordon Miller, of Norfolk, who delivered a very able and pleasing address of welcome.

Mr. Miller began by returning thanks for the book of entertainment coupons which had been presented to him, and expressed the pleasure the unwonted occupation of coupon-clipping would give him. He said he was at a loss to understand why a lawyer had been selected to welcome such an assembly unless, indeed, it was that he is a doctor of laws and some of his auditors might be in need of a legal prescription. Notwithstanding they were on a government reservation and hence under the protection of Old Glory, Mr. Miller, as their temporary legal advisor, cautioned his hearers not to levy on any of Virginia's fair daughters, unless they were careful to effectively drug "the other fellow" first. He gave a vivid description of the varied merits of Virginia as a whole and of this part of it in particular; and wound up by saying that it gave him keen pleasure to "throw open the golden gateway of the South and place the keys in your hands".

Ex-president M. N. Kline, of Philadelphia, in responding on behalf of the Association, said that had Mr. Miller been more familiar with the history of the National Wholesale Druggists' Association he would not have been surprised at their sending for an attorney to address them, adding that, though a commercial organization, their knowledge of the law, gained from actual experience, would surprise even such an expert as Mr. Miller. And the speaker frankly confessed that practically all his associates had at least practised before the bar. Mr. Miller had vividly pictured the advantages of his own home, giving it, in fact, a very nice bit of advertising. In which art, however, the members of the Association could give him some valuable advice. Mr. Kline closed with a warm tribute to the South and the eloquence of both its sons and daughters and with thanks for the welcome extended.

The reading of the minutes of the last meeting was dispensed with, and ex-president C. F. Weller having been called to the chair President J. Walker read his address:

PRESIDENT'S ADDRESS.

It is my pleasant duty to address you at this our twenty-seventh annual meeting concerning some items of interest in the work of our Association for the past year. My remarks necessarily must be brief as all of the matters in which we are vitally interested have been referred to the various standing committees, from the

chairman of which you will receive special reports with suggestions of needed action.

Business Prosperity.

At the opening of this convention I cannot refrain from calling your attention to the wonderful and continued prosperity of our Country which is acknowledged by our world competitors to be the first in commerce. In this general prosperity the business in which we are engaged has had a full share of the good times, and as a whole it is upon a substantial basis and no serious failures have overtaken our members. In the midst of commercial activity such as this country has never before experienced, our beloved President was stricken by the hand of an assassin. In common with all organizations where men meet for conference, we deplore the death of him who did so much for the prosperity of all the people. An example in his own person of the highest type of citizenship and conspicuous for the conscientious and wise manner in which he discharged every duty, his loss will be felt to the remotest part of our Country.

It was originally planned to hold this meeting at Montreal, but it was soon demonstrated after our adjournment that a change would meet the views of a large part of our membership, and, after consultation with the Board of Control, and with their consent, Old Point Comfort was selected. I might add in this connection, that the jobbers of Montreal unitedly presented a petition requesting that no change be made, and while this had to be denied we nevertheless appreciate the cordial relations which exist between our Canadian friends and the members of the N. W. D. A.

Special sympathy has been extended by our members to those whom the great calamity of fire has overtaken, resulting in the loss of business and anxiety not compensated by insurance. To our ex-president, Thomas F. Main, especially have our sympathies extended to the great catastrophe which in a few hours wiped out of existence an honorable business of many years standing. It is my privilege at this time to voice the sentiment of our members in testifying to the universal respect in which he is held both as a merchant and a man, and to extend to him our best wishes for his future success.

Abolition of the Stamp Tax.

The stamp tax which in the past has been frequently discussed and protested against has been happily removed to the great joy of all the parties upon whom it was so greatly a burden. The thanks of all are due to the committee in Legislation, and especially to Chairman M. N. Kline, for the time, energy and wisdom he contributed to the desired result. The voice of the N. W. D. A. under his guidance was effectually heard for repeal by our Senator and Representatives in Congress from every city where a jobber in drugs was located. In view of the abolition of this tax many proprietors, notwithstanding the general increased expense of making and marketing their products, have reduced prices to former terms, which action is appreciated both by us and our customers.

Expenses and Contributions.

Our finances are in a healthy condition as you will learn from the report of the Treasurer. Our expenses have increased during the past few years owing to an increase in our working staff, but I do have yet to see the jobber who does not acknowledge that the yearly payment to the N. W. D. A. is the best expense investment of the many he is called upon to make. Our dues are smaller than some of the great associations, and we needed more money this year than we had in our treasury to carry us through the thirteen months. I took the liberty of asking for voluntary contributions. The responses were most unanimous and gratifying and especially the sentiment so often expressed that if the check sent was not sufficient more would be cheerfully given. These contributions came not only from our own members, but generous offerings were voluntarily made by wholesale dealers not in our membership as an appreciation of the work of this Association for the common good of all engaged in similar business. To these friends who have so signally manifested their interest we extend a hearty invitation to come and join us and give to the Association, not only their money, but their influence and experience in making the organization what it should be in helpfulness to our mutual interest.

Deceased Members.

Death has been busy with our membership and some of those who have met with us in the past have been

SECRETARY'S REPORT.

The secretary reported his action in appointing a delegate to represent the N. W. D. A. in the convention of the League of National Associations held at St. Louis for the purpose of taking united action on the opening of the coming session of Congress to secure the enactment of the Cullum Bill amending the act to regulate commerce. The number of associations present at this convention was 51 with 99 delegates in attendance. The object of the meeting was defeated however, and the proposed bill was not presented for consideration at the succeeding session of Congress. In the last published report the active membership was 222 and the associate membership 188. One wholesale drug firm had resigned during the year, in discussing the repeal of Schedule B of the war revenue measure the secretary compared it with the act of 1861. The act of 1868, he denominated as a "hodge podge of irreconcilables." Incorporated in the report were statistics taken from the statement of the Commissioner of Internal Revenue showing the collections under the war revenue law from June 13, 1898 to May 31, 1901, as follows: The total collections from the war revenue law only were \$340,053,303. This was obtained from the following sources: Schedule A (documentary stamps), \$108,722,674; Schedule B (proprietary stamps), \$13,922,138; special taxes, \$14,095,636; tobacco, \$17,274,780; snuff, \$2,697,518; cigars, \$9,180,072; cigarettes, \$3,815,991; legacies, \$1,066,420; excise tax, \$2,450,982; mixed flour, \$21,536; additional taxes on tobacco and beer, \$982,385.

The report was referred to the Board of Control, as usual.

Chairman M. N. Kline read the following report from the Committee on Legislation:

REPORT OF THE COMMITTEE ON LEGISLATION.

Upon your Committee on Legislation devolves this year the pleasant duty of reporting the completion of the very important work inaugurated by the former Committee. The abolition of the Stamp Tax upon medicines was, we think due very largely to the work inaugurated during the early part of 1900 under the leadership of the Chairman of the Committee on Legislation of the Proprietary Association, Mr. DeWitt and his able assistant, Mr. George L. Douglass. In the report of the committee at our meeting in New York a detailed account is given to a hearing before the Ways and Means Committee in Washington April 17th when the representatives of the National Retail Druggists' Association, the National Wholesale Druggists' Association, the Proprietary Association and the American Pharmaceutical Association presented arguments that subsequent events showed were sufficiently convincing to induce the members of that committee to favor a repeal of this tax.

The first work of this Committee was to address a communication to our members and many other wholesale and retail druggists and manufacturers, under date of November 22nd, asking them to get pledges through correspondence or otherwise from many Congressmen and Senators in favor of the repeal of the Internal Revenue Tax on medicines as possible.

Very soon after the assembling of Congress in December 1900 the House passed the Revenue Reduction Bill in which Schedule B. of the War Measure was stricken out. When this Bill reached the Senate the Finance Committee of that body made a great number of changes which it is not necessary to refer to in detail here. It suffices to say that Senator Aldrich the Chairman of the Finance Committee was fully convinced that this reduction of tax on medicines should apply only to articles of over-the-counter use, the U. S. P. or which were not made under secret formulas.

Policy Modified.

On January 20th the Chairman of your Committee was summoned to Washington and found upon his arrival that Senator Aldrich and his Committee had fully agreed upon this policy and to the hands of your Chairman was to be committed the duty of securing the passage of their Bill in accordance with this decision. While protesting against the policy he with the assistance of Mr. Engdahl of the Western Druggist, representing the retailers, and Mr. Kulmer, a Bill, was introduced which secured the wishes of the Finance Committee and at the same time guarded against the exemption of non-secret proprietary articles, which all conceded should remain taxed. Through the influence of this small Committee, selected by Senator Aldrich as acceptable to him, the delegation present in Washington at that time, representing the three organizations, were finally admitted to a hearing before the Finance committee, and as the result of this hearing not only was the exemption of secret formulas by Senator Aldrich agreed upon, but a further reduction to 1 per cent on the articles which it was intended to continue the Stamp Tax upon, was obtained.

Following that hearing about noon the Chairman of your Committee was very actively occupied in answering requests from various sources for modifications of this proposed revised section to suit if possible the various interests claiming recognition. The work was neither pleasant or satisfactory but upon the whole it seems to us that your organization should feel flattered in having such marked recognition accorded to its representatives by the Senators having charge of this measure.

Final Form of The Measure.

While we were deeply disappointed at the decision which the Finance Committee announced, it was apparent that Senator Aldrich meant to revise the Bill in accordance with what he believed to be just and equitable to all concerned.

When the Senate Bill on February 6th finally passed that body with the provisions affecting our interests practically included in almost precisely the language suggested by our Committee, our efforts were concentrated upon the members of the Conference Committee of the House who were Messrs. Dalzell, Hopkins and Richardson, and who favored strongly the position which we never wavered from of desiring the whole of Schedule B. stricken from the Bill. The Conference Committee finally under date of February 26th endorsed this position and then in order to concentrate the influence of the entire membership of our Organization upon Congress in favor of a favorable consideration of this report we wired to 171 of the active members of our organization as follows: "Wire your representatives demanding action upon the conferees report Revenue Bill." Under the same date our Chairman wrote to Senator Aldrich as follows: "According to newspaper reports this morning, you have gracefully accepted the House Bill, so far as our interests are concerned, and I feel quite confident that you did not finally come to this position, for which I most heartily thank you in behalf of our Organization, and also beg to thank you again for the many courtesies extended to me and my associates, during the consideration of this measure."

And as you are all aware the Bill finally became a law with the taxes under Schedule B. stricken out, to go into effect July 1st, 1901.

Importance of Organization.

We cannot leave this part of our report without again calling attention to the importance of organization and to the results that come from the proper use of organized efforts. We are firmly of the opinion that if there had not been this splendid organization of the retailers, of the wholesalers, and of the proprietors to bring strongly but judiciously before the legislative bodies, the claims of the interests represented by these bodies, the Stamp Tax on medicines would most likely remain in force. It so frequently happens that individual members of our trade express a doubt of the value of our organization that it seems well to refer to this in this connection. It was predicted that the loss of revenue from the reductions in the War Revenue Measure would be very much greater than subsequent statements from the Internal Revenue Department have shown it to be, and from figures which have been given publicly, it would seem that a further reduction could be made, and should be made. Our Committee is strongly of the opinion therefore, that our subsequent work should be directed towards securing a reduction in the internal revenue tax on alcohol, or if it is found practicable, towards securing free alcohol for use in the arts and medicines.

It was also referred to the Board of Control. To it Mr. Kline added verbally that, touching the pure food bill, nothing had been done.

The report of the Committee on Relations with local Associations, City and Interstate, handed in by Chairman W. J. Walding, was read by the assistant secretary, E. J. Toms, and referred to the Board of Control.

The report of the Committee on Fraternal Relations and the special Committee on Paris Green, were also presented and referred to the Board of Control.

For the Committee on Memorials to Deceased Members Chairman Arthur B. Claflin reported:

DECEASED MEMBERS.

The Committee on Memorials of Deceased Members reported that four active and three associate members had died during the year. These were: Henry C. McIlvaine, of McIlvaine Bros., Philadelphia, died Oct. 12, 1900, aged sixty-two; Oliver P. Morgan, President of the Fort Wayne Drug Co., Fort Wayne, Ind., died Oct. 24, 1900, aged seventy-six; Chas. H. Pinkham, of the Lydia E. Pinkham Medicine Co., Lynn Mass., died Nov. 10, 1900, aged fifty-six; Eben C. Jayne, of Dr. D. Jayne & Son, Philadelphia, died Nov. 15, 1900 aged seventy-three; William Warner, April 3, 1900, aged sixty-five; Thomas H. Larkin, of Larkin & Scheffer, St. Louis, died July 29, 1901, aged fifty-three, and John Lucas, of John Lucas & Co., Philadelphia, who died Aug. 7, 1901. The committee recommended that a memorial page be set apart for the inscription of the names of the deceased members.

This report was also referred to the Board of Control. Ex-president Walbridge took the chair to hear the report of the special committee, Chairman J. E. Davis, on the President's report. It was favorable and the President's report was adopted by a rising vote.

President Walker named M. Cary Peter, Chas. F.

Weller, Chas. Hubbard, M. N. Kline and C. F. Cutler as the committee on Nominations and F. A. Faxon, E. D. Taylor, W. J. Walding, C. W. Snow and John M. Cary as the Committee on Time and Place.

Chairman Chas. A. Jerman's report for the Committee on Commercial Travellers and the report of the Committee on Adulterations, Chairman H. B. Fairchild, were read by the assistant secretary and both were referred to the Board of Control.

In connection with the latter report Mr. Kline called attention to the fact that the Brosius Pure Food Bill no longer includes drugs in its provisions.

The report of the Committee on Paints, Oils and Glass, Chairman John N. Cary, was read by the assistant secretary and referred to the Board of Control.

Upon the motion of Chairman C. F. Shoemaker, of the Committee on Proprietary Preparations, the report of that committee was made the special order for Wednesday morning Oct. 16th, at 11 o'clock.

Chaplain Turner, of the Hampton Normal Institute, a visit to which was to be the feature of the entertainment of the visitors on Wednesday, was introduced and explained the aims of the Institute, at the same time promising the prospective visitors a very cordial welcome.

Adjournment was then had on motion of Col. Purcell. In the afternoon the members attended dress parade at Fortress Monroe and in the evening the president's reception was very largely attended. President and Mrs. Walker were assisted in receiving by Mrs. E. D. Walker, Mrs. F. Ashenbach, Mrs. John B. Purcell, Mrs. T. F. VanNatta, Mrs. Polk Miller, Mrs. Blanding, Miss Nina Randolph and Miss Maud Miller. The hop that followed was most enjoyable, the post band, which had furnished the music for the reception, alternating with the Chamberlain orchestra for the dancing.

THIRD SESSION.

Old Point Comfort, Va., Oct. 16.—The one session of the second day of the meeting of the National Wholesale Druggists' Association was held in the Hygeia Hotel. Immediately after calling the meeting to order President Walker introduced President James W. Seeley, of the National Association of Retail Druggists, as the head of an army of 25,000, marching on to victory. Mr. Seeley said that he was present to bring the greetings of his association and to tell something of what it had done at its recent meeting at Buffalo. He outlined the sentiments of its members touching the tripartite agreement and the Worcester Plan and said that it was disloyalty to the former that had brought out the latter. The existence of that disloyalty, he said, is recognised in the retailers, the honest ones among whom are willing to live up to the agreement. His association has not abandoned the tripartite agreement nor approved the Worcester Plan as a whole, but has instructed its use where it did not conflict with the tripartite agreement. In return the retailers asked the wholesalers to help them. Otherwise the retailers would become more and more manufacturers on their own account. Mr. Seeley said the retailer had discovered one of the sources of supply of the radical price-cutters that had perhaps escaped the wholesalers to be the wholesale grocers, and, while recognising the difficulties of the latter with regard to the wants of their general-country-store trade, the retailers urged against their being supplied in gross or half-gross lots.

Simon N. Jones, chairman of the executive committee of the National Association of Retail Druggists was then introduced, said that he could add little to what had already been said, but that he wished to say that, while disclaiming all intent to threaten, if the wholesalers wished the trade of the retailers some of the former would have to give the latter a "different deal." "On the recognised list of wholesalers," he said, "are 6 or 8 who play fast and loose. We are going to report such to the manufacturers. We are willing to put up our ante, but when we win we want some chips. We know certain proprietors who are loyal. We know a certain jobber who, on one occasion, had two men selling the same town—a town already cut to pieces. One of them sold the legitimate trade only, the other only the price-cutters. We

asked that his name be removed from the recognised list and the first mail brought twenty-one replies saying the house in question would be sold no more goods until we removed the ban." Mr. Jones' remarks aroused considerable enthusiasm.

Mr. Faxon said what had just been heard was different from the greetings usually received from kindred associations and he congratulated the members of the retailers association upon having elected such strong men to represent them. He himself had been surprised at the patience the retailers had shown. Both speakers had hit the nail on the head and he sincerely hoped the retailers would apply the discipline that it was out of the power of the wholesalers to apply. They hold the club and he was glad that they propose to apply it, and he declared the sincere wholesalers would stand by them.

Mr. Kline said that the solution of the whole matter lay in co-operation, not in the application of force nor in legal statutes. He emphasized the fact that the remedy lies in the hands of the retailers.

Mr. Jones took the floor and said that the procedure of the future would be different from that of the past; that when a violation of the agreement is conclusively proved the proprietor will be notified to take the name of the offender off the recognised list and that the retailers will be asked to withdraw trade from him.

Col. Purcell expressed his hearty approval of what he denominated the "manly and outspoken utterances" of the representatives of the retailers. "But," he said, "the mote is in your own eye; we ought to expel those Judas Iscariots. There has been too much complaint without the mention of names, which leaves all of us alike under suspicion. Our part is to purge ourselves."

Mr. Walbridge declared himself gratified at the way in which the retailers had taken hold of matters and added his belief that they would be quite right not only to threaten, but to punish as well.

REPORT OF COMMITTEE ON PROPRIETARY GOODS.

The year which has passed since our last meeting in the "Lake City" has been one of general business prosperity. This has probably rendered more smooth the path of this Committee in one respect at least. When merchants are busy and their business is fairly profitable, even the most pessimistic are less apt to make complaints. The work of your committee during the year, however, and especially during the early part of it, has been very heavy. The larger number of proprietors were constant and frequent in their applications to the Committee, requesting information in regard to the eligibility of applicants as buyers, as well as information in regard to the practical working of the Tripartite Plan itself. This made the volume of correspondence during the first six months of the year heavier probably than it had ever been before in the history of the Committee. In fact it seemed at one time as if it would be absolutely necessary to increase the clerical force of the office, but this necessity passed away.

Tripartite Plan.

The Tripartite Plan, of course, has been the chief source of interest, and likewise of our work during the year. It must be borne in mind that this plan is distinctively a retail measure. It was designed especially for the protection of the interests of the retail trade, and at their request. It was not intended in any sense to supplant the Rebate or Contract Plan and is in no way antagonistic to it, but, on the contrary, is clearly supplemental in its operations. For this reason, your Committee in its work during the year has constantly borne in mind the fact that the Rebate Plan has lost none of its importance, but on the contrary, is more necessary and important than ever. The mere fact of compliance with one contract is apt to lead to compliance with others. Of the Tripartite Plan itself, there is much that may be said. It has undoubtedly achieved a marked success in many directions. It is impossible that a complicated plan of this kind should be placed in active and successful operation at once all over this great country of ours; and while there are some places in which it has been less successful than others, that is due to a variety of causes not within the control of those chiefly interested. So long as human nature is weak and faulty, it is impossible to expect that every proprietor and wholesale and retail druggist in the land should have a keen and active sense of his moral obligations. Experience, however, is rapidly teaching us the best method of treating these cases, and a constant improvement in this direction may be confidently looked for. In contrast to the few retailers who have been reported, your Committee can cheerfully recommend the most unstinted praise to the great mass of proprietors and jobbers, who have loyally accepted and honestly carried out the provisions of the Tripartite Plan. We have constantly had reported to us instances in which both jobbers and proprietors have turned down most

liberal orders because of their obligations in this respect, and your Committee desires to place on record its full appreciation of their action.

Conditions Not Uniformly Favorable.

It must also be borne in mind that the improvement in retail conditions has been more or less unequally distributed. This is not from any desire or intention on the part of those in charge of the plan to discriminate in favor of one section as against another, but because at some points the surroundings of the case have been more markedly and directly against others. At any rate, no one can deny the decided improvement which has taken place in several large cities, as well as many small towns, in giving retail dealers a moderate profit on proprietary articles. In addition to this, the retail trade had been shown the importance and value of united action. Any united body of retailers have in their power to discipline an offending jobber most effectively by withholding their trade. Any wholesaler who is disposed to disregard his obligations under the Tripartite Plan is quite as likely to be influenced by the prospect of such action on the part of retailers as by the fear of having his supplies withheld by proprietors.

As previously stated, the Tripartite Plan is the result of the most careful and deliberate thought on the part of a considerable number of the leaders in both the wholesale and retail drug trade. The chief need is its reasonableness in permitting the question of prices to be settled by each trade centre in accordance with its own peculiar conditions, without attempting to enforce uniform retail prices over the land. While it is possible that a proprietor may have a legal right to retain control of the retail price of his goods until they reach the consumer, no practical method of exercising such control through a succession of buyers (some of them unknown and untraceable) can be shown. Our experience has apparently demonstrated its hopelessness.

The Keynote of the Situation.

The Tripartite Plan is likewise most reasonable in securing the retail trade at large a comparative uniformity of cost so far as their supplies of proprietary articles are concerned. In fact, it seems to us that this is really the keynote of the whole situation, and indeed it is the principal point urged against the plan by the largest retail buyers. Many of these have not actively and persistently objected to agreements in regard to prices, but all of them have objected to their inability under this plan to buy goods direct. For this reason your Committee has during the year been besieged by an unprecedented number of applications to be placed on the list of wholesale dealers furnished the proprietors for their individual guidance. It is of course unnecessary to say that in each case the most thorough investigation of the applicant has been made, and the most absolute impartiality used in making the decision. It is impossible at the present stage to predict the future of the Tripartite Plan, but whether it shall or shall not continue to be a feature of the drug trade in this country we most earnestly recommend proprietors to continue the distribution of their goods through the hands of legitimate wholesale druggists only. This has been the constant position assumed by this Association for many years, and it seems to us that this is the only course dictated by good sense and common business policy. There is no doubt that the practice followed by some proprietors of selling retailers at their lowest price was the first cause of miscellaneous price-cutting. The larger retailer who found he could buy his supplies at a price of 10 per cent or 15 per cent less than his smaller competitor, felt that real competition on the part of the latter was impossible. In addition to this, the proprietor who confines his sales to jobbers exclusively is less likely to lose his business than he who has control over his goods. In fact, no rebate proprietor who really wishes to see his contract prices maintained can afford to sell his goods on any other basis.

Competition Giving Way to Community of

Interest.

Much has been said in past reports about the Rebate Plan, and we feel that little can be added in this direction, yet we may be permitted to accentuate the fact that it is not only growing stronger year by year from a standpoint here, but it is directed in the same way with the present trend of business ideas. The old adage that "competition is the life of trade" has been very much overworked and should be relegated to the past. In fact, within the last twelve months a judge on the bench has had occasion to deliver himself as follows: in regard to it:

"If it is true also that competition is the life of trade, it may follow, such premises being true, that the competition competition is in fact injurious to trade; and not only so, but he commits an overt act of treason against the commonwealth. But I apprehend that it is not so. That competition is the life of trade. On the contrary, that maxim is the least reliable of the host which may be picked up in every marketplace. It is, in fact, the shibboleth of mere gambling speculation, and is hardly entitled to take rank as an axiom in the jurisprudence of the country. I believe universal observation will attest that for the

last quarter of a century competition in trade has caused more individual distress, if not more public injury, than the want of competition."

It is undoubtedly true that the "community of interest" idea is rapidly gaining ground in all business circles. In point of fact, the merchant who depends upon price-cutting as his particular method for gaining upon his competitors will find himself ultimately succeeded by abler men. Price-cutting itself at the best can give but a temporary advantage, because it will which business ability may be shown, and giving the customer the best goods, prompt shipments, and courteous business treatment generally; and these are the means by which the retailer is bound to the wholesaler by chains of supply.

Position of Rebate Plan Strengthened.

We have already alluded to the fact that the legal position of the Rebate Plan is being constantly strengthened. We need not refer in detail to the decision in October of last year in the Park case by Justice Rumsey in the Appellate Division of the Supreme Court of New York, of which you have already been advised by your Special Committee on Suits. In short, in this, there have been a number of other decisions during the year in collateral cases, all of which tend to strengthen and these decisions are based upon the uniform proposition that proprietary medicines are not a necessary "necessaries of life"; and this being the case, not only proprietors, but likewise the parties engaged in selling such goods are perfectly justified in using all lawful means to obtain such price as they desire. In the case of the Owl Drug Co., of Los Angeles, Cal., vs. F. W. Braun & Co., and others, including a local retail druggist, Judge Shaw distinctly stated this as the view of the Court, and added that the proprietors had the right to do this, either alone or in combination with others.

Another Decision.

In March of this year a suit was brought by a retail confectioner in Philadelphia against the Philadelphia Jobbing Manufacturers Association on the ground that this Association had declined to sell the aforesaid retailer because he refused to agree to a schedule of prices, and had thus injured his business. The magistrate, in rendering a decision, stated that the testimony had failed to establish any such conspiracy on the part of the defendants, and they were discharged.

In June of this year, in the Appellate Court of Kentucky, in a somewhat similar case, the Court ruled as follows:

"There is nothing in this which violates any provisions of the statute. It appears that certain brands of certain kinds of groceries are protected by the manufacturers by a refusal to sell the goods to any one who will not agree to refrain from selling them at a price below a minimum fixed from time to time fixed by the manufacturer. We are not called upon to decide whether the Legislature could prevent the manufacturer from requiring such an agreement of his customers. All we have to decide here is that such an agreement with the manufacturers is not within the purview of the statutes."

The Rebate Plan a Necessity.

It is useless to allude here to the Rebate Plan as an absolute necessity to every wholesaler in order to maintain a reasonable profit in his business. Not only this is a reasonable thing to demand, but it is a necessity, but likewise in the sense of moral obligation, should induce every jobber to regard his signature to a rebate contract with the same fidelity which he would attach to his check or promissory note. In matters of this kind, we think that the old adage (though it is a policy) is not an empty string of words. The Rebate Plan was devised to provide a reasonable profit on proprietary medicines, and likewise to facilitate their easy distribution. Of necessity, if the number of distributing points, but this is a part of the plan and may not be overlooked. Any jobber who seeks to override geographical considerations in the sale of proprietary articles must necessarily do so at the sacrifice of his rebate obligation, and can only be influenced by unworthy motives of self aggrandizement, or by the vain and inordinate desire to increase his sales at the expense of his profits.

Evasions of the Requirements.

There are within the ranks of our Association a few who frankly oppose the Rebate Plan as a matter of business policy, but who nevertheless use their best efforts to follow its requirements. There are others who profess to be its friends, and yet secretly undermine it. An eminent man once said: "Defend me from my friends, I can defend myself from my enemies." The Rebate Plan needs help to protect it from some of its friends. We are too often disposed to wink at little evasions on the part of our travellers, and these in time tend to larger ones. Quite recently a wholesale house against whom a trifling complaint had been made, wrote in reply to the charge, acknowledging their fault, and placing the blame on their traveller, and likewise added, "We have never credited Dr. with the

amount on our books, neither have we written to him that we cannot allow it, because he is such a sensitive man. If we had written him, it would have made him mad, and we would have lost his trade." How many of us have "sensitive" customers? It may be borne in mind that in this, as in all other business propositions, there must be a certain amount of reciprocity. Many proprietors have made sacrifices of considerable extent in order to comply with the provisions of the Rebate and Tripartite plans. Members of the wholesale drug trade should feel an obligation on their part to compensate such proprietors as far as possible by refusing any encouragement or assistance to imitations, by keeping their stocks in sufficient quantity to supply a reasonable demand, and by giving the proprietor, so far as possible, the benefit of the advertising which he does. It is quite true that a few proprietors have not been liberal in such matters. It is possible that some jobbers may have been unreasonable.

Question of Goods Listed Under Tripartite Plan.

Shortly after the work of the year had actually commenced, your Chairman was asked to call a meeting of the jobbers in Baltimore, Philadelphia, Richmond, Alexandria and Norfolk to consider the practical working of the Tripartite Plan, and especially to make an authoritative decision of the question whether jobbers were to be deterred by selling under the plan, or as aggressive cutters of goods of any kind, or whether such prohibition should attach only to those proprietary articles listed under the Tripartite Plan. This meeting was accordingly held at the Hotel Bonnet, Baltimore, on October 14th, 1900. It was well attended, and the following resolutions were adopted and signed by all:

RESOLVED, That the undersigned jobbing druggists, present at a meeting held in Baltimore Oct. 14th, 1900, will loyally and faithfully carry out the spirit as well as the letter of the Tripartite Rebate Plan, and we pledge ourselves to give our fullest co-operation to any jobber who may be necessary to make the present N. A. R. D. plan a success; and we specifically agree that when we receive notice through the Secretary of the N. A. R. D. that any drug has been reported by local organizations or otherwise under the terms adopted by the manufacturers marketing their preparations under the Tripartite Plan, we pledge ourselves individually not to sell such persons any such goods.

RESOLVED, That the secretary of this meeting be instructed to secure the signatures of all jobbers doing business in this to this action."

Situation in New York.

During the ensuing month, your Chairman became convinced that the situation in New York demanded his attention, and a meeting was held in the rooms of the Chamber of Commerce, New York, November 8th, 1900, which was attended by the managing members of all of the jobbing houses in New York and Brooklyn. As a result of this meeting, renewed and complete allegiance to the Rebate Tripartite Plans was affirmed, and the following notice was issued to the retail trade by all the houses represented:

"New York, November 12th, 1900.

"Undoubtedly you are aware of the resolutions passed and the results reached at recent meetings of manufacturers of proprietary medicines, wholesale druggists and retail pharmacists, and the purpose declared to maintain by joint action established prices, so that both retail and wholesale druggists may handle patent medicines with a semblance of profit.

"The Tripartite Agreement arrived at, which has the Rebate Contract for its basis, provides that the manufacturer shall sell only to the recognized jobber, of whom in turn the retail dealer will make his purchases.

"We, the undersigned, therefore beg to inform you that we have been appointed distributors for New York City and vicinity by the manufacturers of proprietary medicines sold in accordance with the terms of the Tripartite Agreement, and we shall sell such articles strictly on rebate-agreement terms, with no discount except in the intermediate quantities specified by the manufacturers.

"We will also, cordially support and carry out the N. A. R. D. plan."

In addition to these agreements, Mr. Holliday has during the year obtained practically similar agreements from the jobbers of Chicago, from the jobbers of St. Louis, and likewise from nearly all the jobbers of the South. His trip through the South was only recently made, and it was most gratifying in its results. It has not only given us a considerable increase in applications for membership, but likewise has removed many petty grievances which had existed for several years in Southern territory and has brought about, we believe, a better understanding among the dealers in that section than ever before.

Suggestions for Strengthening Rebate Plan.

We wish to strongly impress upon our members not only the advisability, but likewise the necessity of local organizations. There are not only a source of much pleasure to those connected with them, but the way of forming personal friendships, but they are also of the utmost value in strengthening the Rebate Plan itself.

Personal acquaintance begets personal confidence. Measures of this kind do not restrict competition; they simply remove its sharper corners. If competitors in business can once bring themselves to the point of taking their grievances to each other, no violations of the Rebate Plan will be reported in their territory. We likewise wish to call the attention of proprietors to the necessity of insisting that signatures shall always be properly attached to their rebate contracts. In one case, for instance it has come to our knowledge that where violations have been traced, it has been offered as a partial excuse that no rebate contracts had been signed. This is most important.

Additions to the List of Proprietors Who Have

Adopted the Tripartite Plan.

Since our last report, the names of the following proprietors have been added to the list of those who have adopted the Tripartite Plan, viz:

Alcock Mfg. Co., New York City; E. H. Bacon Co., Rochester, N. Y.; Brandreth Co., New York City; Dandelin Co., Worcester, Mass.; Himrod Mfg. Co., New York City; Dr. B. J. Kendall Co., Enosburgh Falls, Vt.; Donald Kennedy, Roxbury, Mass.; Chas. B. Kingsley, Northampton, Mass.; Laxton Co., Northampton, Mass.; Malt-Diastase Co., New York City; Maltine Co., Brooklyn; R. Matchett, Allegheny City, Pa.; Medico-Malt Co., Syracuse, N. Y.; Theo. Metcalf Co., Boston, Mass.; A. C. Meyer & Co., Baltimore, Md.; Frangeine Chemical Co., Chicago, Ill.; Pyramid Drug Co., Marshall, Mich.; Pyro-Febrin Co., Northampton, Mass.; F. A. Stuart Co., Marshall, Mich.; Smith, Kline & French Co., Philadelphia, Pa. (Hand's Remedies only); C. C. Snow & Co., Syracuse, N. Y.; Y. Y. T. Co., Canton, O.; T. Trombly Co., Montreal, O.; Vapo-Cresdene Co., New York City; Dr. C. Wakefield, Bloomington, Ill.; Wells & Richardson Co., Burlington, Vt. (Paine's Cel. Comp. and Wills' Pills only); K. C. & G. C. Wilson, Boston, Mass.

Repeat of Stamp Tax.

It is also a matter of pleasure to be able to refer to the fact that the stamp tax on proprietary medicines, cosmetics, etc., which has been imposed as a result of our War with Spain, was removed during the last session of Congress, this removal taking effect July 1, 1901. In bringing this matter to a successful conclusion before both houses of Congress, our Association took active part; and while it may not claim perhaps to have been the chief factor, still "there is glory enough for all," and it is a great satisfaction to feel that this tax, which was so onerous in its character, and so detrimental to the industry, and which yielded such comparatively small results, has been removed from the shoulders of the trade at large.

New Rebate List.

At our last meeting, your Committee was instructed to issue a new edition of the official Rebate List. As it was considered quite probable that the attempt to remove the stamp tax might be successful and consequently many manufacturers would be inclined to avail of this work until after the session of Congress was finished. After action had been taken in regard to the stamp tax, it then became necessary to delay the commencement of the work until after July 1st, and finally it was completed in September. Four Thousand (4,000) Rebate Lists have been printed, the larger portion of which have been distributed to the trade. In accordance with the expression of opinion at the last meeting, the price was made 25 cent to members of this Association and 50 cent to non-members.

Your Chairman desires to place on record his appreciation of the work accomplished during the year by his assistant, F. E. Holliday who has been most assiduous in his efforts, and has been absent from Philadelphia on various missions during the greater part of the time. His work has been performed with the greatest tact, diplomacy and success, and in fact Mr. Holliday has proven himself to be the right man in the right place. Your Secretary, Mr. Toms, has also fulfilled his duties with great faithfulness and discretion, and your Chairman desires to express his sense of personal obligation to both.

Mr. Seabury spoke at some length along similar lines, and then there was a lull, the calm before the storm, while the reports of the Committee on Proprietary Preparations and on Suits were read by Chairman C. F. Shoemaker and M. N. Kline, respectively, both reports being referred to the Board of Control. While this was going on Col. Purcell and Mr. Seabury had their heads together, and, when the reports were disposed of, Col. Purcell offered the following resolution:

"**RESOLVED**: That the Board of Control take into consideration the introduction of a by-law requiring the Chairman of the Proprietary Committee, when he finds that any jobber, a member of this association, is guilty of a repeated violation of the 'Rebate' or 'Tripartite' plans, to report the same to the Board of Control, who shall investigate the charge against the member; and if they are satisfied that the charge is maintained, they shall report the fact at the next meeting of this Association with a recommendation that the guilty member be expelled from membership in this Association."



WILLIAM J. WALDING.

applause was far more enthusiastic than any that had been heard previously during the present meeting. The resolution was manifestly greatly to the liking of practically all the members. It was, therefore, not to a sympathetic audience that Mr. Kline made his appeal against the resolution, which he said would be seized upon by the lawyers of the other side as an evidence that the members of the Association were coerced into refusing to sell to firms on the cut off list. He hoped that nothing of the sort would go on record.

Mr. Seabury said that such a resolution could not possibly be called coercive, it being really in the nature of a beneficent act, and he strongly favored its adoption.

Col. Purcell added that the resolution had absolutely nothing to do with anything outside the Association and he urged the adoption of the resolution even against the objections of Mr. Kline, of whom he spoke as "the balance-wheel of the Association."

Mr. Kline said that he was thoroughly in harmony with the resolution and as evidence of the fact referred to his own reports to past meetings. He urged, however, that at least the resolution be submitted to counsel with a view to ascertaining whether such a by-law would be legal. This suggestion was not opposed and many of the members present believed that, with that proviso, Col. Purcell's resolution had been adopted. This proved not to be the case however. It went into the all-embracing maw of the Board of Control for digestion.

The report of the Committee on Credits and Collections was read by the assistant secretary, Chairman W. A. Hover being unavoidably absent. It was referred to the Board of Control.

Col. Purcell offered a resolution looking to the appointment of a special committee of three to take charge of suits. It was adopted, and the President named as the committee Messrs. M. N. Kline, Thomas F. Main and I. S. Coffin.

Upon motion of Mr. Peter it was resolved, in order to expedite the business of the meeting, that the remaining reports be read by title and referred to the Board of Control. Those so read were from the committees on the Drug Market, Fraternal Relations, Rates and Routes, Pharmaceutical Preparations, Pharmaceutical Lists, Transportation, Trade Marks and Commercial Travelers.

The Auditing Committee reported the accounts of the treasurer correct and were discharged. Adjournment for the day was then had.

In the afternoon a long line of trolley cars were drawn up in front of the Chamberlin Hotel and the visitors were given a most enjoyable ride to the Soldiers' Home and the Normal Institute at Hampton and to St. John's Church. In the evening Polk Miller, of Richmond, entertained in a manner all his own a number of guests that quite filled the ball-room of the hotel.

FOURTH SESSION.

The third day of the annual meeting of the National Wholesale Druggists' Association was a busy and important one, and work was begun with fair promptness, the President's gavel falling at 10:20 a. m., only twenty minutes behind schedule time. The first business, after the reading of the calendar by Assistant Secretary Toms, was action upon the applicants for membership already announced. Referring to them, Chairman Price of the Committee on Membership, said that he and his associates had been careful to keep in touch with the Committee on Proprietary Preparations, who had been of great assistance in their investigations as to the fitness of applicants for membership. He added a recommendation that the new Committee on Membership arrange, whenever possible, for a personal interview between some one of its members and future applicants for membership. Mr. Weller then moved that the secretary cast the ballot of the association in favor of all the applicants, and this was done.

Then came the much-suspected-upon report of the Committee on Nominations, which report, it was fully recognized, was equivalent to the election of the gentlemen it named. The nominations were as follows:

For President, W. J. Walding.

For First Vice-President, Theodore F. Meyer.

For Second Vice-President, W. O. Blanding.

For Third Vice-President, W. F. Redington.

For Fourth Vice-President, W. A. Nelding.

For Fifth Vice-President, H. H. Sinnige.

For Secretary, A. B. Merriam.

For Treasurer, S. E. Strong.

For the Board of Control, Lucien B. Hall, chairman; T. E. Shoemaker, W. A. Hover, Thomas F. Main and John N. Cary.

Under the rules, it was necessary to lay these nominations over for two hours before taking the formal ballot.

M. Cary Peter, for the Board of Control, read this resolution on the death of the late President McKinley: WHEREAS, we unite with our fellow citizens all through this land in deploring the sudden taking away of the magnificent specimen of an American citizen who has presided at the helm of this nation, having just received an indorsement by election to a second term at the hands of a united country.

BE IT RESOLVED:—That we bow in humility to this disposition of Providence, and we thank our Heavenly Father for the splendid specimen of manhood that was exhibited in the life of our martyred President; that we unite with our countrymen in the condolence offered to his widow, and in the sentiment of gratitude that the assassin's act, instead of spreading discord, has brought unity to our people and confidence in his successor.

Upon motion of Mr. Peter the resolution was adopted by a rising vote.

Also for the Board of Control Mr. Peter moved the election of J. C. Fox to honorary membership in the association and the motion prevailed. Mr. Peter, further reporting for the Board, said the body "recommends the careful perusal of the secretary's report and sincerely hopes that we may long continue to have the benefit of his mature judgment and experience."

In order that it might lay over the two hours required by the rules and that there might be plenty of time for debating it, Frank A. Faxon, chairman of the special committee on time and place then reported that a majority of his colleagues favored Monterey, Cal., as the next place of meeting, and that, in deference to the wishes of the minority, Atlantic City, N. J., was suggested as an alternative. There was some disposition to debate and settle the matter then and there, regardless of the rules, but these finally prevailed, and the matter went over, being, on motion made the special order for 3 p. m.

Mr. Peter then resumed the reading of the report of the Board of Control, as follows:

Report of Board of Control.

The Board of Control reported its concurrence in the recommendation that the Committee on Revision of Pharmaceutical Lists be continued; commended the report of the Committee on Commercial Travelers; recommended the formation of local associations to take up and control local affairs and correct local abuses, congratulated the association on the favorable report of the Committee on Fraternal Relations, and recommended the adoption of the following resolution:

RESOLVED: That the Association reiterates its conviction that adulterated essential oils and sophisticated goods of any kind should not be sold.

The Board further recommended that the report of the Committee on Deceased Members be printed in the proceedings of the Association and that the names of the deceased members be inscribed on the memorial page. Thanks were extended to the members of the Committee on Paints, Oils and Glass, and the Board recommended that the Committee on Legislation be instructed to continue the effort to secure free alcohol for use in the arts and medicine. On the report of the Committee on Suits against members, the Board was of the opinion that the Committee was more competent to handle this character of litigation than the Association itself and, therefore, the questions should be referred back to the Committee with power to act.

In connection with the report of the chairman of the Committee on Credits and Collections the Board offered the following resolutions.

RESOLVED: That the suggestion offered by the Committee on Credits and Collections recommending the use of uniform inquiry and property statement blanks, be adopted.

RESOLVED: That the recommendations of the Committee in regard to the National Bankruptcy Law be referred to the incoming Committee on Legislation.

RESOLVED: That this Association lend its hearty co-operation and encouragement to the schools of pharmacy who have adopted as a part of their curriculum a comprehensive course of commercial work, which in our opinion, will when properly mingled with thorough scientific and technical training, time to produce a class of graduates better qualified and better fitted to endure the vicissitudes of commercial life, than would be possible under the old ultra-conservative and purely technical courses of training.

RESOLVED: That it is the sense of this Association that the adoption of thirty days and one per cent for cash as being the established terms in the sale of drugs and proprietary articles, is not only wise but amply justified by sound commercial reasons and practice.

RESOLVED: That we urge upon the local associations throughout the United States to continue the agitation of this subject, as it is only through such local agitation that the desired end can ever be accomplished.

RESOLVED: That it is the sense of this Association that the acceptance of transfer orders on terms other than regular terms, current in territory in which such orders are taken and transferred, is unbusinesslike and pernicious in its results, and should be discontinued.

The suggestion in the report in regard to local checks is recommended to the careful consideration of local associations and of our individual members.

We recommend the suggestion of the Committee that those of our members who are experimenting with credit liability insurance report the results to this Committee from year to year, until we can form an adequate idea of its value.

Daniel Myers, for the Committee on Fire Insurance, then read his unavoidably delayed report, as follows:

Report of the Committee on Fire Insurance.

The losses by fire in the United States and Canada during the first six months of the year 1900, were in round figures, \$116,000,000. This is certainly an astounding and colossal sum to pass away in smoke and ashes in the short space of six months. A comparison of figures between the first six months of 1900, and the first six months of 1899, show an increase of \$36,000,000. This phenomenal and abnormal increase of losses by fire has financially weakened many companies and wiped out of existence several companies, and has also set in motion a movement throughout the country for a general increase of rates. Such an increase would certainly be a necessity and inevitable, if the loss ratios of the past three years were to continue.

Such, however, has not been the case. Fortunately, the reverse is the fact. Statistics show that normal conditions have again returned, and that the losses the first six months of 1901 were, in round figures, \$80,000,000, a decrease of \$23,000,000 below the first six months of the previous year of 1900. Unless this condition is mater-

ially changed for the worse during the remainder of this year, there will be no excuse for indiscriminate raising rates by the large insurance companies who now have practically a monopoly of the business.

Your Committee again recommend that the incoming Committee print in pamphlet form and mail to each member a copy turning on all the light possible on the following queries:

First. Origin of fires in stocks of Chemicals and drugs.

Second. List of hazardous chemicals, drugs and fluids.

Third. How they should be stored and handled.

Fourth. How best to organize a fire brigade within the house.

Fifth. How to equip a drug house so as to promptly extinguish a fire, if one occurs.

If the foregoing recommendations are carefully and studiously executed, and if the information that will hereby be given to the Trade is studiously heeded, it will result in greatly reducing the loss ratio on stocks of drugs and chemicals.

The very best fire insurance, after all, is to so guard your premises as to prevent fires, and in the event fires do occur, to be so equipped as to reduce the loss to a minimum.

The report by the Committee on the Drug Market, Chairman James Hartford, was then read, as follows:

The Report of the Committee on Drug Market.

The report of the Committee on Drug Market, shows the conditions prevailing in the drug and chemical trade to be entirely satisfactory. The drug trade has been active during the twelve months under review, and has been almost entirely devoid of speculation. A steady consuming demand has prevented any undue accumulation of stock, and the market to-day is in an excellent position. The chemical market has also been good as regards volume but in some cases prices have suffered, owing chiefly to overproduction and competition.

The manufacture of the following articles has been undertaken in America during recent years: bleaching powder, potassium chlorate, hypophosphites, lithia salts, chloral, caffeine and others. The report was signed by James Hartford of Schoellkopf, Hartford & Hanna Co., of New York, chairman, and the full committee.

A telegram from W. A. Thompson was read, announcing the death last night, in San Francisco, of John T. Thompson, of the firm of John L. Thompson Sons & Co., of Troy, N. Y., and Mr. Kline was instructed to send a suitable telegram of reply in the name of the association.

Remarks of F. L. Seely.

Mr. F. L. Seely speaking in behalf of the Paris Medicine Co., called attention to an injustice under which this company had been the sufferer. This firm had for a number of years paid commissions to jobbers' salesmen upon orders for one of their preparations. Upon protest from the jobbers this was discontinued. Later it was found that the very jobbers who objected to the payment of these commissions had allowed imitators of this preparation to pay their men commissions. The speaker requested fair treatment and stated that unless better returns were received the preparation in question would be withdrawn from the rebate list.

The matter was discussed briefly, Mr. Shoemaker, for the Committee on Proprietary Preparations, taking occasion to pay a high compliment to the Paris Medicine Co. for the consistent and conscientious manner in which it has always lined up to the tripartite agreement, and the subject was then referred to the Board of Control.

Charles S. Martin said that a number of the members of the old Southern Association are desirous of reviving it and that steps to that end will be taken.

Mr. Kline nominated Mr. Shoemaker for re-election to the chairmanship of the Committee on Proprietary Preparations, and Mr. Weller moved that, as a mark of appreciation of the excellent work he has done in the position, Mr. Shoemaker's re-election be by rising vote. This motion prevailed, and Mr. Shoemaker said a few graceful words of thanks for the compliment.

The election of officers now being in order, Mr. Main moved that the secretary be instructed to cast the ballot of the association for Mr. Walding for president, and it was done. Mr. Walding took the floor and made a speech of acceptance that will probably long hold the record for brevity. He said:

"Gentlemen, I accept the office and thank you for the honor. I am myself a poor speechmaker and the speech Mr. Cary Peter prepared for me I have had no time to rehearse. I do heartily thank you."

The newly elected president then, as is customary, cast the ballot of the association for the other nominees, and the annual election of 1901 was over.

Some further discussion as to the next place of meeting ensued, Mr. Weller favoring Monterey, and Mr. Shoemaker opposing it, and suggesting Put-in-Bay and Asheville, N. C., while Col. Purcell called attention to the fact that the available meeting places in Virginia are by no means exhausted yet. An invitation to hold the next meeting in Detroit, from the Chamber of Commerce of that city, was also read.

Mr. Peter moved the thanks of the association to the Entertainment Committee, but it was decided that no ordinary hastily framed expression would be adequate in this case, and so Mr. Walbridge was named a committee of one to frame a suitable resolution on the subject, after which the meeting adjourned for lunch.

FIFTH SESSION.

The reassembling for the afternoon session was much more prompt than for that of the morning, thanks, perhaps, to the fact that the selection of the place of meeting next year was to be, presumably, the first business transacted. But one or two minor matters were given precedence, thus enabling the stragglers to be present when the important business was taken up. H. H. Armstrong was recognized as the representative of the Retail Dealers' Association of Georgia and given the privileges of the floor, and Col. Purcell read a telegram nominating Carpenter Bros., of Greenville, N. C., for membership. The nomination, as required by the rules, went over for twenty-four hours. Chairman Taylor, of the Entertainment Committee, moved the thanks of the association to the long distance telephone company for the free use of their facilities extended to the members of the association, to the president of the trolley line for the use of his private car for the ladies of the party and to Polk Miller, of Richmond, for the entertainment given by him in the ballroom of the Chamberlin on Wednesday evening, and all these were voted unanimously.

P. A. Faxon opened the discussion touching the special order—next year's place of meeting—saying he had intended urging the selection of Monterey last year, as he was satisfied that a meeting there would be of the greatest benefit, from a business point of view, to the association. Mr. Faxon said that the idea is for the Eastern and Southern members to gather at Chicago or Kansas City (preferably the latter) and proceed thence by special train. For Kansas City he promised a most cordial welcome and entertainment for a day as a pleasant break in the transcontinental journey. He paid a glowing tribute to the attractions of California, promised favorable rates and an interesting trip throughout, and predicted that the meeting held on the shores of the Pacific would be a big success and largely attended. Messrs. Kline, Snow, Taylor and others spoke in favor of California, and Messrs. Cary, Davis and others against it, Mr. Davis speaking of the large expenditure of time and money the trip would entail. Mr. Faxon, to correct any misapprehensions on this score, said that from Boston the actual round trip might be made in eight days at a cost of \$75.00, and that these figures would be lowered proportionately in the cases of less remote points. Mr. Powers, of Richmond, said that four years ago he had extended the invitation to that city. Now he wished to suggest an equally historic city and named Boston. Mr. Davis had objected to California and Mr. Peter, rising, said Mr. Davis had requested him to explain his (Mr. Davis') speech, which he proceeded not to do, by declaring in witty language, that he could see no objection, whatever, to going to California.

Col. Purcell moved the previous question and it was ordered, Mr. Davis moving that the ballot be a secret one. It was taken for or against California. Messrs. Faxon and Davis being appointed tellers, and resulted in favor of Monterey, 42 for and 28 against. Mr. Davis' motion, immediately made, that the selection be made unanimous, was carried. Mr. Coffin said he felt sure that he could extend a hearty welcome in the name of the

whole Pacific Coast, and the mighty matter of selecting the next meeting place was concluded.

Mr. Kline read a communication from Capt. Reilly, of the local Officers' Club, regretfully withdrawing an invitation thereto, because of the illness of the Captain's son, and was instructed to frame a message of sympathy in reply.

Mr. Peier for the Board of Control, reported that the adoption of such a by-law as that contemplated by Col. Purcell's resolution of Wednesday had not been objected to by counsel, to whom it had been submitted, but, on behalf of the board, recommended the adoption of this substitute, suggested by Mr. Coffin:

RESOLVED:—That the by-laws be amended to the effect that the Board of Control have power to drop from membership in this Association the name of any firm proven, by a report of any Committee, to have repeatedly violated the object of his Association, as set forth in the preamble of the constitution.

Col. Purcell said he preferred his own resolution, in that it puts all suspects under notice, but that if the more mild suggestion of Mr. Coffin were preferred by them he would vote in support of the Board of Control. Mr. Kline said the substitute was more far reaching than the original resolution, in that it covered any violation of the preamble or constitution of the Association and, he added, that in his opinion there certainly should be some provision for the expulsion of delinquents. The report of the Board of Control on the resolution was then adopted.

The reading of the report of the Board of Control was then continued, as follows:

The Board of Control reported in favor of the recommendations of the Committee on Fire Insurance. It also recommended the adoption of the following resolution:

RESOLVED: That it is the sense of this Association that it is unwise and unbusinesslike on the part of any of our members to permit any manufacturers to pay a bonus or reward to any of their traveling representatives.

The Board also recommended the report of the Committee on Drug Market and proposed the following resolutions in connection with the report of the Committee on Proprietary goods:

I. RESOLVED: That we reaffirm the action of the Association a year ago as expressed in the following resolutions.

RESOLVED: That it is as much for the interest of the manufacturer as the jobber, that the contract plan should be continued, the active interest of both the manufacturer and the jobber should be secured.

RESOLVED: That the strength of the contract system lies in the manufacturers' adhesion to a recognized list of wholesale distributors to whom sales at their largest quantity discount should be restricted.

RESOLVED: That the Chairman of the Proprietary Committee be requested to continue his efforts to secure the acquiescence of each proprietor who sells his goods on the contract plan, to such list.

RESOLVED: That the Chairman of the Proprietary Committee be given control of sufficient funds to investigate all reported violations of Rebate Terms with power to take such actions as may be proper in the premises.

II. RESOLVED: That the thanks of this Association be extended to those proprietors who have adopted the Tripartite Plan and have loyally supported the same.

III. RESOLVED: That proprietors are especially requested to exercise greater care and vigilance in regard to the signing of their contracts, and in insisting that their rules on the subject shall be complied with.

IV. RESOLVED: That it is the urgent recommendation of this Association that every wholesale druggist in the country whether a member of this organization or not, should co-operate in every reasonable manner with the retail trade in its efforts to secure protection by the operation of the Tripartite Plan.

V. RESOLVED: That we also wish to remind all Wholesale Druggists of the primary importance of maintaining absolutely the obligations imposed upon them by the Rebate and Tripartite Plans, not only from a sense of duty but also as a matter of sound business policy.

The report of the Board of Control was adopted as a whole.

Mr. Walbridge read an exceedingly (and deservedly) complimentary resolution of thanks to the Entertainment Committee and the Ladies' Committee, which he had been instructed to prepare, and as an added compliment to these committees it was adopted unanimously by a rising vote.

Mr. Miller moved a resolution of thanks to the management of the Hotels Chamberlin and Hygela, and Secretary Merriam one to Berry Bros., of Detroit, for the flowers which, by their order, have graced the president's table since the meeting opened. Both resolutions were adopted.

Mr. Peter moved that when the meeting adjourned it be to meet on the boat during the James River excursion to-morrow, and the motion prevailing, adjournment was had on motion of Mr. Cary.

The banquet at the Chamberlin to-night will doubtless go into history as one of the most delightful in the history of the Association. The large and beautiful dining-room of the hotel was given over to it, the regular guests of the hotel being served with dinner in the ball-room. It is but just to the hotel management to say that the manner in which the banquet was served left nothing whatever to be desired. Except for those at the speakers' table, the guests were seated in parties of eight, an arrangement that added materially to the enjoyment of the occasion.

These were the speakers and the toasts to which they devoted their eloquence: "National Wholesale Druggists' Association of the Past," W. J. Walker, Albany, N. Y.; "National Wholesale Druggists' Association of the Future," W. J. Walding, Toledo, O.; "Getting Together," P. A. Faxon, Kansas City, Mo.; "Hampton Roads and James River; 'The Cradle of the Republic,'" Col. John B. Purcell, Richmond, Va.; "Virginia," Hon. Lyon G. Tyler, Williamsburg, Va.; "Medical Profession," Dr. Geo. Ross, Richmond, Va.; "The Ladies," M. Cary Peter, Louisville, Ky.; "The Old and New Flag," Hugh Gordon Miller, Norfolk, Va.

THE EXCURSION TO JAMESTOWN.

Old Point Comfort, Oct. 18.—To-day was devoted by the members of the National Wholesale Druggists' Association to an excursion on the James River, historic Jamestown being the objective point. The steamer Pocahontas left the wharf soon after 9 o'clock in the morning, and there were few absentees. The business meeting that was planned resolved itself into a mere occasion of formal adjournment, the applicant for membership that was to have been voted on having been found ineligible by the committee on membership. The party landed at Jamestown, inspected the ancient tower, registered in the visitors' book, bought souvenirs, wandered about the site of the oldest white settlement in America, and—the uninitiated ate green persimmons and expressed surprise that any one could cultivate a taste for such fruit. The Hon. Lyon G. Tyler gave a sketch of the history of Jamestown, and Mr. Robert Traylor, of Richmond, made some highly interesting remarks (in which mention of "grass" figured), with the aid of a megaphone. An elaborate lunch was served on the return trip, for the purpose of aiding in which a very large majority of the dining-room force of the Chamberlin seemed to have been transferred to the boat. A brief stop was made at Newport News for the accommodation of those who desired to leave by the evening trains, and the twenty-seventh annual meeting of the National Wholesale Druggists' Association was waived into the past, to the music of reiterated songs of praise of the committees—and especially their heads—to whom the entertainment of the visitors had been intrusted. These were made up as follows:

ENTERTAINMENT COMMITTEE.—Edgar D. Taylor, Richmond, chairman; Clarence G. Stone, New York; T. P. Cook, New York; C. Frank Baily, Baltimore, N. Y.; Randolph, G. G. Minor, John B. Purcell, Polk Miller, Richmond; W. T. Case, New York; W. H. Terry, Norfolk; D. M. Cowan, Buffalo; E. S. Everett, Portland, Me.; C. P. Cutler, Boston; Albert B. Lambert, St. Louis;

F. Aschenbach, Philadelphia; M. Carey Peter, Louisville; T. F. Van Natta, St. Joseph, Mo.

LADIES' COMMITTEE.—Mrs. Edgar D. Taylor, chairman; Mrs. T. P. Cook, Mrs. C. G. Stone, Mrs. G. F. Baily, Mrs. N. V. Randolph, Miss Nina Randolph, Miss Julia Lee, Mrs. G. G. Minor, Mrs. J. B. Purcell, Mrs. Polk Miller, Mrs. W. H. Terry, Mrs. D. M. Cowan, Mrs. C. F. Cutler, Mrs. A. B. Lambert, Mrs. F. Aschenbach, Mrs. M. Carey Peter, Mrs. R. W. Powers, Mrs. R. L. Powers, Mrs. T. F. Van Natta.

CONVENTION NOTES.

Too much cannot be said in praise of the efforts of Mr. and Mrs. Edgar D. Taylor to further the enjoyment of all at Old Point. They seemed to be omnipresent and to consider nothing too great a tax upon their kindness.

President Walding, during the excursion on the James on Friday, told the correspondent of The Era that he was much gratified with the meeting as a whole. He will take plenty of time in selecting the various committees, as upon their composition, he believes, depends in very large measure the success of the Association. It will probably, he said, be at least thirty days before he is prepared to make his announcements.

Secretary A. B. Merriam is exceedingly deliberate in his every movement, as becomes one of his years, but just as the afternoon session of the first day's meeting was about to open he moved more quickly than he has probably in a long time. He was sinking slowly into his seat when a practically unanimous yell from the members present brought him to an upright position, and thus saved President Walker's derby hat from ruin.

Louis Dohme, of Sharp & Dohme, Baltimore, was obliged to leave on Thursday evening, before the banquet. He expressed himself as much pleased with the results of the meeting. Mr. Dohme is a firm believer in the benefits accruing from such gatherings, and says they brush aside very many misapprehensions and misunderstandings. "It is easy," he said, "to do business with a gentleman with whom you are in the habit of shaking hands socially at least once a year."

The post band of Fortress Monroe is a superb one, and much credit is due the leader, who labors under the immensely unmusical name of Buglione.

A visitor remarked that Hugh Gordon Miller, of Norfolk, who delivered the speech of welcome, is a brilliant young orator and had a splendid future before him, at which a native shook his head sadly, and corrected: "Would have it he were on the other side of the political fence." Mr. Miller is assistant U. S. District Attorney for his district, and, of course, a Republican.

The return of Geo. A. Seabury, of Seabury & Johnson, to membership in the National Wholesale Druggists' Association, after a lapse of ten years, was considered quite an important event and as meaning much in favor of the Association. Mr. Seabury talked much New York City politics in the lobby of the Chamberlin and claimed to have been one of a party of five who, one afternoon, caught seventy-nine blackfish—which, of course, has nothing whatever to do with the negro vote.

When Treasurer S. E. Strong rose to read his report, and considerable applause greeted him, he said, "You must anticipate a big balance."

The reading of Col. Purcell's expulsion resolution was received with a burst of applause that left no shadow of doubt as to its meeting the views of a vast majority of those present.

The officers of the Fortress Monroe garrison were much in evidence about the Chamberlain, and lent an agreeable bit of color. And their appreciation of the many pretty girls accompanying the druggists was manifestly keen.

If Mr. Frank A. Faxon's ideas prevail—as they probably will—those who go through Kansas City on the way to Monterey next year will have no fault to find with Kansas City hospitality.

Mr. F. L. Seely delivered the protest of the Paris Medicine Company in a manner that left not the slightest doubt as to his earnestness, and he made a good impression.

When Secretary Merriam cast the ballot of the Association in favor of Mr. Walding's election he made him

president not of the National Wholesale Druggists' Association, but of the United States. The mistake was corrected in time to prevent any friction with Washington, however.

Mr. Faxon, in advocating California as the next place of meeting, several times spoke of the Missouri River and Mr. Kline remarked that he did not know where that stream is. Instantly Mr. Faxon retorted, "That's one reason you ought to go west."

Mr. Powers, of Richmond, alluded to his partner, Mr. Taylor, chairman of the entertainment committee, as "that young man," and, notwithstanding Mr. Taylor's hair is perfectly white, he seems otherwise to fully deserve the appellation.

When Monterey had been decided upon as the next place of meeting, Mr. Coffin arose and said: "I feel that I can extend to you the hearty sympathy—" Of course there was a yell, after the subsidence of which Mr. Coffin explained that he meant welcome, not sympathy.

Polk Miller, of Richmond, could, it would seem, tell negro dialect stories continuously for the remainder of his natural life and never repeat a single one. He was constantly surrounded by a crowd of amused listeners to his splendidly-told yarns.

To induce a dignified elderly gentleman to taste a very unripe persimmon is hard enough, but to then recommend as an antidote for the "pucker" the preparation in which the joker is most interested, especially when, as in the case in point, the preparation is Pond's Extract did look a little like adding insult to injury.

Mr. Seabury's Speech.

Mr. Seabury presented a report containing extracts from the report of the Committee on Commercial Interests of the New York State Pharmaceutical Association which related the chief grievances involved and rehearsed the state of existing conditions in New York State. After reading the report Mr. Seabury closed with the following speech:

There are further irritants that revolve around those mentioned by the Committee as to whether department stores, grocers and arch cutters in the drug trade shall dictate terms of sale, or whether legitimate profits shall be sustained by the contracting parties to a Tripartite reciprocal agreement between manufacturers, wholesale druggists and retail druggists, the latter being represented in action for offensive and defensive mutual.

In the agitation for the settlement of these and other mercantile questions, the result will be either a reckless, unprofitable and suicidal policy in our business affairs, or a complete harmonization of conflicting interests. Legitimate profits should be insisted upon by manufacturers, wholesalers and retailers. Any plan not having reciprocal conditions between contracting parties will not succeed.

While I may be charged with being too optimistic, be not deceived. I have invariably leaned on the practical side of trade subjects, as I term it, "overcomeable." The present apparently complex situation as to who shall dispose of the wares involved in this department of the drug business is, to my mind, extremely simple; it is immaterial who become the distributing agents—not one bottle or less will be sold by manufacturers, and if they are wise they will protect themselves by complying with the demands of wholesale and retail druggists, and deal with them alone. The manufacturers, wholesale druggists and retailers can settle it definitely, without foreign interferences, within a year's time, by simply being honest and true to each other in the Tripartite Plan. No other plan can, or will, succeed.

When these philosophical and moral conditions are attained you will realize the fact that it is an exceedingly easy problem to remove department stores, grocers and the destructive methods of the arch cutters. There is a large proportion of our fellow members that will say it at the present time as if it had been accomplished twenty years ago, when I prophesied that the situation among us in our commercial affairs would, by evolution, develop.

A restoration of legitimate profits to all involved will come even quicker when the retail druggist becomes conscious of his power, that naturally leads to greater independence in his business transactions with his natural suppliers, and when he becomes more completely organized, separating in its course, the "goats from the sheep", as my friend "Simon Pure" Jones puts it, he will dictate mutual obligations.

The drug trade will learn to unite itself for offensive and defensive invasions on their trade interest, and relations, and the retailer will finally patronize only those who have been friendly to his cause. He will cast out of stock the wares of unscrupulous manufacturers who are

over ready to "serve God and the Devil", and who performs his part of the agreement in a Tripartite plan by disposing of his wares to "any old thing" in any business, as long as they are able to pay for them. Such a course simply perpetuates the struggle. The manufacturer is more to blame in this plan for defeat, since every lot of goods supplied to department stores and arch cutters prolongs the "causid bell".

Wholesale druggists, next to manufacturers, as distributors occupy the second important position. If he refuses to sell to commercial vaudeville bazaars and arch cutters who make a business of underselling legitimately established prices, then ninety per cent of our difficulties have been overcome, the other ten per cent will pass slowly on to the fashion and existence.

For the past ten years this Association has been unable to prevent violations of the Rebate and Tripartite plans. The result has been a destructive conquerable warfare. There is but one method for this Association to adopt to triumph, and that is, to introduce heroic means and impartially enforce them. When members find it is to their interest to remain true to their obligations in any plan that is created for their own welfare, then the end is exceedingly near. It will also develop harmony, respect and greater prosperity. "So mote it be." Amen!

ACETOPYRINE is a body obtained in the form of a white crystalline powder. It is employed as a remedy for acute rheumatism, and as an antithermic and analgesic agent. It has no unfavorable action upon the stomach and digestive organs, produces no adverse secondary symptoms, and lessens the number of the heart beats and respiratory movements without causing collapse even in tuberculous patients. Its elimination by the kidneys is unaccompanied by any action on the renal tissues. It is given in doses of $7\frac{1}{2}$ grains, which may be repeated from two to six times per diem. The substance has a faint odor of acetic acid, melts at 64 or 65 degrees C., is sparingly soluble in cold water, more soluble in hot water, readily soluble in alcohol or chloroform, and almost insoluble in ether.

PILOCERINE is the name given to a new toxic alkaloid obtained by G. Heyl (Archiv.) from *Pilocereus sargentianus*. Neither the alkaloid nor any of its salts have been obtained in crystalline form. Pilocerine is precipitated by all the usual alkaloidal reagents, except tannin, and has been given the formula $C_{20}H_{14}N_2O_4$. This body acts upon the heart in a peculiar manner, destroying the power of contraction of the ventricles. A dose of 1 gram is fatal to a rabbit weighing 1 kilo.

THE FAT OF STRYCHNOS SEEDS.—Petroleum ether was found by La Van Itallie to remove 11.7 per cent. extract from *Strychnos* seeds, 3.6 per cent. of which consists of fat. The author recommends the removal of the fat in the preparation of the extract for the reason that although some of the alkaloid is removed the resulting product is better in appearance and has much less of the unpleasant odor of the seed.

A PROCESS FOR THE PREPARATION OF MANNITE, or similar substances, by the reduction of carbohydrates of the formula $C_6H_{12}O_6$ by means of an electric current has been patented in England. Glucose, or a similar body, in a water solution is subjected to electrolysis in a cell containing two chambers, separated by a porous diaphragm. The substance is obtained in solid form by evaporating the reduced solution.

SPANISH CANTHARIDES have, according to Karl Dietrich (Apot. Zeit.), practically disappeared from the market, and materials designated as such are not genuine. The trade is now supplied principally from Russia and Hungary. The author recommends the adoption of the Chinese insects in the German Pharmacopoeia as being decidedly superior, containing a large proportion of cantharidin.

THE DEVELOPMENT OF COMMERCIAL CHARACTER AND GENIUS.

The article by Mr. Shaw appearing in the September issue of "Business Topics," and bearing upon boys and young men entering business, is a very significant departure from our current credit literature, but an exceedingly wise and commendable one.

It is a mistake not to heed the passing of days and that we are being relentlessly pushed forward to create a vacancy which must be filled by the immediately succeeding or the very youngest generations. Much injury has been, and will be done, by men of commercial acumen, but thoughtful of themselves or their individual circumstances only, and apparently unconscious of the younger men who are almost treading upon their feet and waiting simply for a word of advice or encouragement to develop profound business tact and character. Instances are very numerous within the zone of our own observation where successful business and even professional men have no offspring worthy to take their places when the time of retirement or separation comes; and this condition has been undoubtedly brought about in many instances by a failure on the part of the senior to consider the young men a part and parcel of his responsibility and create that atmosphere in his business surroundings or set aside a little time for substantial advice and encouragement, which would have caused a flowering of the natural abilities that were simply withered.

Now, we credit men have had a very great awakening in many directions; and it is no idle boast to say that it has given us a much better and safer equipment for our work; and along educational and helpful lines the present question should hold a very definite place. We have been passing through a crisis of change in commercial life and plans during the past few years and "specializing" in every department appears to be the fundamental element of success. Therefore, to acquire any one line thoroughly, there must be constant study and application. Not more than a decade ago it was not considered at all necessary for a young man to have beyond a common school education if he intended to take up a commercial life; but now it is very necessary that a young man should have gone through a period of close study, so that the habits of application and attention may have been developed and a range of knowledge concentrated on the branch of business that he may have selected. With a credit man, "Shakespeare," with its character sketches, can be as appropriately a part of his desk library as "Business Forms," or the "Legal Directory." This applies, of course, where the privilege can be allowed, but where it cannot (and that so often occurs), then the young business man should continue his studies after entering upon the commercial life, and realize that he is facing strong conditions which must be met and overcome. The power of realizing a commercial character and success beyond the monetary feature, in any branch of business, depends more largely on these features of study and application, with a serious comprehension of what we are aiming to become, than even the genius with which nature may have endowed us.

When a young man upon entering business manifests these attractive qualities, he should be given the atmosphere in which they can alone be developed and used for the advantage of his seniors. It is hard to make men over, and we love to dwell on the ideal; but there is really nothing which should hurt us more than to see a fine effort wasted and contracted because there is no appreciative spirit; and it was simply looked upon as one of the daily cogs of business to grind and grind, and at last wear out. Surely every firm in filling subordinate positions should recognize the responsibilities surrounding them, and that it means just as much a life to develop as that the right side of the profit and loss account should be substantially increased by a proficient assistant.

We can only wish that the men who hold the positions, and influence should generally recognize this

natural law, and "as they sow, so will they reap." There is undoubtedly a great deal of the school feeling and lack of seriousness upon the part of many boys who leave their desks very early in life and wish to enter business. The trouble they give and the numerous changes necessary are frequently very discouraging, and it looks as though the proper stuff is hard to get; but, nevertheless, very many of these boys have a good foundation away underneath the surface, and if they are given some advice and caused to realize just what the business life means will sober and make splendid men.

In conclusion, it is a matter of attention and emulation on one side and care and development on the other. A blending of these features will give our business atmosphere a soundness and stability, but if lacking on either part then there cannot be success as we would define it, either for the seniors or the young men. Surely let us all be encouraging and helpful.

TREATMENT OF POISONING WITH NITROBENZOL.—As nitrobenzol is not dissolved by water or the stomach secretions, is remains unchanged for an interval—usually about half an hour—after its digestion. Consequently, thorough lavage of the stomach is indicated until the fluid aspirated is odorless. Alcohol and oil dissolve it and all substances containing them, such as milk, wine, etc., should be avoided. The fatal cases on record were not treated with lavage. In two of the published cases the symptoms of intoxication were apparent at once. The only constant symptoms are the odor of the breath and cyanosis. The blood becomes brownish and the entire central nervous system is more or less affected, with various manifestations. The dose in the fatal cases was 150, 20 or 15 gm. Serious intoxication has followed indigestion of three drops and recovery has followed indigestion of as much as 30 gm.—(Jour. Am. Med. Assn.)

SAPONIN FOR CATCHING FISH.—Prof. Dr. Schaer, in a study of the plants employed in fishing, says that more than one hundred different species are used for this purpose, most of these containing saponin. Berberin also seems to have a toxic action upon fish. A number of species belonging to the Cameliaceae exert a very energetic action. In India representatives of the Sapindaceae and Sapotaceae, which contain as much as 9 per cent. saponin are employed in a compressed form as means for capturing fish. The natives of Egypt use certain Zygophyllaceae, which contain about 7 per cent. of saponin; while in other countries plants belonging to the Leguminosae and Rhamnaceae serve the same purpose. In southern Europe a species of *Verbascum* is sometimes employed in this curious method of fishing.

NEROLI OIL.—The oil distilled from the leaves of the bitter orange contains, according to Theulier, methyl anthranilate, while that obtained from the flowers of the sweet orange is without a trace of this compound. The oils from the bitter orange family vary greatly from season to season. The oil of the present season was found to contain 8.08 to 14.7 per cent. of ester calculated as linalyl acetate, and .42 to 1.10 per cent. of methyl anthranilate. The specific gravity was found to vary from .869 to .8726, and the optical rotation from + 2 degrees 50 minutes to + 7 degrees 20 minutes.

SALVOSAL is, chemically, salol-phosphinic acid. It is a complicated body formed by the action of phosphorus penta-chloride upon salol. Salvosal is now largely used as a substitute for salol, especially in the form of sodium and lithium salts.

SAPONIN, according to G. Heyl (Archiv.), makes up 24 per cent. of dry specimens of *Cereus gummosus*. The author finds no alkaloid in this plant.

NEWS DEPARTMENT.

NEW YORK AND VICINITY.

CONVICTED OF LARCENY.

Employee of Lehn & Fink Sentenced. Employees of C. N. Crittenton Co. Convicted But Sentence Suspended.

Hans Dierks, a young man twenty-four years of age, who was employed as a porter in the chemical department of Lehn & Fink's wholesale drug establishment for over a year, was convicted of larceny Oct. 17, and sentenced by Judge Hinsdale in the Court of Special Sessions, to thirty days imprisonment in the City Prison.

Dierks, it appears, had been robbing his employer, from time to time, since the date of the fire which destroyed the old building of the firm. His scheme was to stow the articles in his clothing during the day and walk out with them in the evening. On Friday evening, Oct. 11, as he was starting home, the watchman observed that his pockets were bulging out in a most unnatural manner, and, being suspicious, requested him to step into the office, where, on investigation, it was found that he had a package containing four pounds of potassium iodide. On being searched at the police station, several packages of high priced chemicals were found in his possession. The value of the goods stolen is not known, but probably will reach several hundred dollars. The leniency of the sentence is thought to be due to the youth of the prisoner and the fact that some of his friends appeared in Court, testified as to his previous good character and that he had never been convicted before. Dierks confessed to having disposed of the goods to a porter who was formerly in the employ of Lehn & Fink, and who was discharged for theft.

Two of the employees of the Chas. N. Crittenton Co., and one ex-employee were before Judge Hinsdale and Holbrook, on charges of theft, the same day that Dierks was convicted. The ex-employee and one of the employees pleaded guilty and were sentenced, but in consideration of the families of the prisoners sentence was suspended. The other employee's trial was postponed until Oct. 21. The convicted men confessed to having stolen about five hundred dollars' worth of goods, but the Crittenton Co., estimates the extent of its losses between \$2,000 and \$3,000, and believes that the parties have been operating for over a year. The principal goods stolen are a number of well-known proprietary preparations.

THE WHOLESALE DRUG TRADE BOWLING ASSOCIATION.

The Wholesale Drug Trade Bowling Association of New York was formally organized at a meeting held in the offices of Seabury & Johnson, No. 59 Malden Lane, Oct. 16. The new organization starts off with a membership of 48 although provision is made for the reception of charter members up to and including Nov. 1.

The object of the association as set forth in the constitution adopted is to promote good fellowship and acquaintanceship among members of the trade, encourage and supervise the bowling tournament, and to select and maintain a team to compete in the annual tournament of the American Drug Trade Bowling Association. All those interested or employed in the drug, chemical and allied trades and who approve of the objects of the association are eligible to membership.

Heretofore the association has been re-organized at

the commencement of each bowling season. The new association will be a permanent organization and have a stated membership fee in addition to the initiation fee. With the exception of Merck & Co., all of last season's competing teams will again participate. The following are the teams: Seabury & Johnson, Dodge & Olcott, Johnson & Johnson, Parke, Davis & Co., Colgate & Co., General Chemical Company, National Lead Co., Lanman & Kemp, Church, Dwight & Co., Powers & Weightman, and Roessler & Hasslacher Chemical Co. The last two teams have been added this year. An application from Ricketts & Banks to enter a team was rejected on the ground that the house was not eligible, its members being only professionally engaged in the trade and are not tradesmen.

The officers elected were: President, H. F. Baker, General Chemical Co.; vice-president, Harry O. Barnes, Colgate & Co.; secretary, Charles E. Meek, National Lead Co.; treasurer, William J. Carr, Parke, Davis & Co.; statistician, Lester Stevens, Johnson & Johnson; Board of Directors, C. A. McCormick, Johnson & Johnson; John Ruddiman, Dodge & Olcott; Dr. Lovis, Seabury & Johnson.

Harry O. Barnes, chairman of the bowling committee reported that Reid's Alleys No. 290 Church street, had been engaged for the season, beginning Saturday afternoon, Oct. 19. The teams scheduled to bowl on that day were Seabury & Johnson, Powers & Weightman and Johnson & Johnson, one set. Church, Dwight & Co., Lanman & Kemp and Colgate & Co., the other set. Among the charter members of the association are: George J. Seabury, R. P. Rowe, George W. Fortmeyer, S. H. Carragan, W. J. Carr, G. S. Mariager, Chas. A. McCormick, H. O. Barnes, H. F. Baker, Chas. E. Meek, Dr. Lovis.

MEETING OF N. Y. C. P.

A meeting of the officers and members of the New York College of Pharmacy was held at the college building, No. 115 West Sixty-eighth street, Tuesday evening October 15. In the absence of the President and vice-president, A. C. Searles an ex-trustee, was appointed chairman and called the meeting to order. After the minutes of the last meeting were read Prof. Coblenz as chairman of the delegation to the meeting of the American Pharmaceutical Association at St. Louis gave a verbal report. The delegation had been particularly pleased with the department devoted to exhibits and in his report Prof. Coblenz made special mention of an exhibit made by a graduate of the college, Wm. Kaemmerer, of Columbus, Ohio. The sugar coated pills exhibited by Mr. Kaemmerer were so well and uniformly made that it was said many of the manufacturers would be put to shame by comparison of products. The attendance was small, only about 15 members being present.

PROPOSED CONFERENCE OF CHAIRMEN OF LEGISLATIVE COMMITTEES.

A suggestion has been made that chairmen of the legislative committees of the several local pharmaceutical associations of greater New York meet in conference with the legislative committee of the New York State Pharmaceutical Association and decide on amendments to the pharmacy law to be presented at the next session of the legislature; also to agree on a plan to oppose any obnoxious legislation relating to pharmacy,

that may be brought up at the session. It is not unlikely that the suggestion will be acted upon and the conference will probably be held during the sessions of the State Board of Pharmacy at the New York College of Pharmacy, Oct. 28 and 29.

Society of Chemical Industry, N. Y. Section.

The New York Section of the Society of Chemical Industry will hold its first meeting of the season at the Chemists' Club, 108 West Fifty-fifth street, Friday evening, Oct. 25. Following the address of the chairman, Clifford Richardson, papers will be read by Samuel A. Tucker, "The Possibilities of Production of Ethylene from Inorganic Sources", and R. H. Moody, "The Reduction of Alumina by Calcium Carbide". Previous to the meeting of the Section, the members will hold the usual dinner at the cafe of the Hotel Savoy.

NOTES.

—The Wholesale Drug Trade Bowling Association opened the season's play on Saturday, October 19. The scores made by the competing teams follow: First game, Seabury & Johnson, 723; Powers & Weightman, 787. Second game, Seabury & Johnson, 840; Johnson & Johnson, 823. Third game, Powers & Weightman, 662; Johnson & Johnson, 789. Fourth game, Church & Dwight Co., 780; Lanman & Kemp, 727. Fifth game, Colgate & Co., 700; Lanman & Kemp, 700. Sixth game, Colgate & Co., 743; Church & Dwight Co., 814. The schedule committee of the association tournament has arranged the next six series as follows: October 26—Roessler & Hasslacher, General Chemical Co., and Dodge & Olcott, National Lead Co., Parke, Davis & Co., and Seabury & Johnson. November 2—Lanman & Kemp, Roessler & Hasslacher and Powers & Weightman; Johnson & Johnson, Dodge & Olcott and Church & Dwight Co. November 9—Colgate & Co., General Chemical Co., and Powers & Weightman; Dodge & Olcott, National Lead Co., and Lanman & Kemp. November 16—Church & Dwight Co., General Chemical Co., and National Lead Co.; Colgate & Co., Dodge & Olcott, and Seabury & Johnson. November 23—Johnson & Johnson, National Lead Co., and Lanman & Kemp; Seabury & Johnson, Church & Dwight Co., and Roessler & Hasslacher. November 30—Johnson & Johnson, Parke, Davis & Co., and General Chemical Co.; Powers & Weightman, National Lead Co., and Dodge & Olcott.

—Dr. Jokichi Takamine, was entertained at the Drug Trade Club, together with the heads of the departments of Parke, Davis & Co.'s New York branch, by Col. E. W. Fitch on Saturday October 12. Dr. Takamine, who holds the degree of Doctor of Science from the University of Tokio, leaves this week on the Celtic for London, where he will spend some months at the branch of Parke, Davis & Co. From London he goes to Japan and expects to return by way of San Francisco in about ten months. Dr. Takamine will be accompanied by his wife who is a sister of Mrs. Henry George, Jr. The Marquis Ito, late prime minister of Japan, who has been visiting different parts of America and is a personal friend of Dr. Takamine, also sails on the Celtic this week.

—Some of the out of town druggists visiting the trade last week were Dave S. Bauer, of Dave S. Bauer & Bro., Mobile, Ala.; James F. Ballard, St. Louis; H. O. Nute, of Irving, Nute & Co., Boston; O. F. Fuller, of Fuller & Fuller, Chicago; F. P. Weller, of the Richardson Drug Co., Omaha, Neb.; T. C. Treffy, New Haven, Conn.; F. R. Pease, New Bedford, Mass.; F. E. Blenckstone, Oradell, N. J.; Samuel Davis, Boonton, N. J.; H. N. Clarke, Cornwall-on-Hudson; and George M. Burr, Northport, L. I.

—Many delegates to the N. W. D. A. meeting at Old Point have stopped in New York on their way home, and many familiar faces of out of town members of the trade are seen this week in the drug district and at the club. Among others may be mentioned James E. Davis, Detroit; G. D. Searle, Chicago; Chas. E. Matthews, Chicago; Frank M. Bell, Chicago; Chas. F. Cutler and C. A. West, Boston; C. F. Weller, Omaha; and B. C. Hartz, Rock Island.

—F. L. Holton, of Holton & Adams Co., returned

October 15 from a three months' trip to various points in the Western States. Mr. Holton says that druggists in that part of the country are prospering and the number of stores is increasing, especially in Colorado. The growing town of Cripple Creek, where so many mines have been opened during the past two years, now maintains nineteen drug stores, and Mr. Holton says none of them seemed to be complaining of "hard times."

—Irving McKesson and H. McK. Kirkland, of McKesson & Robbins, returned from a two weeks' hunting trip in New Brunswick, Canada, on October 16. The trip was successful in every way each hunter bagging one moose and one caribou, all the law in that province will allow any person to shoot in one season. It is not unlikely that these crack shots will venture forth again this season and try their skill with the gun in another field.

—The Deutsch-Amerikanische Apotheker Zeitung, our German contemporary of this city, has reason to feel proud of its October issue which is printed on better paper than usual, and contains a very complete and interesting account of the recent celebration of the German Apothecaries Society of this city. The article was prepared by Hugo Kantrowitz and is illustrated with half-tone portraits of prominent officers and members of the society.

—De Witt W. Mertz, a partner in the De Miracle Co., dealers in patent medicines at No. 19 East Fifteenth street, has filed a petition in bankruptcy in the United States District Court. The schedules in the petition show liabilities of \$1,385 and nominal assets. There were thirty-eight creditors, mostly advertising agents, with claims for printing and distributing. Louis Rosenberg and Frank B. Ketcham are partners in the firm.

—C. Dickinson, the veteran druggist of New Britain, Conn., was in the city a few days last week making purchases for the fall and winter trade. Mr. Dickinson is over 80 years of age, and has been actively engaged in the drug business the greater part of his life. His store at New Britain is one of the leading pharmacies in that section, and customers' wants are still, to a great extent, attended to by Mr. Dickinson personally.

—J. Van Straaten, an exporter of crude drugs, The Hague, Holland, and A. A. Wittech, exporter of essential oils, Semarang and Toerabaya, Java, Dutch East Indies, are in New York calling on their customers. Mr. Van Straaten is buying modern machinery for the laboratories connected with his works in Holland. Both these gentlemen were guests of P. C. Magnus at the Drug Trade Club last week.

—Wallace C. Doremus, representative of Fox Fultz & Co., in Pennsylvania and John S. Lane, representative for Schieffelin & Co., in Massachusetts and Connecticut were in the city a few days last week. Harry C. Yager, formerly a city salesman for William R. Warner & Co., now has a similar position with Schieffelin & Co.,

—P. V. Myer, Belfast, and E. M. Siskles, New York, were guests of Louis L. Drake, at the Drug Trade Club, October 16. F. E. Treat, Boston, and Clinton Sutphen, Annandale, N. J., were guests of J. B. Booth October 17. E. A. Kimball, of Washington, was registered at the club October 18.

—The junior class of the New York College of Pharmacy will exceed in number the class of last year. Already one hundred and eighty-two students have been enrolled and more are expected in the early part of November. The total number in the junior class last year was one hundred and eighty-two.

—Seward Thornhill, of Seaville, L. I., was in the city October 14 on his way home from a vacation trip to the Pan-American Exposition and other points in this State. Mr. Thornhill reports a most satisfactory summer's trade, but that it is rather quiet of late.

—Thomas Voegel, of Voegel Bros. Drug Co., Minneapolis, Minn.; W. I. Woodman, of Smith & Woodman, St. Augustine, Fla.; and G. Gaylord Bragdon, of Bragdon & Co., Middletown, Del., were among the out-of-town buyers visiting the drug trade last week.

—E. L. Eschman, senior partner of the firm of G. Leipnitz & Co., the first retail drug firm established in San Francisco, visited friends in the drug trade last week. Mr. Eschman has just returned from a trip to Europe.

—Ewen McIntyre, Jr., of Ewen McIntyre & Son, Fifty-sixth street and Sixth avenue is able to attend to business again after an absence of two weeks. Mr. McIntyre had a fall while wheeling and received serious injuries, breaking his collar bone.

—Oscar F. Berger, representative of the Osborn Colwell Co. in the New England States, was in the city last week. A. C. Irving, formerly with the Missisquoi Chemical Co., has been added to the staff of travellers of the same company and will cover New York.

—Among the New York men attending the N. W. D. A. meeting, at Old Point Comfort, Va., last week, were: Thomas P. Cook, William S. Mersereau, S. H. Carragan, Herbert Turrel, W. B. Kauffman, H. B. Harding, Brent Good, L. Stallman, C. S. Latelle and W. P. Ritchey.

—A. C. Heisler, formerly with druggist Thomas Latham at Seventy-fifth street and Third avenue, will open a store at No. 3,206 Third avenue near 161st street, about October 25. This store was formerly occupied by druggist Charles Wolanek now at No. 3,194 Third avenue.

—P. W. Meissner, a member of the executive committee of the N. A. R. D., and a well-known pharmacist of Laporte, Ind., visited friends in the trade last week while stopping here on his way home from the Buffalo convention.

—Frank Feury, formerly with the Fraser Tablet Co., is attending the classes at the New York College of Pharmacy. Mr. Feury is engaged at the laboratories of the Osborn Colwell Co., on "off days".

—C. McFarlane, of Jamaica, W. I., late of the firm of Crosswell & Co., Kingston, Jamaica, was in the city last week. Mr. McFarlane was a guest of Col. E. W. Fitch at the Drug Club October 14.

—Willis L. Mix, the New Haven pharmacist visited friends in the drug trade last week. Chas. M. Whitteley, of the same city was also here, on a buying trip for his firm.

—Frank S. Henry, of the Williams Manufacturing Co., Cleveland, Ohio, was one of the visitors in the drug section last week. Mr. Henry attended the meetings of the N. W. D. A. at Old Point Comfort.

—C. C. Bruen, of Bruen, Ritchey & Co., left Saturday, October 19, for Buffalo, and will be gone about two weeks. A. S. Smith, of the same firm, has returned from his vacation spent in Washington and Norfolk, Va.

—William S. Settle has purchased the drug business formerly conducted by Frank F. Wright, corner Reid and Gates avenues, Brooklyn. Mr. Settle was formerly a clerk with Mr. Wright.

—Emil Levi, of C. F. Boehringer & Soehne, sailed on the Kaiser Wilhelm Der Grosse, Tuesday for Europe, and will spend some time at Mannheim, Germany, the home office of the firm.

—Schaaf Brothers have opened another new store at No. 2137 Eighth avenue. This firm now runs three drug stores in the city the others being at No. 798 Eighth avenue and No. 3,409 Third avenue.

—F. M. Robinson, of R. W. Robinson & Son, who was confined to his home through illness several days last week, has recovered sufficiently to enable him to resume work.

—F. W. Hancock, a well known pharmacist of Oxford, North Carolina, was in the city a few days last week. Mr. Hancock attended the N. A. R. D. meeting at Buffalo.

—T. F. Wheeler, of Boston and F. A. Hubbard of Newton, Mass., visited the trade in this city, October 15.

—N. Wolfert, the druggist at 101st street and Madison avenue is opening a branch store at 120th street and 6th avenue.

—J. A. Conover, one of the hustling pharmacists of Jacksonville, Fla., was in the city last week making purchases for the holiday trade.

—George Norton, M. D., of Cambridge, Mass and O. W. Jones, of Auburn, Me., were in the city during the week making purchases for the fall trade.

—R. B. Robbins, who formerly conducted the store at 135th street and Lenox avenue is now established at No. 541 Lenox avenue, near 137th street.

—P. E. Hall, auditor in the offices of Parke, Davis & Co., at Detroit, is in the city this week.

IN AND ABOUT BOSTON.

HOLYOKE DRUGGISTS CHARGED WITH LAW-BREAKING.

Boston, Oct. 19.—In a recent raid made on liquor sellers of Holyoke, as the result of warrants sworn out by several clergymen of that city, some of the druggists' places, among others, were visited, including the stores of A. S. Mesnard, Michael Murphy, John E. Fessant, A. J. N. Desmarais and Charles E. Bardwell. The pharmacy of the C. E. Ball Drug Company was visited, but there was found no evidence of illegal liquor selling. The accused men were in court at Holyoke, following a summons in which they were charged with keeping a common nuisance. All of those arraigned pleaded not guilty and the cases were continued for further hearing. Sureties in each case were fixed at \$500 and bonds were furnished by all.

Singularly, Mr. Bardwell is one of the candidates recommended by the State Pharmaceutical Association for appointment in the State Board of Registration in Pharmacy to fill a coming vacancy. It is now said there will be protests by temperance men, who claim to have evidence against Mr. Bardwell. These men claimed to have learned that the State Board of Pharmacy is composed of five men, three of whom favored rigid enforcement of liquor laws concerning druggists and were opposed to all legislation favoring them, while two members were more liberal in the matter of liquor selling. The expiration of one member's term leaves the board evenly divided, and as it was understood that Mr. Bardwell was not in favor of rigid temperance legislation, the temperance men have been opposed to his appointment to the board. The reputation of Mr. Bardwell's store has been much better than that of some druggists. The temperance men, by looking into the matter more closely, might have learned that their supposition (that two members of the board held liberal views on liquor laws) perhaps would be found to have no real basis.

DRUGGISTS CONTENTED AND TRADE SATISFACTORY.

Boston, Oct. 19.—Conditions have not changed materially this week over those of the previous week, the same generally good trade being found at places visited, with the druggists feeling contented because of present business. There has been no special impetus, it may be said, yet in an evenly good way trade keeps satisfactory. Fountain trade has dropped off, somewhat, yet this is not unexpected, and before long hot drinks will be in order. In the general market there are sought only just the things most needed for immediate wants, without marked activity at all, yet with a firm undertone. Chemicals are little more in demand, in comparison, with rather good business. Alcohols are only fairly active, although the prices are firm. The situation on hops is encouraging and bright. Dyestuffs and tanning materials show firmness and in some instances better prices.

PAINT AND OIL CLUB'S ANNUAL MEETING AND ELECTION.

Oct. 19.—Members of the Paint and Oil Club of New England held their annual meeting and dinner this week. The attendance was fair. President Norris S. Wilson presided. The report of the secretary showed a membership of 122. The treasurer reported a large balance on hand. The election resulted as follows: President, John D. Morton, of Boston; vice-president, Walter Tufts, of Boston; secretary, C. W. Willis, of Boston; treasurer, William S. Cutler, of Boston; directors, Samuel G. King, of Boston; Henry A. Robbins, of Boston; John E. Pushee, of Boston; Jacob W. Hoffman, of Boston, Charles S. Eobes, of Portland; A. E. Balcom, of Providence and J. B. Robinson, of Lawrence.

NOTES.

—That some clever crooks are always alive to their opportunities is shown by an incident which happened one evening this week in the drug store at the corner of Broadway and Dorchester streets, South Boston Dis-

trict. A ten-year-old child was sent from her home to the drug store nearby, with a five dollar bill for which she was instructed to get change. The regular clerk of the store was in the rear room putting up a prescription. In the front part was a young man who had evidently just come in from the street. He asked the child what she wanted and was told about the five dollar bill. "Oh I'll get that changed for you," said he, and taking the money, which was given him with childlike trust, he went out and failed to return.

—Carter, Carter & Melgs, the well known wholesale druggists of this city, have finally traced the many larcenies from their store to the door of David F. Farnham, one of their employees; and when he was arrested and brought into court the specific charge was theft of \$90 worth of cocaine. For some time past, so the members of the firm allege, articles have been disappearing from the store, and having exhausted their own resources they finally called in the police to help to find the criminal, with the result as above stated. Farnham resides at Swampscott, and has been with the firm for some time.

—Among the fires of the week was an early morning one in the building numbered 66-68 Market street, Brighton, occupied by George McKee, druggist. The fire started in the cellar, from some unknown cause, and resulted in damage of \$500 to Mr. McKee's stock and \$300 to the building.

—The pharmacy so long located at 686 Main street, Springfield, conducted by F. L. Vaughn, has been moved to larger and more convenient quarters at 701 on the same thoroughfare. The new store is finely lighted and handsomely fitted up throughout.

—By a recent fire at 237 Broadway, Chelsea, the awning shading James McGilvray's drug store at that place was destroyed, a damage of about \$25. It was caused by someone from above throwing a hot cigar stub down upon the awning.

—The well-equipped drug store in the Marcy block at West Warren, so long conducted by Dr. H. H. Moore, has been disposed of to Felix J. Labrie, who will run it in connection with another business which he has in that town.

—Henry J. Cunningham, of Cambridge is president and James A. Molver, of the same city is treasurer of the Davis Medical Company, organized at Portland with a capital stock of \$10,000 of which nothing has yet been paid in.

—The friends of Fred Knapton, in Adams, well-known through his connection with Thompson's pharmacy, where he efficiently acts as clerk, will be sorry to learn that he has been confined to his house through illness.

—C. S. Lombard & Co., of this city, have decided to keep drug store at 1 Green street, open all night. They also operate stores in Davis Square, West Somerville, and Sheridan Square, North Cambridge.

—Orville H. Dow, for some time a clerk in a Roxbury Pharmacy, has given up the position to go into business on his own account, having bought out a pharmacy in the Edgeworth district of Malden.

—Frank J. McGuire, who has many friends in Monson, has been engaged by G. L. Keeney, as clerk in his drug store in that town.

—Dr. E. H. Flagg, Jr., of the Kickapoo Medicine Co., recently has been visiting in West Sterling, where his parents reside.

A GROWING BUSINESS.

The Sudbury Paper Box & Machine Co., Boston, has moved its Pitt street factory to the Sudbury Building, and has also taken additional quarters in another building. The company reports an increase of 100 per cent. in business within recent time, but is fully equipped to fill all orders promptly. Druggists who desire the advantages of a very large and varied stock of druggists' labels and paper boxes should correspond with this company. Besides making all kinds of paper boxes, they are printers, embossers and lithographers. See their advertisement in this issue.

PHILADELPHIA.

MUCH UNFAVORABLE COMMENT ON THE N. A. R. D. CONVENTION.

Philadelphia, Oct. 19.—The principal topic of discussion in both retail and wholesale circles just now is the Buffalo Convention, the return of the Philadelphia delegates with their news and the published reports of the meetings have pretty well posted everybody interested. The general feeling seems to be one of disappointment at the practical shelving of the price protective plan and the re-adoption of the Tripartite Plan, which is looked upon as having failed of any practical benefit to the retailers of the large Eastern cities. Philadelphia druggists, as are many Eastern druggists, are strongly in favor of the "Worcester" or price protective plan; they claim that it is the only one that can be made to protect the retailers in cities like this, and they have almost lost faith in the Tripartite Plan. A prominent member of the P. A. R. D. says: "Look at the vote on the resolutions, each one of Philadelphia's delegates represented 100 retail druggists, while many of the Western men represented only 15 to 20 members, it's a case of minority rule all the way through". Many persons here even go as far as to say that the Convention was dominated by influences altogether too favorable to the jobbers and they resent the forcing on them again of a plan that benefits chiefly the jobbers for another year and which deprives the retailer of certain very valuable privileges in return for which they get nothing but promises. They declare that the failure of the Tripartite Plan in the East was caused mainly by the breaking of pledges by jobbers and they have lost faith in any promises from this part of the "Tripartite" in view of the many shameless breaches of faith by prominent houses who refused to sacrifice a single order for the plan. Another thing, there is a pretty strong feeling here that the East did not get a "square deal", that the great associations of the New England States, New York, Pennsylvania, Ohio, Maryland and New Jersey, were voted down by delegates from associations whose membership did not equal that of even one of the associations like that of the Philadelphia Association and that the programme shows too much evidence of having been "inspired" by interests controlled by jobbing interests that insisted on forcing the adoption of a policy distasteful to the retailers of this section. The leniency shown towards flagrant violators of the Tripartite agreement is cited as a proof of this statement, as is the fact that the jobbers are the ones to gain the most by maintenance of the old policy.

However, there is not the slightest hint of disloyalty or disruption among members of the P. A. R. D., although disappointed in the setback in the "price protective plan" they are hopeful that a more rigid enforcement of the "Tripartite Plan" will alleviate present conditions and that the past indefinite control of jobbers will be replaced by a stringent rounding up of offenders and public proclamation of guilty ones. After the recent action of the Convention and the expressed sentiments of the controlling party, less than this may bring about a wholesale withdrawal from the N. A. R. D., the sentiment is that now the Tripartite Plan is again endorsed it must be enforced by those in control of the National Association down to the very last letter of the agreement. Any evasive policy will bring down the wrath of the retailers on those who betray them. In spite of several unpleasant happenings during the sessions of the Convention, there does not seem to be the slightest bitterness among the Philadelphia delegates, and they all expressed their willingness to work cheerfully along the lines laid down by the Convention and to let time decide who was right. An active campaign locally is already being drawn for presentation at the next meeting of the P. A. R. D., which will pledge itself to give hearty and loyal support to the National officers and policies, and everybody will do his share. Now it is up to the jobbers; will they be loyal or not?

RETAIL BUSINESS GOOD—OUTLOOK PROMISING.

Philadelphia, Oct. 19.—Business has been quite good with the retailers this week, some of the larger stores having been kept going at their full capacity, and even the smaller ones have done very well. It seems as if trade was going in streaks this Fall, one week is quiet and then the next will be good and so on, but through it all there has been a steady volume done that shows up well at the end of the week. The sale of patent medicine is rather light except with certain well advertised remedies, but more and more people appear to be treating themselves with the "prescriptions" of the Sunday newspapers, most of which are for pills or tablets, which amounts to about the same thing in lessening legitimate prescriptions.

Local jobbers are quite busy, returns in from September trade show it to have been much larger than that of last year, and the present month is still better. One of the leading jobbing firms states that its local orders are extremely good and that out of town buyers are also buying briskly, which, with good collections, causes a feeling of hopefulness for a good winter's trade. At the big manufacturers everybody is too busy to talk except to say that they are full of orders and are pressed to fill them. The prospect of the establishment of a direct steamship line to Mediterranean ports is welcome news to dealers and manufacturers here as by it they will save quite a sum yearly in freight from New York and in the advantage of direct shipments and buying.

PHARMACEUTICAL MEETING AT THE P. C. P.

Philadelphia, Oct. 19.—The first of the year's series of "Pharmaceutical Meetings" was held at the Philadelphia College of Pharmacy on last Tuesday afternoon the programme including much of decided interest and value to druggists. The first speaker was Dr. Jokichi Takamine, who read a very interesting paper on adrenalin chloride, its preparation and incompatibilities. M. I. Wilbert read a paper on the use of digestive ferments in surgical practice, illustrating this by reference to the use of acid solutions of pepsin to dissolve and remove necrosed bone, tissue, etc. The influence of cereal decoction on cow's milk was the subject of a paper by C. H. LaWall, in which the author showed how the addition of infusions of various cereals caused coagulation to take place in much finer masses than when alone. Lyman F. Kebler spoke briefly on various samples of adulterated drugs in the collection exhibited at the A. Ph. A. Meeting by Smith, Kline & French Co., of this city, these being passed around among those present as they were described by the speaker. The collection and the remarks on the various adulterations were of great interest to retail druggists, so it was unfortunate that the attendance was not greater.

NOTES.

—Quite a number of unfavorable comments on the manner of sending out invitations to last week's "Social Meeting" at the Philadelphia College of Pharmacy are being heard from members and alumni of the college. While the policy of restricting these invitations to persons interested in the P. C. P. is quite right it seems as if members of the college and the alumni, who are really responsible for these meetings, should be extended the courtesy of an invitation, yet very few of these received one, so there was scarcely any outside of students and faculty present at the last Social.

—A meeting of the druggists of the Seventh and Thirtieth wards will be held in the hall at Seventeenth & South streets Friday evening, October 25, to take up the question of effective organization of the retail druggists of these wards and to discuss the question of prices. Several speakers will represent the P. A. R. D. at the meeting, which is intended to be in the nature of an informal "smoker" and talk. Cigars will be provided for guests by the committee in charge.

—Extensive alterations and enlargements are being made in the building so long occupied by Bullock & Crenshaw by the new owners, Geo. D. Feidt & Co., and when completed, the new firm will have a strictly modern

warehouse and salesrooms. John G. Bullock, one of the old firm, will continue to manage the chemical and chemical apparatus department and this branch of the business will be greatly enlarged and a wider line carried.

—Considerable loss and annoyance has been caused at the works of Keasbey & Mattison, Ambler, Pa., by the theft of brass fittings of machinery and apparatus, the work having been carried on systematically for some time. The arrest of two men thought to be at the head of a gang of brass thieves will, it is hoped, put a stop to the depredations.

—A test case to ascertain the validity of the "contract bill of sale" used in the "Worcester Plan" for protecting prices of patent medicines has been brought into Court by the P. A. R. D. acting for Dr. Julius Garst and it will be put through to a definite conclusion as speedily as possible. The action of the Buffalo Convention will not alter the plans of local workers.

—An unusually handsome display of assayed powdered drugs from Gilpin, Langdon & Co., of Baltimore ornamented the show window of L. C. Funk, the West Philadelphia druggist this week. Mr. Funk makes a specialty of supplying physicians' wants both as to medicines, surgical appliances and dressings and sick room requisites, with good success.

—The State Pharmaceutical Board held its Fall examination in this city yesterday in the old Boys' High School, Broad and Green streets. Two hundred and two candidates presented themselves for examination for certificates as registered pharmacists and qualified assistants.

—L. S. A. Stedem, brother of the recently elected Chairman of the A. Ph. A., "Section on Practical Pharmacy and Dispensing", has purchased a drug store at Narbeth, Pa., which will be conducted in connection with his present store at Eleventh and Master streets.

—L. I. Clewell, of Berwick and P. C. Curran, of Williamsport have purchased the drug store of Dr. G. L. Reagan & Co., Berwick. Mr. Clewell has been with G. L. Reagan & Co., for ten years. Mr. Curran was formerly with E. A. Cornell, of Williamsport.

PITTSBURG AND VICINITY.**TRADE CONDITIONS SATISFACTORY.**

Pittsburg, October 21.—The fall season, which is now pretty well on, finds nearly all the people who make it a practice to absent themselves from town during the summer returned, and the druggists are noting with satisfaction an increased amount of business because of this. The report of several druggists interviewed during the past week indicates a much better condition of affairs than have existed during the past several years. The agreement reached some time since between cutters and retailers to maintain certain scheduled prices is working admirably, and thus far no complaint of violations has been made by either. The tripartite plan in so far as it applies to this section is a success, and perfectly satisfactory to the retailers. The Flint Bottle Manufacturers' Association, in which so much dissension and price cutting have occurred, have at last formed an agreement and adopted a uniform list, which is satisfactory to both retailers and jobbers. The Flint factories are now all running and the supply, which for a time was so short as to be of much annoyance to druggists, is again sufficient. Among the wholesalers favorable conditions are also reported, the one exception being the fact that prices are ruling a trifle low, due doubtless to sharp competition. However, the volume of trade is large, especially for this time of year. This applies particularly to out of town trade. The demand for heavy goods on the part of large manufacturing plants is great, due to the fact that they are all running to their greatest capacity. This is the source of a great deal of business for local wholesalers. The one cloud on the retail druggist's horizon is the scarcity of good clerks. This lack is now all the more emphasized because of the opening of the various colleges of pharmacy, to which many clerks are returning. The secretary of the local Clerks'

Association has made strenuous efforts to interest clerks from other parts of the State, and even from other States, to come here, but the demand is not perceptibly diminished.

NOTES.

—E. A. Ferrin, a slick swindler, who has been operating for some time in western Pennsylvania under the guise of a promoter, negotiated a note for \$400 on a local hotel, bearing the name of H. Alex. Stoke, a well-known druggist of Reynoldsville, Pa. Mr. Stoke pronounced the note a forgery. Ferrin has been apprehended.

—F. M. Martin and George P. Manly have closed a deal with Beaver Falls people for the lease of the large building formerly occupied by the Roberts Manufacturing Co., and will establish a large chemical works, employing over one hundred men, at that city.

—The first games of the Drug Bowling League were played last Monday evening between the Pharmacuticals and the Allegheny druggists. On Friday the Gilmores and Kellys met. Monday and Friday evenings will be the regular bowling nights during the season.

—The election of B. F. Pritchard to a vice-presidency in the N. A. R. D. was a pleasure to the many friends of this gentleman, who has worked so hard for the interests of his fellow druggists in this section.

—John Weyles, who formerly clerked for E. O. Freebing, at Frankstown and Park avenues, has purchased the drug store of E. R. Goldsmith, at Braddock, Pa.

—The drug store of M. Rush Means, bankrupt, Punxsutawney, Pa., will be sold by the sheriff at public auction on Friday, October 25.

—Mr. William Gray, a prominent young chemist of Allegheny, was married last week to Miss Irene Gregg, of Freeport. The young couple will reside in Allegheny.

—Few if any of the local wholesalers attended the meeting of the N. W. D. A., at Old Point Comfort.

BALTIMORE.

DRUG TRADE BOWLERS.

Baltimore, Oct. 19.—Notwithstanding the illness of Dr. A. R. L. Dohme, who must be regarded as one of the chief supporters and champions of bowling, the work of the Baltimore Drug Trade Bowling Club is well under way. The members of the club had a meeting early in the month and elected officers, besides transacting other business. Mr. Holtzman is the vice-president of the club; Andrew Baumgarten, vice-president; Charles Baker, treasurer, and James Cann, secretary. The interest in the sport of bowling continues unabated. The club this year consists of seven teams, Gilpin, Langdon & Co. and Muth Bros. & Co. having dropped out and the Ferrell & Kellam Co. and the Armstrong Cork Co. having been admitted. The rules of admission have been made somewhat more elastic, so that trades even remotely connected with the drug trade can have representation. So far the scores made have been rather low. As last year, contests take place twice a week.

BUSINESS ABOUT THE SAME.

Baltimore, October 21.—The drug trade situation underwent practically no change during the past week. Botanicals retained their relative positions in the market with respect to price and demand, and the volume of movement in proprietaries and pharmaceuticals was virtually unaltered. Orders from retailers continue to come in quite freely, and the aggregate of transactions is large. The manufacturers of pharmaceuticals express themselves as being satisfied both with present conditions and with the outlook for the future. The total volume of business continues to be considerably ahead of last year, and there appears to be every reason to expect good trade for the balance of the current twelve months. The retailers also find much to encourage them.

THE NATIONAL WHOLESALE MEETING.

Baltimore, October 19.—The Baltimoreans who attended the annual meeting of the National Wholesale Druggists' Association, at Old Point Comfort, have come back full of enthusiasm over the generous hospitality

dispensed by their entertainers, most of whom were from Richmond. The delegation from this city say they are never more handsomely treated than in the Old Dominion, and they declare that they thoroughly enjoyed themselves. Baltimore's representation at the meeting included Dr. M. H. Carter and Allan Carter, of the Resinol Chemical Co.; Louis Yake, of the Kohler Manufacturing Co.; Louis Dohme, of Sharp & Dohme; Frank Bally, of James Bally & Son; John C. Muth, of Muth Bros. & Co.

MARYLAND COLLEGE OF PHARMACY.

Baltimore, October 18.—At a meeting of the Maryland College of Pharmacy, held yesterday afternoon, it was resolved to leave all other matters except business relating directly to the college and its management to the committee on papers and queries, of which Dr. A. R. L. Dohme is chairman. This committee, therefore, will hereafter take charge of every gathering devoted to the discussion of pharmaceutical questions and to such other topics as have no direct bearing on the conduct of the college and as appertain rather to the professional and scientific side of pharmacy.

NOTES.

—The marriage of John Gleichman, traveling representative of Rosengarten & Sons, Philadelphia, and formerly in the retail drug business here, to Miss Jane Abel Irvine, as already announced, took place on the 14th instant, at the residence of the bride's sister, Mrs. Frederick McDonald, 23 East Twenty-third street. After a wedding breakfast the new couple went on a tour to Old Point Comfort and other places in the South.

—After having been absent in Europe about one year, Mr. Louis Dohme has returned to Baltimore once more. He looks hale and hearty, and seems to have derived great benefit from his travels. He was warmly welcomed home by old associates and personal friends, who are legion.

—A petition to have the H. Kasheva Chemical Co., 118 South Eutaw street, adjudged a bankrupt was filed in the United States District Court last Friday by James Armstrong and others. The petition states that the defendant company owes the petitioners \$1,644.00, and alleges that it is hopelessly insolvent and has allowed two of its creditors to obtain preferences.

—Dr. Alfred R. L. Dohme is able to be out again, after a long and serious illness. He was taken sick August 19, and has been confined to his room until a few days ago, when he left for Atlantic City to recuperate. He expects to get back to his desk about the middle of November.

—H. B. Gilpin, senior partner of Gilpin, Langdon & Co., contemplates a hunting trip in the far West. He will be absent about two or three weeks, and expects to bag some big game.

CINCINNATI.

DRUG CLERKS' ASSOCIATION OF OHIO.

Cincinnati, Oct. 19.—A meeting of Drug Clerks at the Palace Hotel in this city formed what is to be known as the "Drug Clerks' Association of Ohio." The objects of the association are social advancement and to obtain situations for unemployed fellow-clerks. The following officers were elected: President, Fred, Scheibenzuber; vice-presidents, Clifford J. Trauter, and Edw. A. Ohm; secretary and treasurer, H. G. Schmueling; chief of employment bureau, Wm. A. Mueller. The association will meet every week at room 111 Bell Block.

WANTS TO MAKE COCAINE A PROHIBITED DRUG.

Cincinnati, Oct. 19.—Prosecuting Attorney Harry M. Hoffheimer will asked the Hamilton County members of the next Legislature to introduce a bill placing cocaine on the list of prohibitive drugs, as people are now able to get the drug without any trouble whatever. Mr. Hoffheimer favors the bill because his observations in the criminal court have led him to believe that a majority of the people who commit crimes are led to do so by the use of cocaine, this being especial-

ally so among the poorer classes. He believes that if the sale of the drug is prohibited its use will be greatly restricted.

NOTES.

—David Klein, prominent druggist and Postmaster at Madisonville, Ohio, died last Tuesday after a lingering illness. His brother Albert E. Klein will be appointed postmaster to succeed him.

—Hamilton (Ohio) druggists have signed an agreement to close their stores on Sundays between the hours of 10 a. m. and 6 p. m.

—Dr. P. Cornelius will open a new drug store at Berea, Ky.

—W. F. Warning the hustling druggist at Blauchester, O., was in town last week.

CHICAGO.

CONVENTION AFTERMATH.

Chicago, Oct. 19.—Chicago druggists are naturally not displeased at the outcome of the Buffalo meeting of the N. A. R. D. and while not at all arrayed as opponents of the Worcester Plan, but, as a rule, favoring its ultimate adoption, they believe that the action taken by the association will prove in the end to be the wisest course, promising as it does, the most conservative thought and action with the probable final adoption of the plan through the action of the Executive Committee. Perhaps the most characteristic remarks ament the meeting were those made the other day by Wilhelm Bode-mann. Among other things, Mr. Bode-mann said: "Neither the Worcester Plan or any other plan can be made a success except by organization. Hence, Illinois was and is and will always, be in favor of organization first and then any other plan that is feasible and adopted by the majority. When the Worcester Plan came up for discussion it was evident that there was more emotion than a motion before the house. When the Worcesterers saw that the friends of the N. A. R. D. were not opposed to the Worcester Plan per se, a compromise was soon reached. During a recent Chicago mayoralty campaign noon prayer meetings were held with great success; the same was true at Buffalo. Followers of all kinds of plans met at Wyand's, discussing viands under the auspices of the committee on R. H., and when the convention adjourned sine die this same committee held a great rally, and all the different fighters peacefully assembled around the festive board. President Seeley was present and was toasted, the chairman of the Committee on R. H. pledging the loyal support of all the different States that had not previously gone on record to that effect at the last session. Mr. Zwick, who so generously offered to the East a dish of crow, was the victim of a toast, and the committee unanimously voted to change the dish of crow to a dish of Worcester Sauce on top of the N. A. R. D. gander. I really believe these noon and evening prayer meetings did much to smooth over many a wrinkle, and future conventions would do well to make the Committee on R. H. a standing feature of the programme."

It is said that several Illinois men covered themselves with glory on the floor of the Convention. Those receiving especial mention are the convincing Straw, and the eloquent Gale of Chicago and the irrepressible Zimmerman, of Peoria.

CHICAGO BUSINESS KEEPING UP.

Chicago, Oct. 19.—Trade in Chicago has been good during the past week. Business is well up to the average on staple lines and on holiday goods is much above the average. Manufacturers and jobbers have noted an increase in their orders this season, but have expected it since commercial conditions are so favorable. All the houses have had to work some nights during the week and expect to continue doing so until well on toward the holidays.

NOTES.

—S. W. Ford has sold his drug store at 1218 Milwaukee avenue to Windmuller & Ellich. Mr. Windmuller has been with Mr. Ford several years, and Mr. Ellich was formerly connected with the Lincoln Park Palace Pharmacy.

—J. D. Payne has sold his drug store at Belmont avenue and West Ravenswood Park avenue. It is reported that the purchaser is a neighboring real estate man and that the store will be operated by a managing R. Ph.

—N. H. Frazier & Company is the name of the firm which has just opened a new drug store at Thirtieth street and Michigan avenue. Asa Oren is manager of the store.

—J. H. Kelly, a druggist on Fifth avenue in La Grange, Ill., contemplates opening a new store on Stone avenue in that town.

—M. Rowland, of Rowland Brothers, druggists of Dixon, Ill., was in Chicago this week buying a stock of holiday goods.

—F. C. Pierce, a well known druggist of Fifty-fifth and State streets, is spending some days with relatives at his former home in Polo, Ill.

—W. J. Blythe, a well known druggist of Centralia, Ill., was in Chicago last week laying in a large assortment of holiday goods.

—F. M. Nichols, of Momenie, Ill., a well known salesman for Robert Stevenson & Company, was in Chicago this week.

—G. C. Gleason, formerly of the firm of Bech & Gleason, Aurora, Ill., has bought the Peter Staab drug store at Chillicothe, Ill.

—The firm of Deetkin & Whaley, druggists at Council Bluffs, Neb., has dissolved partnership, S. E. Whaley succeeding.

—The Goodrich Drug Company has bought the drug store of Benjamin Bridgeford, at Ord, Neb.

—The Spencer Drug Company has succeeded the Olle Smith Drug Company, at Racine, Wis.

—The Schuh Drug Company, successors to Paul G. Schuh & Son, Calro, Ill., has been incorporated.

—Nate Link, a druggist of Calro, Ill., has sold his drug store at that place.

—Mrs. C. E. Braden, who owned a drug store in Broughton, Ill., has sold out.

THE NORTHWEST.

WORK OF THE MINNESOTA COLLEGE OF PHARMACY.

St. Paul, Oct. 18.—The tenth annual course of the College of Pharmacy, University of Minnesota began as the Era has already announced, Sept. 24, with an attendance about equal to that of last year. Of the new candidates all but one presented satisfactory credentials as to preliminary training. The credentials offered were high school diplomas covering four year' work above the grades, by 93 per cent. The remaining seven per cent lacked either Latin or physics and were conditioned in these entrance branches. The scholarship is therefore equal to that of former years. Not all of the seniors have returned, a number having been induced by their employers to remain for a year or until the scarcity of good clerks abates. This is usual, however.

The new lecture room addition to the chemical laboratory, seating 200 comfortably is completed and is proving a valuable addition to the college room.

E. M. Freeman, M. A., Instructor in Botany and Materia Medica has obtained a year's leave of absence to do research and advanced work at the University of Cambridge, England. Fred Butters, M. S., Harv., a candidate for the doctorate degree in philosophy is conducting Mr. Freeman's work.

Dean and Mrs. Wulling spent the summer at the Lake Minniewashta.

Geo. W. Tits '05 took the civil service examination in 1890 for the position of Hospital Steward in the U. S. Marine Hospital Service. His rating was of a nature to put him at the head of all eligibles and he was soon

after appointed to serve at the San Francisco, Cal. Station, where he has been since and prospering.

Gus Demars, '98 has recently established himself in business in the town of his old home. To add happiness to prosperity he took unto himself a wife.

J. C. O'Connell, '01 is doing post graduate work at the State University in the subjects of organic chemistry, mineralogy, physiological chemistry and practical physiology.

The following alumni of the college are now studying medicine at the State University; E. Haugsett '94; Nauman McCloud '95; Oscar Welner '98; N. J. Johnson '01; Abe Gunz '90; J. Elden Hynes '00; Alfred Hart '94; Mr. F. E. Stewart '01 has established himself in business in Wyckoff, Minn.

Wm. Neumann '01 is studying medicine at Rush Medical College, Chicago.

Guy C. Clark '01 has engaged with S. F. Sanderson '95, Minneapolis.

H. Scarf '01 has a position with Mr. E. K. Herrman, Minneapolis.

J. H. Staddon '01 is taking special work in the academic department of the University.

Miss Eva Greer '01 has removed to St. Louis.

NOTES.

—Successions: Kenney & Edwards, Salmon City, Idaho, by Guy Edwards; Mrs. F. E. Renken & Co., Waterloo, Ia., by C. L. McDermott; Squier & Segar (Paints), Albert Lee, Minn., by L. D. Saylor; F. H. Graves, Madrid, Ia., by Q. A. Sturgeon; H. P. McKnight, Long Pine, Neb., by J. N. Sturdevant, who removes from Naper; Prestholdt Bros., Marietta, Minn., by H. H. Hiltsey.

—A lamp exploded in the City drug store at Aurora, Ia., this week, severely burning James Mackin, proprietor. Mr. Mackin, being alone ran into the street for help. Citizens promptly put out the fire, but not until his face and arms were badly burned.

—L. S. Gould has assumed the management of the Crocker Pharmacy of Faribault recently bought by Mr. Theopold.

—A. E. Lofstrom is spending a short vacation with his brother in Windom.

—W. D. Elliott has been spending a vacation at Spooner, Wis., but is now going to Marietta to work.

—Henry Prestholdt, having sold his store at Marietta, has returned to the city.

—W. K. Wasset & Co., Rock Valley, Ia., have given a bill of sale.

—Boniface Courtl, of Dr. B. Courtl & Son, Papillon, Neb., is dead.

—The F. A. Groezinger Co., Worthington, Minn., has sold.

—New: P. E. Herman, Westbrook, Minn.; Street & Co., Elwood, Neb.; Leren F. Rich, Rexburg, Idaho.

—R. W. Smith, Mountain Home, Idaho, has sold his Weiser branch.

—Charles F. Pfander, Ackley, Ia., has sold a two-third interest.

—Fred. T. Hoagland, Jesup, Ia., has assigned.

—M. F. Rapp, Roseburg, Ore., has been attached.

A Prominent Foreign House.

In this issue an announcement is made by a large Australian house who seek to establish connections with manufacturers in the drug trade of this country. F. H. Faulding & Co. are wholesale druggists and manufacturing chemists with extensive business connections throughout the whole of Australia. They are stated to be the largest distillers of Eucalyptus oil in Australia. They are all large importers of practically all lines of druggists' sundries and proprietary preparations. This company is an old established concern, having begun business in 1845. The main house is at Adelaide, South Australia, but they have branches at Sydney, New South Wales, and Perth, West Australia, and also an office at London, England. They invite American manufacturers interested in establishing Australian connections to address them at 54 Great Tower street, London, England.

THE SOUTH.

HIS AIM WAS GOOD.

Memphis, Oct. 19.—During the recent meeting of the Tennessee State Druggists' Association at Monteagle, not one of the many knights of the mortar and pestle came in for a larger share of attention than Daniel Lenahan of Dechard. "Uncle Dan," as he is familiarly known has been a conspicuous figure in the association meetings for a great many years, and always plays a prominent part in the gathering. A recent performance of his, however, lays in the shade anything heretofore placed to his credit. Among the prizes offered for the various contests to be decided during the meeting was a silver plated spatula. This caught the eye of Uncle Dan and he determined to possess the spatula if he had to win every event to do it. So he approached the committee in charge and asked the members as a special favor to offer the spatula as a prize in a contest that he could enter. They agreed to do as he requested, and one of them proposed a foot race. "Now," said Uncle Dan, "there was a time when I could throw dust in the face of any man in my part of the country, but boys, that time has gone." "Well," said another, "How about a spelling bee?" But Uncle Dan's confidence in his ability as a speller was not very firm and he declined to enter a contest that did not give him an even chance. The third man suggested shooting at a target with a rifle. "Now you are talking," said Uncle Dan; "there was a time when I could shoot and I believe I can do it again." So the spatula was offered as a prize for the best rifle shot, the pill rollers assembled at the appointed time and place and went down to defeat in regular order. The target was a five cent piece stuck on to a tree. When Uncle Dan's time came, he stepped forward, took quick aim, fired and hit the target in the center. He explained afterward that he got his practice during the war, doing duty as a sharpshooter. Uncle Dan is seventy-one years old, neither smokes nor chews, never takes a drink and does not wear glasses. He is a druggist of the old school and a good fellow.

TIED UP.

Memphis, Oct. 18.—Hammer & Ballard, 299 Main Street, have paid out some good money for an ice cream plant that is just at present "so near and yet so far". They bought the apparatus, which is one of the most complete in the South, at a bargain and made preparations to install it in the basement of their store. But the stern individual whose business it is to serve attachments, said "not so", and would have none of it until several parties who held claims against Mr. Brady, who sold the plant to Hammer & Ballard were satisfied. Mr. Ballard thereupon went before a magistrate armed with a writ of replevin and tried to get possession of the firm's property, but the other side opposed the case. However, the firm will not be the loser in the end as Mr. Brady, Jr., has kindly volunteered to refund the money if the case is decided against the drug firm. So the matter stands. Young Mr. Brady came here from Nashville some months ago and opened a palatial ice cream and soda water parlor, but bad management made the venture a losing one from the start, and the business has been closed. The attachment was levied to protect the notes held by the lessor of the building Brady occupied.

NOTES.

—E. G. Beard, formerly of the firm of Beard & George, Shreveport, La., has accepted a position with Sharp & Dohme and will travel for them in Mississippi.

—Jack Adams, one of the most popular druggists in Birmingham, Ala., was married to Miss Moore of that city Oct. 16.

—It is rumored that a new wholesale house, backed by St. Louis capital, is soon to make an appearance in Birmingham, Ala.

—W. G. Patterson, of Lewisburg, Tenn., has gone to Texas to spend the winter, on account of his wife's health.

—Harry G. Reuner, a young druggist of Natchez, Miss., died in that city on the 14th inst. of consumption. He was very prominent in society and was a member of the Prentiss & Elks Clubs. He was 25 years old and unmarried.

—Buffalo Bill's Wild West Show visited Jackson, Tenn., recently and some of the light-fingered gentry who follow such entertainments robbed the Jackson Drug Co. The thieves got away with all the available cash and several toilet articles.

—Dr. R. H. Whitfield, the pharmacist who died recently at Natchez, Miss., had been identified with the drug business of that city for the past twenty-five years and was one of the best known druggists in the South.

—E. B. Johnson has accepted a position with J. F. Hunter & Co., Jackson, Miss. Mr. Johnson was formerly in charge of the Hines Pharmacy, Water Valley, Miss.

—J. H. Aycock & Co. have the field all to themselves now at Monton, Miss., having bought the stock of O. A. Moore & Co., and added it to their own.

—J. M. Rabb, until recently manager of the Newton Drug Co., Newton, Miss., now has charge of the Peoples Drug Store, Laurel, Miss.

—W. DeArnold formerly connected with the DeArnold Chem. Co., is now in the hotel business at Iuka, Miss. He calls his house "Hotel Willard".

—Carl Dauthat, of Danier & Son, Fayetteville, Tenn., has gone to New York, where he will resume his studies in the New York College of Pharmacy.

—W. H. Scrape has opened a new drug store at 758 Main street, near the Union station. The location is one of the best in the city.

—H. M. Tyler, traveling for the Hessig-Elis Drug Co., is back on the road after having been laid up for two months at his home at Paris, Tenn., with a broken leg.

—Len Wilkerson, who once had designs on the stage, but who now holds down a desk with W. N. Wilkerson & Co., has gone to California on a pleasure trip.

—Wm. Nixon, has resigned his position with J. F. Turner, Pulaski, Tenn., and will in future be with Lloyd & McLaurin of the same place.

—Dr. J. P. Moore, of Yazoo, Miss., was married to Miss Elizabeth Taylor of that city on Oct. 2.

—W. W. Curtis, representing Sharp & Dohme in the South, was in the city last week.

—F. M. Odena, representing Parke, Davis & Co., was in the city last week.

—McWilliams Bros. succeeds Geo. F. Carter at Fayetteville, Tenn.

—Mr. Marshall, has withdrawn from the firm of Black & Marshall and is now travelling for a paint house.

—The New Century Drug Store at Jackson, Miss., is under the competent management of Dr. Woodruff.

—W. G. Poole, representative of Nelson, Baker & Co., Detroit is in the city calling on his traders.

—The firm name of T. H. Robinson, Water Valley, has been changed and now reads H. Robinson & Co.

—Reese Price of Enterprise, Miss., has bought out the Newton Drug Co., Newton, Miss.

—R. M. Hammer and wife are visiting relatives in Atlanta, Ga.

—A. D. (Parson) Roach, representative of Wm. R. Warner & Co., Philadelphia, was in this city this week.

—Albert Moore has succeeded Walter Carter, Mariana, Ark.

—Dr. I. West has purchased the J. C. Means Pharmacy at Natchez, Miss.

—Moore Bros., Grenada, Miss., have sold their business to Dr. W. H. Whittaker.

H. Gamse & Bro., Baltimore, Md., have superior facilities for the production of druggists' labels, pill and powder boxes of every description, and invite every druggist interested in obtaining the best goods in this line at lowest possible prices to write for catalogue.

OBITUARY.



J. CLITHEROW SMITH.

J. Clitherow Smith, a member of the firm of Smith & La Roque, Plattsburgh, N. Y., and a well-known member of the New York State Board of Pharmacy, died suddenly of heart disease on the morning of Oct. 18. Mr. Smith was born in South Elkington, Lincolnshire, England, in 1847, where he learned the drug business, serving an apprenticeship of seven years. After spending some time in Montreal, Canada, he went to Plattsburgh in 1872, where he began an engagement as a prescription clerk. In 1880 he became the senior member of the firm of Smith & La Roque. He had been a member of the New York State Board of Pharmacy for eleven years, his appointment as a member of the present board having been made last year. He was also a member of the New York State Pharmaceutical Association, a thirty-second degree Mason, and had a wide acquaintance among the business men of the country and district in which he lived. Two young daughters survive him. The funeral was held last Sunday afternoon in the Plattsburgh Episcopal Church, a large concourse of people attending the services. The floral emblems included a large wreath from the State Board of Pharmacy and a design in palms from the Board of the Middle Section of the State, and of which Mr. Smith was a member. The Board of Pharmacy was represented at the funeral by Geo. H. Merritt, Newburg; Warren L. Bradt, Albany, and Dr. Wm. Muir, of Brooklyn.

FRANK E. COLLINS, a Millbury, Mass., druggist, after an illness of several months, has succumbed to consumption of the blood complicated with organic heart trouble. He had been ill since February, yet continued to go to his pharmacy till within less than a week of his death. Mr. Collins was born in Topsham, Vt., and was forty-four years of age. He was a resident of Worcester for twenty years or more, going from there to Millbury. In both places he was well known in the drug business and in the latter town he bought the B. Frank Aiken pharmacy on Elm street. Besides his wife, his mother, a brother and sister, survive Mr. Collins.

BOOK REVIEWS.

NEW ORLEANS.

New Orleans, Oct. 17.

WARWICK of the KNOBS, A Story of Stringtown County, Kentucky, by John Uri Lloyd, Author of *Stringtown on the Pike*, *Etidorpha*, etc. Illustrated pp. XI, 365, 12 mo., \$1.50. New York, Dodd, Mead & Co.

After having read "Stringtown on the Pike" by Prof. John Uri Lloyd, well known throughout the pharmaceutical world, the reader feels that, powerful as it is, better is to follow. This comparative degree is achieved in "Warwick of the Knobs". The story deals with the same country, Stringtown County, in Northern "Kaintuk", as does the author's former volume "Stringtown on the Pike", but although many of the personages prominent in the latter appear in "Warwick", the web of the story is woven about another group of characters. It is a vivid, highly dramatic picture of life in the Knobs or the hill country of Kentucky near the northernmost border-line that faces Ohio, during the most bitter period of the Civil War, when Stringtown County, just on the dividing line between the North and South, was herself divided so cruelly, in many cases father against son and brother against brother, in sympathy and in deed between the contestants. The bitterness, the fierceness of the struggle at that time, and particularly in that part of Kentucky, brought death in all its stark terror swiftly, and just as cruelly as it appeared to the afflicted Warwick. Families broken up, destitution, starvation, crime, fierce partisanship, all fed the flames of this horrible period, which history somehow and perhaps humanely, leaves untouched.

Here in this Knob County during the most bloody period of the greatest war of modern civilization, Old Warwick of the Knobs, a man of steel tempered in the unswerving faith of his conception of his maker, and the dogma of his particular sect, the hard-shell, seven-day Baptist, lived with his three sons and daughter at the outbreak of hostilities. Two sons were sacrificed to the Confederacy and the honor of his daughter to his dogma and the last of the Warwicks turns coward; and yet all this which would suffice to make an agnostic of an angel, only binds him closer to the faith of his fathers.

As a story, there are more entertaining ones which are not so strong. A book that is merely entertaining one forgets, is only the evanescence of an author's brain and is but temporarily infused into some reader's; while this book, so full of strength, is not to be forgotten, and as Belasco once said when asked his definition of true literature, answering "Life, life, life!" so is this volume life.

DAS KOMPRIETREN VON ARZNEITABLETTEN, von F. Utz, k. K. Stabs-Apotheker k. b. II. Armee-Korps und Vorstand der chemischen Untersuchungsstation. Mit in den Text gedruckten Figuren. Berlin, Verlag von Julius Springer. Preis M. 2.40.

This little book tells the reader, in a clear and concise way, all about tablets. According to the characteristic German custom, the author begins his treatise with a brief history of the use and preparation of medicines in compressed forms. This is followed by a description of the machines and apparatus employed in preparing tablets in the dispensing pharmacy as well as those used in larger manufacturing establishments. The preparation of the mass is next considered, and directions given for banding machines, etc.

A large proportion of the 56 pages is devoted to a discussion of formulas and the difficulties likely to be encountered in their use. The formulas are selected from the author's own practice and bear witness to his skill as a dispensing pharmacist. Directions for the care and preservation of tablets and methods of coloring material for use in this form are also given.

The work is eminently thorough and practical, and is evidently the result of deep study and years of experience.

***THE COMPRESSION OF MEDICINAL TABLETS**, by F. Utz, Imperial corps-staff-apothecary of the II Imperial army corps, and director of the station of chemical investigation. With illustrations. Berlin, Julius Springer, Publisher. Price, 2.40 marks.

The College of Pharmacy has become established in its new quarters in Camp street and appears to have taken on new life with its new address. By arrangement there is a general grouping of the different pharmaceutical bodies in the college building, and altogether the move has been one of vast importance to the drug trade of New Orleans. The College will open Monday night with about forty matriculants. The opening will be an event in local pharmaceutical circles.

—Locally the drug trade continues to pay close attention to the warfare on cut rate methods and the vast majority of dealers are anxiously watching for some remedy to the evil, which it is said, demoralizes the trade and induces unscrupulous dealers to sell imitations, and compound worthless nostrums to take the place of known proprietary medicines. It is generally reported that trade along all branches of the drug business is flourishing both in the city and State.

—The Board of Pharmacy of the State has announced a meeting for the first week in November.

A Notable Exhibit of Alkaloidal Salts.

The exhibit of Merck & Co., at the recent meeting of the A. Ph. A. in St. Louis attracted much attention on account of the very large quantities of alkaloidal salts it contained. The display consisted of a nine-foot pyramid of fine chemicals, at the top of which were two large revolving jars filled with cocaine hydrochlorate. The gross weight of this salt was twenty-nine pounds and its value was \$2,700. On the faces of the pyramid were arranged about four hundred bottles of Merck's superior chemicals. Surrounding the pyramid were sixteen large jars filled with salts of atropine, sparteine, codeine, and other chemical products, such as styptlein, dionin, hydrastine hydrochlorate, etc. The value of the entire exhibit was over \$10,000. Sixteen gold medals, which have been awarded to the house of Merck at various international expositions, were also displayed. In connection with this feature of the exhibit it was remarked that the history of "world's fairs" might be traced in the line of medals awarded in different lands to the products of the famous old laboratories of Merck.

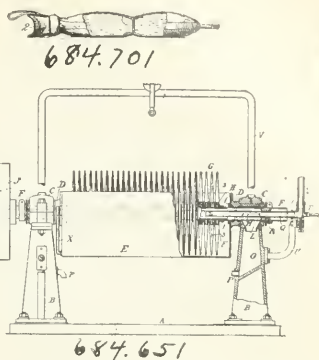
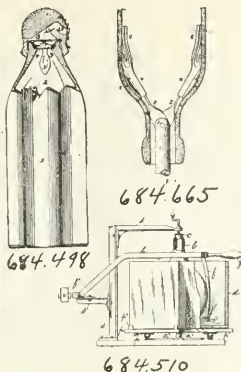
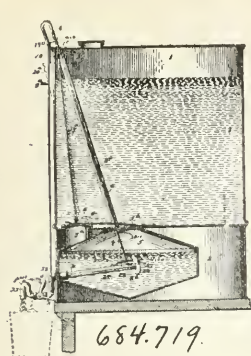
A Patent Medicine Exchange.

Many druggists have in stock proprietary preparations for which the sale in their locality has ceased entirely, but which might be sold by dealers in other parts of the country where there is a demand for these preparations. The Knickerbocker Drug Co. is a New York State corporation organized for the purpose of marketing such preparations. This company has instituted a complete patent medicine exchange, has ample storage facilities, and is in a position to handle goods on consignment, or any equitable basis. The managers state that because of their large acquaintance with the New York market, the largest and most varied patent medicine market in the world, and their extended acquaintance with the trade throughout the entire country, they have especially good facilities to assist druggists to exchange salable for unsalable goods. See their advertisement in this issue. They invite druggists to send lists of goods which they desire to sell or exchange, or to write regarding goods they wish to obtain. Address Knickerbocker Drug Co., 39 Murray street, New York.

Good Wine.

Sometimes it is rather difficult for a druggist to select a line of wines that will meet the demands and requirements of all classes of his customers, as usually there is a great diversity of opinion as to the quality of a wine. The line of wines produced by the Duroy & Hahnes Co., are always reliable and cannot fail to please the most pronounced connoisseur. A good profit is realized on the sale of these wines and druggists not satisfied with their present stock are requested to send for free samples, express prepaid, to the Duroy & Hahnes Co., Sardusky, Ohio.

PATENTS, TRADE MARKS, ETC.



PATENTS.

Issued October 15, 1901.

- 684,447.—Harvey F. Mitzel, Barborton, Ohio. Hot-water bottle.
 684,476.—Friedrich B. Thatcher, Providence, R. I. Bottle-stopper.
 684,498.—Jacob M. Doolittle, Pittsburg, Pa. Non-refillable bottle.
 684,510.—Charles O. K. Hallgren, Bayonne, N. Y. Carboy packer.
 684,545.—William A. Hall, Bellows Falls, Vt. Casein glue.
 684,553.—Adolph G. Rhode, Hoboken, N. J., assignor of one-half to August C. Hartmann, same place. Glove-powder.
 684,578.—Charles W. Merrill, Alameda, Cal. Precipitant for recovering metals from solutions.
 684,650.—Leopold Spiegel, Berlin, Germany, assignor to the Chemische Fabrik Guestrow, Germany. Yohimbin and process of making same.
 684,651.—Fritz Streckelsen, Utzendorf, Switzerland. Evaporating apparatus.
 684,665.—John Babis, Philadelphia, Pa., assignor, by mesne assignments, to S. S. Wenzel Machine Company, Philadelphia, Pa., and Charlestown, W. Va., a corporation of West Virginia. Bottle-washer.
 684,701.—Christian W. Meinicke, Jersey City, N. J., assignor to Meinicke & Co., New York, N. Y., a corporation of New Jersey. Water-bag.
 684,719.—Frank H. Raymond, Meadville, Pa. Measuring Liquid-dispensing vessel.

TRADE-MARKS.

Registered October 15, 1901.

- 37,193.—Certain named beverage. The Ice & Cold Storage Co. of Los Angeles, Los Angeles, Cal. The word "Korn".
 37,196.—Chemical Solvents for Gums and Oils. Bausch & Lomb Optical Co., Rochester, N. Y. The Word "Synthol".
 37,201.—Antiseptic Preparations. Bruno Batt, St. Louis, Mo. The word "Menthym".
 37,202.—Antiseptic Preparations for External and Internal Use. Schiebel & Co., Scranton, Pa. A scroll, with fanciful sprays inclosing a field or space, and a ring lying below the same.
 37,203.—Liquid remedy for External and Internal Use. Frederick G. Birr, Morgan, Wis. The words "The World's Triumphant".
 37,204.—Proprietary Medicines. Horace Edwin Henwood, Chicago, Ill. The word "Sulphume".
 37,205.—Therapeutic Product or Chemical Remedy for Tuberculosis. The Yonkerman Chemical Co., Kalamazoo, Mich. The word "Tuberculozine".
 37,206.—Dyspepsia Remedy in the Form of Tablets. Curesal Tablet Co., St. Albans, Vt. A monogram composed of the capital letters "C. T.".
 37,207.—Cure and Preventive of Certain Named Diseases. Carpenter Bros., Greenville, S. C. The word "Craps" and the representation of two negro boys playing craps.
 37,208.—Medical Compound for Cure of Certain Named Diseases. Calve Chemical Company, Baltimore, Md. The letter "R" and the numerals "197".
 37,209.—Malaria Cure and Tonic. Frederick W. Cook, Jr., San Antonio, Tex. The compound word "Chocolat-Malaria".

- 37,210.—Adhesive Plasters for Surgical Purposes. Johnson & Johnson, New Brunswick, N. J., and New York, N. Y. The letters "Z O".
 37,211.—Salve. P. W. Lerch & Co., South Canaan, Pa. The word "Universal".

LABELS.

Registered October 15, 1901.

- 8,726.—Title: "Cleandent". (For Tooth-Powder.) Claremont Chemical Company, Bronx, N. Y. Filed September 9, 1901.
 8,727.—Title: "Sim's Tonic Elixir of Pyrophosphate of Iron". (For a Medicine.) Elbridge B. Sims, Antwerp, N. Y. Filed September 14, 1901.
 8,728.—Title: "Delmadivir Regulator". (For a Medicine.) The Delmad Medicine Co., Lynn, Mass. Filed September 9, 1901.
 8,729.—Title: "Effervescent Seltzer Mint". (For a Medicine.) O. Stafford & Co., Washington, D. C. Filed August 1, 1901.
 8,730.—Title: "Dr. Humphrey's Medicated Holland Gln". (For a medicated Holland Gln.) Henry Lightward, Jr., Philadelphia, Pa. Filed March 1, 1901.

PRINTS.

Registered October 15, 1901.

- 411.—Title: "The Kind You Have Always Bought". (For Castoria.) The Centaur Company, New York, N. Y. Filed September 14, 1901.

SOLOMON

undoubtedly knew a thing or two, but he was somewhat handicapped by his matrimonial predilections. New faces often attracted him and he was married considerably. When he was a very young lad his mother dreamed that he would some day be a king, but this notion was discouraged by the opposition who had a dark horse in training for the event and did not favor women's rights. This did not deter Solomon, however. He saw his duty and remarked to the chairman of the national committee that if he failed to get the party nomination he should run on an independent ticket. This he did and achieved the distinction of being the first candidate ever elected on the women's vote. Fathers, brothers and other male relatives of eligible girls supported him throughout the campaign and were repaid by his marrying into their families. He became a great man and it was a pair of aces when he met the Queen of Sheba. Solomon's large family enjoys post mortem the sympathy of mothers in "Imperial" Nipples, who know all about

MARKET REPORT.

NEW YORK MARKET.

INCREASED ACTIVITY AND CONDITIONS GENERALLY SATISFACTORY.

New York, Oct. 22.—Cooler weather has stimulated demand for seasonable goods, and the general market shows increased activity with the volume of business reaching satisfactory proportions. Price changes are rather more numerous, but only a few are of more than ordinary importance.

OPIMUM.—Round lots remain dull and neglected and in a jobbing way the movement continues light and unimportant but quotations are unchanged at \$3.25@3.50 for 9 per cent. and \$3.45@3.60 for 11 per cent. Powdered is in moderate demand and nominally steady at \$4.40@4.60 for 13 per cent. \$4.75@5.00 for granular, and \$5.10@5.25 for 16 per cent.

MORPHINE.—Consuming channels continue to absorb an average amount of stock and the market is steady with prices unchanged on the basis of \$2.20@2.40 for eighths, as to brand, less the usual rebate of 10c. per oz. on lots of 10-ozs. or over.

QUININE.—The firmer tone noted last week is maintained and a fair business is reported with small lots receiving the larger share of attention, but quotations are unchanged at 28@29c. for bulk in 100-oz. tins, 28½@29½c. in 50-oz. tins, 29@30c. in 25-oz. tins, and 35@36c. in ounces, according to brand.

MENTHOL.—Prices have reacted slightly and jobbing parcels are obtainable at \$1.50@1.70, but improvement is looked for in the near future.

COCAINE.—Values are lower owing to sharp competition among manufacturers and jobbing quotations show a decline to \$5.75@6.00 for large crystals, and \$5.50@5.75 for small.

CAFFEINE.—This article also is unsettled on account of competition among makers, and quotations for jobbing quantities have been reduced to \$4.25@4.45 per lb. in bulk, 45@50c. In ounces and 65@70c. in eighths.

BALM OF GILEAD BUDS.—A firmer feeling has developed owing to scarcity and jobbing prices have been advanced to 50@60c. as to quantity.

STRAMONIUM LEAVES.—Foreign markets are easier and spot quotations for small lots have declined to 13@18c. for whole and 18@23c. for powdered.

PRICKLY ASH BERRIES.—Stocks are light both here and at producing points and jobbers have advanced quotations to 65@75c.

COLCHICUM SEED.—Continued scarcity is a prominent feature and jobbing prices show a further advance to 70@90c. for whole and 80@90c. for powdered.

OIL CLOVES.—A firmer market for the spice has caused an advance in values and the revised jobbing range is 75@85c.

OIL WORMWOOD.—Under the influence noted last week, the market is again stronger, and jobbers have further advanced their prices to \$6.75@7.00 for prime and \$6.00@6.25 for good.

OIL PEPPERMINT.—The market continues to harden in sympathy with corresponding conditions at primary sources of supply, and quotations have been marked up to \$1.80@1.90 for Western, \$1.55@1.95 for Wayne Co., and \$2.05@2.15 for distilled.

OIL LEMONGRASS.—Stocks are exceedingly small and closely concentrated and jobbing prices have been advanced to \$2.40@2.65.

SAFFRON.—Valencia is easier owing to competition among importers, and quotations in a jobbing way have been reduced to \$8.00@8.25.

RICHU LEAVES.—Easier markets abroad have caused a weaker feeling among local dealers and jobbing prices for short have been reduced to 34@40c. for whole and 36@45c. for powdered.

MANNA.—Supplies are more abundant and with foreign markets weaker, spot prices for small lots have declined to 15@50c. for small flake and 40@45c. for sorts.

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THE VERMONT PHARMACEUTICAL ASSOCIATION.

The Vermont Pharmaceutical Association held its eighth annual meeting at Vergennes, Oct. 10. The following officers were elected for the ensuing year: President, A. L. Dutcher, St. Albans; vice-presidents W. F. Root, Brattleboro; F. A. Morse, West Rutland, and H. Cheney, Morrisville; secretary, C. W. Ward, Rutland; treasurer, G. L. Harwood, Chester. It was decided to hold the next meeting of the Association at St. Johnsbury. In the afternoon the delegates, accompanied by some of the prominent citizens of the town, enjoyed a trip down the river and on Lake Champlain. In the evening, a banquet was held at the Stevens House.

The Pharmaceutical Era.

EVERY THURSDAY.

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SEE LAST READING PAGE FOR COMPLETE
INDEX TO THIS NUMBER.

IS PHARMACY WITHOUT SIDE LINES DESIRABLE?

According to a report read at the last meeting of the American Pharmaceutical Association, the total number of registered pharmacists in the United States is 85,849. With the population of the country something less than eighty millions, the average number of persons available for the support of each pharmacist is less than one thousand. The total number of retail drug stores in the country is not far from thirty-nine thousand. Thus, without taking into consideration those employed in wholesale and manufacturing establishments, each retail pharmacy furnishes occupation for an average of about two registered pharmacists. From an estimate in one of our exchanges, we learn that the United Kingdom has less than ten thousand separate pharmacies, while the population is as yet more than one-half that of the United States. It appears from these figures that in America drug stores draw their support from an average of about one-half the number of persons allotted to each pharmacy in England. In Germany, and other European countries, and also in most of the countries of the western hemisphere, pharmacy is much more purely professional than in the United States or even England, and the number of pharmacists per thousand of inhabitants must be proportionately less.

In view of these facts, it is apparent that American pharmacy is something quite different from that of the countries we have mentioned. If the druggists

in the United States were compelled to draw their support from the restricted kind of business carried on by the apothecaries of Germany and Russia, they must inevitably starve, for we cannot believe that it requires very much more medicine to keep a person in reasonably good condition in our own country than in foreign lands. It is also improbable that the average income of our druggists is less than that of those who do business under another flag, for in spite of the continual whine about unfavorable conditions, the stores decorated with the red and green bottles wear a distinctly prosperous look all over our land, and the dealer in side lines and drugs has a way of figuring as a prominent citizen in all our towns and villages. Pure pharmacy could not supply food, clothing and bank accounts to the immense number of druggists scattered over our states and territories. It is evident that a large proportion of their income must be derived from some other source.

A large number of the registered pharmacists in the United States may be physicians who keep dispensaries as side lines, and in prohibition States a number of drug stores may perhaps be more correctly called "liquor joints." But, after deducting the comparatively small number of stores which are not properly pharmacies, the number of establishments which derive a reasonably sufficient income from the sale of drugs and what are considered legitimate side line is, as compared with the population, still much larger in the United States than in Europe. This being the case, is it not somewhat unreasonable for members of the trade to bewail the introduction of side lines into the drug store? The sale of soda, cigars and other articles not found in European pharmacies seems, on the whole, to be a necessity in the American trade. If it were not for this side of the business a much smaller number of druggists could gain a livelihood. This would mean fewer drug stores which are now so convenient to the thirsty as well as to those in search of medicines, fewer students in our schools of pharmacy, and a smaller number of a class of useful citizens whom our communities can ill afford to spare.

THE SCARCITY OF PRESCRIPTION CLERKS.

Difficulty in securing qualified assistants to fill salaried positions in drug stores is reported from various parts of the country. The demand for good clerks seems to be increasing and may be ascribed to a number of causes. In some sections the requirements have lately been changed to include a much higher scholarship than formerly, thus eliminating the unfit. This cause of the scarcity of clerks is, in the trade, considered the most important one. The demand, on

the whole, is a hopeful sign, and promises to remove one serious cause for complaint in compelling an increase in the wages paid competent clerks. There is at the present time an abundance of openings for technical graduates in several lines of occupation. The various schools of engineering are unable to supply the demand for graduates, and in a number of branches of industry trained workers are hard to get. In the general prosperity of the country all lines of occupation seem to enjoy an unusual degree of activity, thus giving employment to an increased number of men.

Although a part of the present demand for trained pharmacists may be ascribed to the generally prosperous condition of the country, and the higher requirements for registration, a large measure of the scarcity must be attributed to a different cause—a growing disinclination of young men to engage in a business which they are led to believe is rapidly going to the dogs. They are told that the conditions surrounding the drug trade are becoming more and more unsatisfactory, that physicians no longer send prescriptions to the pharmacies, and that drug stores are rapidly degenerating into shops for the sale of toilet articles, soda and cigars. The prospective druggist is given to understand that he will be obliged to acquire a vast store of scientific knowledge which he will seldom use in the pursuit of his calling, and that he can expect nothing better than long hours and a salary which is smaller than that earned in any other profession.

Taking into consideration the pessimistic tone of the talk in the stores, the utterances of the speakers at pharmaceutical assemblages, and the discussions found in the journals of the trade, it is surprising that so many bright young men are still willing to engage in a calling which is so universally considered undesirable. The students making up the classes in the pharmaceutical colleges must be made of courageous stuff to be willing to undertake a battle for success against these overwhelming odds.

Happily druggists are not all pessimists. Many still find time to enjoy themselves and take a hopeful view of things. We have reason to believe that pharmacy, as a calling, is not quite so black as it is painted. Many still find it worthy of their best efforts. If careful inquiry were made, it is very probable that the income of the pharmacist would not be found to compare so very unfavorably with that of the doctor and lawyer after all.

MIXED FORMULAS.

An interesting case of unintentional substitution comes to us in a round about way from one of the daily journals of the Belgian capital. The highly specialized knowledge which the druggist is required to possess is supposed to serve as a protection to the public. This being the case, is the apothecary who figures in the following story entirely without blame?

A gentleman about to cross the English channel happened, during a call upon a lady of his acquaintance to refer to his dread of the seasickness which is usually incident to the passage from the Continent to England. The hostess having a sovereign remedy for this malady kindly requested her daughter to copy the formula from her collection of family recipes, for

the use of the prospective voyager. The prescription was duly filed by the apothecary, and the journey was begun under favorable auspices. In due time the traveller returned and called upon his friend in order to thank her for her efforts in his behalf. His hollow eyes and pale cheeks indicated that the ordeal had been a severe one. He explained wearily that in his case the effect of the remedy had been entirely opposite to that which he had been led to expect, as he had suffered frightfully from seasickness although a teaspoonful of the mixture had been faithfully taken every quarter hour until the last drop was removed from the jug. "—Jug!" exclaimed the hostess, "the recipe calls for only a small bottleful." "The mixture I received was put up in a mighty earthenware jug," replied the caller. An examination of the slip of paper which had been given the traveller at once explained the discrepancy to his fair adviser. The gentleman had been sent to sea armed not with her uncle's unfailing remedy for mal de mer, but with her mother's favorite mayonnaise dressing. The patient is still thanking his stars that the copyist, in her confusion, did not happen upon a formula for shoe dressing.

SELF MEDICATION.

A speaker in an address recently delivered in England referred to the growing practice of what he called "self-medication," the ailing public being more and more inclined to get along without the physician and his prescription, employing instead remedies selected without medical advice. He characterised this habit as pernicious and was of the opinion that its increase is due to the convenient forms in which medicines can now be obtained. Proprietary articles and compressed tablet preparations were especially pointed out as leading to a custom which viewed from a medical standpoint is highly unsatisfactory. It has been claimed that the American public is also less dependent upon the family physician than formerly, but this is still a matter of some difference of opinion. Doctors seem to be as plentiful as ever and still enjoy a large measure of public confidence. Observations among ourselves tend to show that people who are constantly taking medicines are also the most frequent visitors at the doctor's office. If the excellent preparations now offered for sale in our pharmacies are gradually taking the place of grandmother's collection of herbs' this can not be considered an entirely unmixed evil. The average American is of the opinion that he has a right to swallow whatever he pleases, and would undoubtedly resent any interference with this privilege.

TRIPHENYLGUANIDINE GUAIACOL SULPHONATE has been introduced as a local anæsthetic by Goldschmidt (Pharm. Zeit.). This salt is very slightly toxic, and is soluble in ether and alcohol. It is prepared by treating triphenylguanidine with barium guaiacol sulphate.

ORIENTAL STORAX.—In a study of storax, A. Tschirch and L. Van Itallie (Archiv.) find that liquid storax consists of a mixture of cinnamic acid, vanillin, styrol, styracin, cinnamic ethyl ester and storacinal. Storecinal is a white, odorless powder, and yields benzol, toluol and phenol when distilled with zinc dust. The formula for this body is found to be $C_{12}H_{20}O_2$.

(For the Era.)

THE VERY MUCH TRAINED NURSE.

By THERSITES MENDAX.

I will commence by apologizing to any and all "trained nurses," who read this article, for any misstatement I may make in it, and I take this opportunity of expressing my warm admiration for the class of women who have taken up nursing as a profession during the last ten or fifteen years. As there are plenty of quacks in the medical profession, and any number of scamps who bring pharmacy into disrepute by their unprincipled methods of business, so there are a number (and a large number, I am sorry to say) of women who have no earthly right to the designation of "trained nurse," who take liberties and claim privileges which no graduate from a first-class hospital would dream of doing. It is this class of imposters that I designate "The Very Much Trained Nurse." I have met quite a number of them in my time, and I consider them just as much of a nuisance as the crank doctor or the drug store loafer. The history of the breed is very much as follows: A young lady imagines she would like to take up nursing as a profession. Possibly she has read novels in which the heroine is a nurse, probably she prefers to earn a nurse's salary to clerking in a store or teaching school, or, again, she may imagine that a hospital is a good matrimonial hunting ground. Sooner or later she gains admission to a hospital as a probationer; we will assume it to be an institution which requires a three or four years' course for a diploma, where the discipline is rigid, and the salary is none too high. The first three or four months are enough to dissipate any romantic ideas the young lady may have formed as to her prospective profession. Possibly she has been a spoiled child at home; in the hospital she is simply part of a machine, her social status, good looks and accomplishments go for nothing. She is there to work, and when she fails to give satisfaction she can either resign or take her dismissal.

About the end of her first year she has some unpleasantness with one of the staff, and receives a sharp reprimand; her paper in the yearly examinations are not up to the mark, and she leaves, taking with her a smattering of medicine and medical terms and a very rudimentary knowledge of nursing. Her parents are of the opinion that the authorities were jealous of their daughter, "there are always so many wheels within wheels in a large hospital, you know."

A few months elapse and she accepts a position in an institution where genius is recognized, and in a very short time she emerges with a diploma attesting her qualifications as a thoroughly trained nurse. The place she graduates from is not recognized by the State Medical Board, or by the State Board of Health, or the legislature, but still there is a hospital with patients, doctors and nurses, and a diploma is a diploma. Of course, in many cases a year's training in, let us say Bellevue, is all that is necessary, supplemented, perhaps, with a diploma gained in a "correspondence course."

Now I know a good many doctors who would no more think of trusting a case to a nurse with dubious qualifications than they would give an anesthetic with commercial ether or chloroform, or perform Marsh's test with commercial sulphuric acid. I regret to say that there are others who are not as particular, and acting on the theory that the nurse's uniform makes the nurse they furnish employment to women who are utterly unqualified to assume charge of the sick-room. "Nurse Agatha" has sufficient common sense to realize that her success depends on the patronage of the doctors—at first—and by more or less attention to her duties and a little judicious flattery to the medical man she succeeds in gaining his good will and that of the patient as well.

It is not until her reputation is established, and a certain following among the public built up, that the "Very Much Trained Nurse" comes into conflict with the druggist. To use a vulgar expression, she has "to mind her P's and Q's" at first. She realizes that any

tampering with her patients means a row with the doctor, and that an unpleasantness with the druggist may lead to his influence being used against her.

After a year or two's nursing, Sister Agatha begins to develop ideas; she also begins to wield more or less influence among her lady acquaintances. In her hospital days she got hauled over the coals for not attending to details, and now that she is in business on her own account she is apt to forget the difference—if she ever knew it—between spirits of chloroform and chloroform pure. I give below a couple of prescriptions which I have been asked to fill by "very much trained nurses," with the same corrected. Comment is unnecessary.

No. I.

B. Chloroforml 3iil.
Bismuth subnit. 3i.
Aque ad. q. s. 3iil.
Sig. 3i. every half hour until vomiting ceases.
Misce.

No. II.

B. Sodii bromidl 3iiss.
Chloral hydras. 3i.
Glyzine 3i.
Elix. simplex ad. q. s. 3iil.
Misce.
Sig. 3i. every four hours.

No. I, corrected.

B. Spiritus chloroformi 3iil.
Bismuth subnit. 3i.
Aque ad. q. s. 3iil.
Misce.
Sig. 3i. every half hour until vomiting ceases.

No. II, corrected.

B. Elixir sodii bromidl 3iiss.
Chloral hydras. 3i.
Glyzine 3i.
Elix. simplex ad. q. s. 3iil.
Misce.
Sig. 3i. every four hours.

I could cite dozens of similar ones, but I select these two because in each case the "nurse" maintained that she was in the right. Number 1 was for use in a case of severe vomiting in pregnancy; No. 2, for insomnia in an anemic, delicate girl of thirteen or fourteen years of age. In neither case was the "very much trained nurse" in attendance on the patient. She merely volunteered her advice out of the goodness of her heart. In each case my refusal to fill the prescription failed to convince the parties that it was an error on the "nurse's" part, until they had submitted it to another druggist.

Every now and then one encounters "Nurse" or "Sister" Agatha at the table d'hôte of a summer hotel. She is usually "down on a vacation," with her clinical thermometer. If any of the guests are taken ill, she may work in a little time and pay her expenses. She never misses an opportunity of running down "country doctors," and her opinions on medicine and surgery pass for gospel truth with a number of the ladies who are in the house. Now and then she gets a bad "set down," however. I remember a quiet little woman who boarded at the same house I did, and registered as plain "Mrs. Smith." At our table was a "very much trained nurse;" she "talked shop" incessantly, and passed as an oracle among a large circle of ladies. My wife was more or less taken with her, and grew quite indignant when I suggested that the lady had rather too much to say about medical matters. The hotel was some distance from a town, six miles from a railway. The local practitioner was a man of some years' experience, and a graduate of Edinburgh. A youngster fell sick, and Sister Agatha proceeded to take charge of the case. She disagreed with the doctor, criticised his treatment on the hotel veranda, comparing his treatment of the case with that of "my doctors in New York, etc.," and when "Mrs. Smith" ventured to disagree with some statement she made, she retorted that nobody but a professional person could be expected to understand the matter in dispute. "Mrs. Smith" replied that she fully agreed with her, and presented her with her card, "Dr. Mary Smith, Consulting Physician. — Women's Hospital." Sister Agatha collapsed, and for the remainder of her stay we heard very little about "my hospital," "my doctors" and "my patients."

We subsequently found out that the young lady

had spent just six months in a third-rate hospital, from which she was dismissed for some serious offense.

In addition to the prescription-writing habit, indulged in by the "very much trained nurse," the druggist frequently has to discuss the discount problem with her. I have had young women whom I did not know from Potiphar's wife come into my store, purchase some article and demand a discount on the grounds that they were "trained nurses." I am always pleased to meet a lady who is attending a case for one of the doctors who deals with me, and I like to show her every conceivable courtesy and consideration, both in business and in private life, but for some reason or other such ladies don't often ask for discounts. I usually meet them out of uniform, and find out their profession through one of the doctors or some mutual acquaintance.

I certainly believe that a bona fide nurse, who is doing business in a locality, should receive some recognition from doctors and druggists alike. Consequently, if a nurse whom I know requires a clinical thermometer, an hypodermic syringe, or any other necessary part of her armamentaria, I supply it to her at "doctor's prices," viz., 10 per cent. over first cost, but I don't propose to keep her in Roger & Gallet's perfume, Pear's soap and expensive toilet articles.

The medical men it is my good fortune to be associated with are most particular in the choice of their nurses. They recommend ladies who are highly qualified, draw a good salary, and understand their business. Sometimes one of them wishes to see me privately, in which case I receive her in my dispensing department. As I make it a rule to keep the back shop well stocked, and clean of dirt and loafers, she usually goes away with a good impression of my establishment. On the other hand, when an unknown woman comes in and asks for 20 per cent. discount on the strength of being a "trained nurse," I point out a card, which several of us had printed and displayed in neat frames over the door of our dispensing departments, "Trained nurses and medical men who are unknown to us are requested not to ask for discounts." My card cost me 50 cents, framed. It may have cost me some business, but it certainly saved my assistants and myself a good deal of trouble.

The "very much trained nurse" owes her continued existence to the laxness of the medical profession, and the extreme gullibility of the public. As long as people pin their faith to Christian science, Dowie and osteopathy, there will be a section of society who prefer women of the class I have described to the genuine article. Sarah Gamp and Betsy Prig were ladies I should not have desired in my sick-room, or that of any one belonging to me. They, however, restricted their energies to eating, drinking, and did not experiment on their patients with drugs that they knew nothing about, or, if they did, Charles Dickens is silent on the subject.

EXEMPTION OF DRUGGISTS FROM SPECIAL TAX AS LIQUOR DEALERS.

Under date of Oct. 18, 1901, the Commissioner of Internal Revenue, John W. Yerkes, has issued the following circular to collectors of internal revenue, which is of especial interest to retail druggists. We quote it in its entirety:

By the provisions of Section 3246, Revised Statutes, a druggist is permitted to keep spirits and wines, and use them, in combination with drugs, in the preparation of medicines that are not beverages, and to sell such medicines without paying special tax as a liquor dealer under the internal revenue laws of the United States. But under the uniform rulings of this office, and the decisions of the United States courts, he can not, without subjecting himself to this special tax, sell spirits or wines that are not combined with drugs or materials of any kind taking these liquors out of the class of beverages, even when he

sells the liquors on a physician's prescription and for medicinal use only.

Besides the medicinal compounds which a druggist is authorized to sell without paying special tax as a liquor dealer, although they contain alcoholic liquors, there are other compounds containing spirits which, while they are not medicines, are non-potable articles that do not come under the head of "distilled spirits, wines, or malt liquors," in contemplation of the internal revenue laws, and which, therefore, he is entitled to sell without paying special tax, i. e., toilet articles, such as cologne and bay rum; ether with alcohol, for use in photography; benzine or ether with alcohol, for cleaning purposes; castor oil and alcohol, for toilet use; Florida water, violet water, etc., toilet articles made from alcohol; camphor and alcohol; alcohol and ammonia and whiting, a cleaning preparation; alcohol and shellac, for painters, etc.

Malt extracts, which are compounds of malt liquor and drugs, and which are manufactured for use as remedies for disease and not as beverages (as shown by labels on the bottles), are medicinal compounds; and druggists and merchants who sell them in good faith for medicinal use only are not to be called on to pay special tax as dealers in malt liquors on account of such sales.

As to the compounds called "bitters," "tonics," and the like, the rule is that if they are composed of spirits in combination with drugs, herbs, roots, etc., and are held out as remedies for diseases stated in labels on the bottles, they are to be regarded as medicines until the facts ascertained as to the purposes for which they are usually sold or used show them to be beverages; and until such facts are obtained druggists and merchants who sell these compounds in good faith as medicines only are not to be called on to pay special tax as liquor dealers on account of such sales.

Every person who sells these compounds as beverages, either by the bottle or by the drink, or sells them knowingly to those who buy them for use as beverages, involves himself in liability to criminal prosecution under the internal revenue laws of the United States, unless he holds a special tax stamp as a liquor dealer (or malt liquor dealer, as the case may be) covering such sales.

The fact that a compound may be used as a medicine, and may be so intended by the person making it, does not relieve the seller from the liability of a retail liquor dealer (or retail malt liquor dealer), if the compound is intoxicating, and is not sold as a medicine.

The true test in all such cases is: Was the compound sold in good faith for medicinal purposes only, or was it sold as a beverage, or sold knowingly to persons who bought it for use as a beverage? (United States v. Frederick Cota, 20 Int. Rev. Rec., 249; United States v. Stafford, 30 ibid., 247; 20 Fed. Rep., 720; United States v. J. W. Bibb, 33 Int. Rev. Rec., 301; United States v. Starnes, 35 ibid., 136; 37 Fed. Rep., 665.)

NEW CINCHONINE SALTS.—Three new cinchonine salts have been prepared by G. Tarrozi (Pharm. Zeit.). These salts, the sulphocarbonate, the sulphocresotate, and the acid hydrochloride, are all antiseptic in their action, and are more effective as an antithermic agent than the free base. The acid hydrochloride is obtained in crystalline needles, and the sulphocarbonate occurs in reddish white crystals, while the sulphocresotate is amorphous.

AMERICAN STORAX. the secretion of Liquidambar styraciflua, has been found by A. Tschirch and L. Van Itallie (Archiv.) to be a mixture of cinnamic acid, vanillin, styrol, stracin, cinnamic phenylpropyl ester, and styrcinol. The formula of styrcinol ($C_{18}H_{26}O_2$) is the same as that of stercinol, which is a constituent of oriental storax, but the optical activity of these bodies is quite different. American storax also differs from the oriental product in containing no ethyl cinnamate.

BUSINESS PHARMACY.

The Experience of Druggists with Profit-Bringing Methods. Hints and Suggestions.
Original Papers from Practical Business Druggists. The Various
Phases of Drug-Store Management and Economy.

ADVERTISEMENT AND MANAGEMENT OF A DRUG STORE.

By M. A. C., Lyons, N. Y.

The interchange of ideas regarding the management of a drug store is of great practical value. It is for this reason that I here offer a few words along this line, and I believe it is for this reason that so many readers of the Era have availed themselves of the offer made by the publishers of this journal of both space in which to express their ideas as well as remuneration for the effort involved in preparing their ideas for publication.

My thoughts seem to cluster around two points, namely, successful advertising and the management of a drug store. First, what is successful advertising? The essential points in successful advertising are, to my mind, constant change and an element of enlightenment or instruction running through the matter. People, as a rule, like to learn about things. They read the papers to learn what is going on in the world, and a large part of the activity of the world is spent in the manufacture and sale of articles to be used for the benefit and convenience of the people. Advertising is really educating the people up to the

use of articles we have for sale. To illustrate my meaning I herewith submit one or two sample advertisements which we have used to introduce to the people the use of antiseptic surgical dressings instead of the old-time healing salves which are now known to be useless, if not harmful. These two "ads." were used in our regular space, running for two weeks owing to press of other matters which prevented our usual weekly change, which we always adhere to strictly unless for some unavoidable reasons.

We always back up our newspaper work with a window display of as much magnitude and pointedness and as nearly at the same time as possible. By magnitude and pointedness of a window display I mean making as large a showing of the goods advertised as possible, and displaying a placard giving some of the uses of the article, and also price prominently mentioned.

We use many other forms and ways of advertising, but I will not mention others because the point I am specially trying to bring out here is that constant changing, educational advertising, are what bring people into a store.

And then comes the greatest proposition of all; that is, how to please a customer and hold his trade when once you get a chance at him. In order to do

**WHEN
YOU
BUMP
YOUR
SHIN**

Try an
antiseptic
dressing for it
rather than smear-
ing it over with some
irritating, greasy salve.

Try it once and see how perfectly nature heals her injuries only given perfectly clean surroundings to work in. Let us tell you how to use Antiseptic Dressings for cuts, bruises and sores and show you our line.

BLANK & CO.

Central Drug Store,

Mooreville, - - N. Y.

**WHEN
YOU
CUT**

Yourself instead of daubing on some "healing salve" which really poisons the wound, try the ANTISEPTIC WAY of cleansing the cut with a solution of say half a teaspoonful of carbolic acid in a pint of water and then draw the edges together with some adhesive plaster and cover with a piece of gauze held on by a roller bandage. In a few days your cut will be healed without scar or trouble from pus or matter, as it is sometimes called. You have cured it scientifically.

Let us show you our line of Surgical Dressings and aids to the injured.

BLANK & CO.

Central Drug Store,

Mooreville, - - N. Y.

The Era pays \$5.00 for each accepted contribution to this department. Proprietors and clerks are especially urged to relate their experiences and offer suggestions on all phases of the practical business side of pharmacy. Make your papers short, about 1,000 words (one Era page) in length.

this, it seems to me that the person who should meet and deal with customers, as much as possible, is the proprietor, unless, of course, he has clerks who are fully competent to handle people, with all their likes and dislikes, their whims and ignorance.

A clerk to be valuable to his employer must be a young man of high ideals, an active mind, of good breeding and manners, and, above all, having a lively interest in the business, not only for the sake of the paltry dollars distributed to him each week, but rather from a love of the work and a liking for a chance to serve and please people and his employer. If a clerk has all these qualities, and the proprietor has not, I say let the clerk deal with the people as much as possible. In some way, and by some one, our customers must be pleased and satisfied or all our advertising to get them into the store is in vain. Do not jeopardize the reputation of the store by allowing incompetent clerks to try to wait on people before they know how. I prefer to let the people wait a few moments than to do this. A competent person can find out what the customer wants, and then direct a boy in such a way that they can get what is called for. This I believe to be the better way, although, of course, it is much more difficult and annoying for the proprietor to be trying to do several things at once.

To reiterate, successful newspaper advertising must be constantly changing, newsy and instructive. In the management of a store, be sure that customers are treated cordially and intelligently, and that they always feel satisfied.

THE DRUGGIST'S WANT BOOK.

By J. T. PEPPER, Woodstock, Ontario.

Perhaps every druggist will agree with me when I say that the Want Book is a very useful book in a drug store. Some wholesale houses supply these useful books to their customers among the retail drug trade, and sometimes the title bears the name "Wants Book." It certainly is a book containing a list of "wants," but retail druggists usually refer to it as the "Want Book." The wholesale drug houses, when they supply these books, make use of them as an advertising medium, and, at the same time, confer a favor on the retail druggist. The retailer appreciates the kindness, for the Want Book, properly used, helps him to systematize his work and business, and to make more money. The Want Book is a necessity in the successful and profitably conducted drug store.

Where to Keep It.

It should be kept in the most convenient place in every drug store. This may be near the till or cash register, or desk, or on the dispensing counter. Wherever it is kept, it should always be in its place. If you go to the place where the Want Book is kept, with the intention of entering some "want," and find that some one has left it some where else, and, as frequently happens, you are too busy to hunt for it, you mentally say that you will remember the item and enter it at another time. If you remember to do so, it may be all right; but if you do not, it may be all wrong. For instance, when a certain "want" has not been entered in the book and drugs are ordered without, of course; including this particular article, it often seems that after the drugs arrive at the store and are put into stock, the first customer will ask for the very thing that you neglected to enter, because the "Want Book" was not in its accustomed place. By an omission of this kind a sale may be lost; perhaps, a customer. If you can get the article quickly from a neighboring druggist, perhaps, you may only lose a part of the profit. The loss of a sale is a trifle, but the loss of a customer is a more serious matter. The old adage, "A place for everything, and everything in its place," certainly applies to the "Want Book."

How to Use It.

The purpose for which the "Want Book" is intended is that all stock should be entered as soon as it becomes low, so that new goods may be ordered before the stock on hand becomes exhausted. In or-

der to always have on hand all goods that are called for, and which druggists are supposed to keep in stock, it is absolutely necessary that this rule should be rigidly adhered to. It should be impressed most emphatically upon the minds of our assistants that this must always be attended to whenever they discover that any portion of the stock is getting low. No excuse should be accepted for neglect of this duty. When your assistants enter wants in the book, you can have them make a note of how much or how many of any kind of goods there are on hand, so that when you are ordering your supplies you can be your own judge as to whether the stock is low enough to require a new order. You being the master of your own business, know the demand for certain lines of goods. You also have an idea of how long a certain amount will last you under ordinary circumstances. Knowing all these things, you certainly are the best judge of when to order goods, and how much or how many of each kind should be obtained at any one time, so as not to lose any sales, and still have just enough to run your business successfully and profitably without carrying too large a stock.

At the side of the page, opposite each want, you can, either using your own private cost mark or plain figures, put the price at which you buy the goods. This will impress the price upon your own mind, and you may also want to use it sometime for reference. At the side of the page you can also mark down the quantity ordered. When an order has been given, it is well to draw a line across the page of your "Want Book," and put down the date when ordered. By doing this, you will never duplicate and you will know where the dividing line is.

I think that most druggists do keep "Want Books," and, generally speaking, I believe that they make a profitable use of them. At one time I had a druggist for a neighbor who did not keep a want book, or, if he did, must have looked after it very indifferently, for he was constantly sending to my store for goods that he wanted immediately, "for the customer was waiting." This I did not object to, for we had arranged to exchange goods, each one taking half the profit. In this way I was constantly making a little profit from a portion of his business. He was losing because he did not properly attend to his stock when it became low, and did not enter goods required into his "Want Book." If he had kept his want book properly he would not have run out of stock so often, and would not have lost the small amounts represented by the extra price which he was obliged to pay in order to be able to supply his customer. The "Want Book," if well looked after, will remove a source of considerable loss.

WHAT IS THE SAFEST AND MOST PRACTICAL WAY OF KEEPING POISONS.*

By W. H. McDONALD.

I cannot give you a very exhaustive or learned paper on this subject, but will offer you a few suggestions taken from daily experience in the drug store that may be helpful to others handling poisonous articles.

The ideal method would be to have a closet or apartment in which to keep these articles away from the rest of the stock and to have one man to attend to it and weigh or measure out the required amount of each article when called for. Going through one of the large wholesale houses they showed me a vault in which were kept all expensive and poisonous chemicals, and the whole stock was in one man's charge. It was his duty to keep this stock in order and to hand out each article when called for. This was done primarily as a protection against fire, but it also guaranteed accuracy in handling. Such an arrangement is not altogether practicable for a retail store, but some features of it may be carried out.

Somewhere near or convenient to your prescrip-

*Read before the Tennessee Druggists' Association, Monticello Meeting, 1901.

tion case have a poison closet, or simply a section of shelving separated from the rest of your stock, in which can be kept all very active poisonous alkaloids, chemicals, etc., contained in small packages. Each bottle or container should be plainly labeled with the full name of the article and marked "poison." The ordinary dose for an adult should also be given. Each package should have its special place on the shelf and should remain in its place. The old adage, "A place for everything and everything in its place," can never find a more fitting application than here.

Some well regulated retail stores have a number on the shelf and a corresponding number on the bottle, also a record is kept in a book of the amount in stock. This is an excellent plan. I think it is better to let all such articles as these remain in the original bottles or packages in which they come from the manufacturers than to transfer them to stock bottles. When dispensing these articles, train yourself to look at the label carefully before weighing out the article, and again after you have done so and are replacing the bottle to its proper place on the shelf. I have adopted this rule for a long time, and find it a great help in the accurate dispensing of these articles.

Another point to observe is to school yourself not to be unduly hurried by impatient customers. Unfortunately, we all have such customers at times, and if we listen to their importunities for haste, are liable to make a mistake that may be very serious. Near this section should be kept a list of the most active poisons, together with the doses and their antidotes, convenient for reference in case of emergency.

A frequent mistake is the dispensing of morphine instead of quinine. I have adopted a plan for preventing this particular mistake by buying the morphine in one-eight ounce bottles only, and the quinine in one ounce, or larger packages, and keeping them in the original packages, and it has proven very helpful in this particular case.

This arrangement will apply to such articles as are contained in small packages, but it is not so easily applied to goods in bulk—such as acids in carboys, tinctures in large bottles sulphate of zinc and Paris green for domestic uses, etc. However, the same general plan can be used; separate these articles as far as possible from the rest of your stock, have every container properly labeled and exercise the same care in handling these articles that you would others. Such articles as are bought from the wholesaler in paper packages should be removed to the proper receptacle, that is, plainly labeled as soon as received. These packages should not be allowed to accumulate upon the shelves.

The chief points to be observed in handling poisons are to keep them separated from the rest of the stock; to have a place for each article and to keep it in its proper place; to have each package plainly labeled and marked "poison," and last to exercise persistent and determined care in dispensing.

OUR LETTER BOX.

We wish it distinctly understood that this department is open to everybody for the discussion of any subject of interest to the drug trade, but that we accept no responsibility for the views and opinions expressed by contributors.

Please be brief and always sign your name.

WHAT IS THE MATTER WITH THE ERA?

Chicago, Oct. 23, 1901.

To the Editor—Your report of the N. A. R. D. meeting, held at Buffalo, Oct. 17, has worked up quite a feeling among the Illinois druggists, and I have been asked over and over again how it came about that you take such a seemingly offensive stand as far as Illinois is concerned. Take what you say about "proxies;" if all the proxies had voted against Mr. Holliday (and some did vote against him), but if they all had he would still have come out ahead. If Chicago had wanted to insist on proxies, according to what she contributed, every auxiliary district could

have had a vote. The Era seems to forget that Illinois went to the convention with the determination to save what the N. A. R. D. had done for us; we did not go there, as the Ohio delegates did, and threaten secession should the delegates decide against us. Ohio filed notice, "Unless you adopt our scheme, we will quit." That position deserved your severest condemnation, and certainly Illinois did not deserve the way you treated her. Do you think it right to cast a reflection on Illinois for getting a move on, and succeeding in organization? If we have more organized associations and could get druggists into closer organization, should we sit by and allow New York, with her greater facilities and smaller representation (I believe the New York State Association paid for two delegates only), to rob us of the results of our labors? Therefore, I close as I started, "What is the matter with the Era?" W. Bodemann.

"A DECIDED SUCCESS."

To the Editor—In your issue of Sept. 19, 1901, I find an advertisement on page 15, headed, "A Decided Success," stating, among other things, that Pepto-Mangan (Gude) yields the druggist a good profit.

Now, I would like to know where that profit does come from? Our jobbers out here price it anywhere from \$9.25 to \$9.75 per dozen, and I call myself lucky to get it at the last figure. Our so-called physicians, steeped in the honor of the profession, where they dispense it themselves, expect to get it at the drug store for 75 cents per bottle, or kick at the outrageous profit we want to make on them and where they prescribe it, as they cannot buy it from their supply houses at 75 cents, they tell the patient not to pay more than \$1 for a bottle. And the manufacturers of that preparation, which thanks to the competition of our manufacturing laboratories, can now be bought at almost half that figure and gives the same satisfaction, if not better (at least Blank's), claim it yields the druggist good profit. Now, Messrs. Breitenbach & Co., you better come down a peach or two, and we will push your goods. C. S. Katz, M. D.

Hillsboro, Kas.

[We must take issue with our Kansas friend. The wholesale price of Pepto-Mangan (Gude) has nothing to do with the case. If it was sold at \$4 a dozen, would the retailer make any more on it? When he gets \$1 for it he makes from 10 cents to 23 cents a bottle. If the price were \$4 it would probably sell for 40 to 45 cents a bottle, a profit of from 7 cents to 12 cents. But that is not the point. Our subscriber practically admits he dispenses a bulk preparation on prescription for Pepto-Mangan (Gude). Does he tell the doctor he does this, or does he tell the patient he is not giving what the doctor ordered? This is downright swindling, and cannot help but bring the druggist into bad repute. Furthermore, to such practices is due, in a large measure, much of the dispensing by physicians, and the growth of the Physicians' Supply House, against which the trade is crying out so loudly. The doctor's right to have dispensed just what the prescription calls for is based not only on common sense, but on common honesty, and no druggist who values his reputation will do anything else.—Ed.]

RUSSIAN PEPPERMINT.—The culture of peppermint introduced into the Tulsa district about forty-five years ago, but subsequently allowed to partially die out, has been revived during the past five years (Pharm. Zeit.). The mint, the curly variety preferred, is grown in rich garden mold, enriched with horse manure and deeply ploughed. The plants are grown from cuttings, which are set out during the latter part of May or early June. The crop is harvested in August, the plants being allowed to wither before being subjected to distillation. The distilling apparatus is, in many cases, very primitive. Ten poods of peppermint yield about one-half pound of oil, while this quantity of curly mint yields $1\frac{1}{4}$ to $1\frac{1}{2}$ pounds. The quality of the oil depends upon the nature of the soil and the method employed in distillation.

HOW WE INCREASED OUR PRESCRIPTION BUSINESS.*

By WILLIAM KAEMMERER, Ph. G.,
Columbus, O.

Finding our prescription business in an unsatisfactory condition, we determined to do something to revive it. It was evident that we were not filling as many prescriptions as we should, although we were prepared in every way to do a good prescription business.

After thinking over several plans as to how we could best accomplish our object, we decided that the best and least expensive way was to make personal calls upon the physicians, show sample of our work, and explain matters of interest in our prescription department. Accordingly I filled a good sized grip with samples, and went to work among the physicians.

My samples consisted mostly of galenic preparations, a few crude drugs and chemicals, and some extemporaneous preparations, which required skill in compounding.

In order to make the scope and character of the work better understood, I will repeat, in a general way, the conversation I had with the physician. It must be borne in mind, however, that samples were shown and examined as the conversation proceeded.

After gaining an audience with the physician and opening up my samples, I would explain the object of my visit as follows: "Doctor, I haven't anything to sell, nor anything to give away, and I am not going to worry you with any preparations or new cures. My object is to show what we can do in the way of fine prescription work, and in that way increase our prescription business. We manufacture a complete line of elixirs. They are of the same strength and composition as those usually found on the market. We are in a position to manufacture anything in this line you may wish to prescribe. In order to show what they are like, I have brought a few of them with me."

"This is our simple elixir or elixir simplex. You will find it a most pleasant and agreeable vehicle. It is composed of sugar, water, and alcohol, and is highly flavored with fresh oil of sweet orange. It is clear, colorless, and of a true orange flavor. We use this as a base for all of our elixirs. As a flavoring agent we use nothing but pure, fresh oil of sweet orange, the best that money will buy. The reason you do not always get an elixir like this one when you prescribe is because proper care is not always exercised in selecting the oil of orange. Oil of orange turns rancid very readily, and when used in that condition will forever ruin an elixir.

This is our red elixir, or elixir rubri. No doubt you have often prescribed it. It is nothing else than our simple elixir colored red. As a coloring agent we use nothing but cochineal, which is perfectly harmless. We never use aniline in any of our elixirs.

"Our elixir of calisaya represents the equivalent in alkaloids of five grains of calisaya bark in each teaspoonful. It is useful as a simple tonic.

"Our elixir of potassium bromide contains ten grains of potassium bromide in each teaspoonful. Our elixir of sodium bromide also contains ten grains in each teaspoonful.

"Our elixir of ammonium bromide contains five grains in each teaspoonful.

"Our elixir of ammonium valerianate contains two grains of ammonium valerianate in each teaspoonful. In this elixir we have, to a great extent, masked the odor of the salt without in any way affecting its medicinal properties. This is done chiefly by neutralizing the valerianate of ammonium. Ammonium valerianate as found on the market, is always acid, owing to the escape of some of the ammonia. It is the valerianic acid which has such a disagreeable odor, and when neutralized with ammonia water, the odor is almost completely overcome. Whenever we receive a pre-

scription calling for ammonium valerianate we are always careful to neutralize the valerianate of ammonium before sending it out, and you will never have your patients complain about the disagreeable odor.

"Our elixir of valerianate of zinc; each teaspoonful contains one grain of valerianate of zinc.

"Our elixir of calisaya and iron; each teaspoonful contains two grains of citrate of iron and five grains of calisaya bark.

"Our elixir of calisaya, iron and strychnia; each teaspoonful contains five grains of calisaya, two grains of citrate of iron and 1-50 grain of strychnia.

"Our elixir of calisaya and tincture of chloride of iron; each teaspoonful contains five grains of calisaya bark and five minims of tincture of chloride of iron.

"Our elixir of gentian; this is about half the strength of the tincture of gentian compound. Our elixir of gentian with tincture of chloride of iron, has, in addition, five minims of tincture of chloride of iron in each teaspoonful.

"Our elixir of calisaya and phosphate of iron. Five grains of calisaya and two grains of phosphate of iron in each teaspoonful.

"Our elixir of pyrophosphate of iron, quinine and strychnia; each teaspoonful contains two grains of pyrophosphate of iron, one-half grain of quinine, and 1-64 of a grain of strychnia.

"Here is one to which I would particularly direct your attention, our elixir of terpin hydrate. It is different from any other elixir of terpin hydrate on the market. It contains full three grains of terpin hydrate in each teaspoonful, enough to produce results. All other elixirs of terpin hydrate on the market contain only one grain in each teaspoonful, an amount entirely too small to be of much value. The minimum dose of terpin hydrate is three grains. Like all the rest of our elixirs, it is flavored with oil of sweet orange. Our elixir of terpin hydrate and codeine contains in addition one-eighth grain of codeine in each teaspoonful. Our elixir of terpin hydrate and heroin contains three grains of terpin hydrate and one-twenty-fourth grain of heroin in each teaspoonful.

"This is our simple syrup. It is prepared by percolation, by which process the use of heat is avoided; it insures a thoroughly saturated solution, removes all coloring matter, and renders preparations made with it less liable to decompose. A heavy syrup acts as a preservative agent, whereas a weak syrup will do just the opposite, often starting a fermentation. We use this syrup as a base for nearly all our syrups.

"Our syrup of wild cherry is one of the same strength as the U. S. P. syrup, and it will mix with water without precipitation. There is nothing so disappointing to a physician as to receive a muddy mixture when he expects to receive a clear, bright preparation.

"Our syrup of white pine compound is equal to any on the market. We make one with morphine, and one without morphine. The one containing morphine is usually dispensed, unless the other is specified. Our syrup of white pine compound contains one-eighth grain of acetate of morphine in each fluid ounce.

"Syrup of ipecac, when properly prepared according to the Pharmacopoeia, is a permanent, clear and transparent syrup, and is not the muddy mixture made by simply adding the fluid extract to simple syrup as frequently dispensed.

"Syrup of iodide of iron. This syrup is of our own manufacture; it is a permanent preparation, unaffected by exposure to light or contact with air.

"Syrup of hydriodic acid. This syrup is also of our own manufacture. It contains one per cent. of hydriodic acid. Each fluid ounce represents a little over six and a half grains of iodine, or is equivalent to a little over eight and a half grains of iodide of potassium. It has an agreeable acid taste, and is useful where the patient cannot tolerate iodide of potassium.

"Our 100 per cent. solution of phosphate of soda; each teaspoonful represents sixty grains of phosphate of soda, U. S. P. It is prepared without the addition of any foreign chemical, such as Sodium nitrate, usually employed by other manufacturers. It contains a

* Read before the American Pharmaceutical Association.

slight excess of phosphoric acid. An agreeable effervescing phosphate of soda can readily be made from this solution by dissolving about fifteen grains of bicarbonate of soda in a half tumblerful of water and adding a teaspoonful of the solution.

"Our tasteless castor oil. This is the best quality of castor oil, sweetened with saccharin and flavored with some essential oil.

"Our essence of pepsin. Very active, and far superior to the usual run of wines and elixirs of pepsin found on the market. Each dessertspoonful represents three grains of pepsin, U. S. P.

"This is a sample of the Muscatel wine we keep in stock. It has a fine flavor, and is almost free from tannin.

"Here is a sample of our tincture of digitalis. I brought this along to call your attention to how it is manufactured. It is manufactured direct from the leaves. Here is a tincture made by diluting the fluid extract, quite a different preparation, and one which will not give the results obtained by using a tincture of digitalis prepared from the leaves. We make nearly all our tinctures from the drugs themselves, especially the important ones. Diluted fluid extracts are not tinctures. When the physician writes 'tincture,' he does not want his patient to have a diluted fluid extract.

"Here is another important preparation, infusion of digitalis. What I have said in regard to making tinctures from fluid extracts applies with a great deal more force to the making of infusions from fluid extracts, and in this instance particularly it is not only wrong but criminal to dispense such a preparation. Fluid extract of digitalis is prepared with alcohol, which extracts certain principles of digitalis, which are harmful in most cases where the infusion of digitalis is especially valuable.

"Doctor, you cannot be too careful in selecting your pharmacist, and directing your patients to have your prescriptions prepared by him. A little matter like what I have just shown you here often may mean life or death; success or failure.

"With pharmacists it is the same as it is with physicians. As there are both good and bad physicians, so there are also good and bad pharmacists. It is the physician's duty to see that his prescriptions are put up by a good pharmacist. He owes this duty both to himself and to his patients.

"Here are some samples of digitalis, belladonna and hyoscyamus, showing you exactly the quality of drugs we use in making these important tinctures.

"Now, as to the finished prescription, the prescription as it reaches the patient. All of our prescriptions are neatly wrapped with this red paper and tied with thin twine. We never use this paper for anything else, reserving it especially for prescriptions. For all liquid preparations we use a good long cork, and cap each bottle. Capping is done entirely by hand. We use no ready-made caps.

"It makes all the difference in the world, the condition in which a patient receives a prescription. External appearance often forms the patient's only means of judging a medicine. If it is badly wrapped, without much attempt at neatness, he is apt to think the medicine is not of much account, and nine times out of ten he is not much out of the way in coming to such a conclusion.

"Konsels: we carry all the different sizes, and have a machine for closing them. They are not used very often; but occasionally they are useful, especially when you wish to give a bulky powder, such as trional or sulfonal.

"For powder papers we use nothing but parchment paper, cut in suitable sizes.

"Here are a few filled capsules of sandalwood, copaiba, and Haarlem oil, showing how completely we seal every capsule. Here is the one with Haarlem oil. You know what a disagreeable odor there is about Haarlem oil. If I had not told you these capsules contained Haarlem oil you never would have suspected it, at least not by the odor. It is the same with the other capsules of sandalwood and copaiba. When-

ever an oil is directed to be dispensed in capsules, we are careful to seal every one of them. You will not be bothered by the patient coming back to you, and complaining about the taste or smell, or that the capsules did not do him any good because half of them leaked out.

"Here is some other capsules which you cannot tell what they contain. They are not quinine, although they look very much like quinine capsules. They are asaetida capsules, and we make them of very select tears of Asaetida, entirely free from all impurities, no dirt and no sand. This is the kind we use in all our prescriptions and in all preparations of asaetida. Asaetida is one of the most valuable medicines we have in the whole materia medica, but the physician is very often disappointed in his results because his patient has been given a poor quality of the drug. Here is the common asaetida. There is quite a difference. One costs about a dollar and sixty-five cents, the other only thirty-five or forty cents a pound. You don't expect to get the same results from the one as you would get from the other.

"I do not know what the manufacturers use in preparing their ready-made pills. I don't believe they use the same quality of asaetida that we use in preparing prescriptions. These asaetida capsules are made by massing the asaetida with a little soap and then rolling and dividing it on a pill tile. Each division is then rolled in flour and with the aid of a pin they are put into capsules, the fingers never coming in contact with the asaetida. These precautions are taken so that the patient will never know he is taking asaetida. He will think he is taking quinine.

"Tablet Tritrates. We are prepared to make them extemporaneously. Here are some that I have made. They are firm, but at the same time they can be readily crushed between the fingers. Sugar of milk is used as a base. Should you have any unusual formula you wish to prescribe in tablet form, or if you should want a fresh tablet we are in a position to make them on short notice.

"Here are a few pills. I have brought these along in order to show what we can do in the way of making pills. The pills in this box are not sugar-coated pills; they are just the common, every-day, plain, two-grain quinine pills. You will notice that they are all alike, every one of them round as a shot and white as snow. That is just the kind of a pill we always dispense. You will never find in a batch of pills coming from our store some that are large and others small, neither will you find them to be of different shapes—some three-cornered and some four cornered. Another point, if the ingredients entering into the composition of a pill are white, your patient is going to get a white pill.

"Here are some silver coated and gold coated pills. We can coat any pill for you with either gold or silver. We use nothing but pure gold leaf and pure silver leaf. We can also sugar-coat them, or chocolate-coat them, which ever you may direct in your prescription.

"Here are some pills that we do not make. They are the commercial, ready-made Bland's pills. Here is one I have broken in two. I had to use a hammer to do it. Just take a good look at that pill. It has been actually painted black and varnished in order to make it look nice. You would not expect to get any results from a pill like that, would you?

"If you want to be sure of good results when you wish to give Bland's pills, always order them freshly made. These are some of our own make of Bland's pills. We never keep them on hand ready made, as they are only fit to use a short time after making them.

"Suppositories. We make them on short notice, and of any composition you may wish. In making them we use nothing but pure cacao butter. They are uniform throughout. You will not find among the suppositories we have made one light-colored one and one dark one, or one marbled and another speckled. Here is one I have cut in two in order to show how well they are made.

"We are also prepared to make bougies, either of gelatin or cacao butter, and any formula you wish to use. It sometimes happens that a physician has a case requiring something of this kind, but hesitates to prescribe them, because he does not know just where he can send his patient to have them put up.

"Citrate of magnesia. We never keep any made up. We always prepare it fresh. We also use the new patent stoppered bottles. Likewise we never keep any spirit of mildererous nor solution of potassium citrate made up.

"Now, as to chemicals. We keep a separate set of pure chemicals especially for use in prescriptions. The kind of chemicals we sell over the counter for mechanical purposes, and for use in the arts, we would never think of using in a prescription. We think that in medicine, where the health and happiness of a patient are at stake, the best is none to good.

"Take for instance, ammonium chloride, chemically pure. This is the kind we use in our prescriptions. Notice how nice and white it is, and free from odor. Here is a sample of the commercial article: some druggists keep only this kind, and use it for all purposes. Notice the color and odor. It smells like common muriatic acid.

"Sodium bicarbonate, pure, is free from dust and dirt, and tastes quite different from the common baking soda.

"Tannic acid. Pure and completely soluble in water, making a clear solution. Here is the common tannic acid, not entirely soluble and making a dark solution. It is the same with sodium salicylate. Here we have the refined sodium salicylate, pure, white, forming with water a colorless solution without the necessity of filtering. It is odorless, and of a pure, sweet taste. Here is some of the common salicylate of soda. It is pink instead of white; its solution in water is not clear, and its odor and taste are quite disagreeable.

"This is a sample of pure granulated phosphate of soda.

"This is the kind of oil of eucalyptus we use. Notice whose make it is.

"Beechwood creosote. We use the best that can be had. See on the label what the manufacturer has to say.

"This is granulated gum arabic. We use this in making emulsions. A word about mucilage of gum arabic. We never have a drop of it in the house. Whenever mucilage is called for in a prescription we always prepare it extemporaneously, using this granulated gum arabic and distilled water. I don't know of anything that will spoil as quickly as mucilage of gum arabic. Just take a look at the mucilage bottle in the different drug stores you happen to visit, and then imagine you see some of it going into a prescription you have just written for a sick baby.

"Here is some imported syrup of lactucarium. This preparation is very popular with some physicians in eastern cities. We also have the lozenges of lactucarium.

"This is the special brand of pure castile soap we carry. It is a pure and neutral soap, made of olive oil and soda.

"Pure benzoated lard. We use this in all ointments wherever lard is directed to be used.

"Here is a very important ointment, and one which, if not carefully made, will do harm instead of good. It is the oxide of zinc ointment. In preparing this ointment we use what is known as Hubbuck's oxide of zinc. Notice how smooth and white this ointment is. An ointment made from the commercial oxide of zinc will always be gritty. It can never be made smooth, and instead of having a soothing and healing effect it will do just the opposite, irritate instead of heal. The same care and quality of materials we use in preparing our zinc ointment is also used in preparing all ointments dispensed by us. The finish, you will notice on this jar of ointment, is an example of the kind of a finish we put on all ointments we dispense. It adds fifty per cent. to the appearance of an ointment, is quickly done, and costs nothing.

"This is about all I have to show at present. Doctor, I thank you very much for your kind attention, and for allowing me to take up your time in this manner. I wish you would kindly bear us in mind when prescribing, and say a good word for us whenever you can. Any work that you can send us will be thoroughly appreciated by us, and skillfully and promptly executed.

"I wish to say a word about these various specialties on the market, such as listerine, borolyptol, and celerina. Nearly every physician occasionally prescribes one or another of these preparations. Whenever we receive a prescription calling for any of these various specialties you can rest assured that it is exactly what your patient is going to receive. Such a thing as substituting something else is never allowed in our prescription department. It is true, we can make something to look, smell and taste like some favorite specialty, but whether it will give the same results is questionable. Results are what the physician is aiming at, and it is, our business to help the physician get good results."

Now, it must not be supposed that when we called on a physician that all of these samples were shown, and this long talk was given in our first visit. Such was not the case. We made several calls, and expect to continue calling on physicians, and working along this line, our prescription department furnishing us with an almost inexhaustible supply of material.

The result of this work was satisfactory in every way, affecting not only our prescription department, but trade in general, a most noticeable feature being a decided improvement in the quality of our patronage, more than justifying us in continuing our efforts in this direction.

The following are the formulas, samples of which were shown to the physicians:

Simple Elixir—Best oil of sweet orange, $\frac{2}{3}$ fluid drams; alcohol, 16 fluid ounces; syrup, 24 fluid ounces; water, 24 fluid ounces; washed talcum, 1 ounce. Dissolve the oil of orange in the alcohol, and mix with the washed talcum; then add the syrup, and then the water; mix and filter. Return the first portion of the filtrate until it runs through clear. The best oil of orange must be used. To preserve oil of sweet orange in good condition, mix it with an equal volume of alcohol as soon as a fresh bottle is opened, and keep in a cool, dark place.

Washed talcum is superior to anything we have tried as a filtering agent for elixirs. In preparing it we make use of the process of elutriation, excepting that the coarser particles are to be reserved and the finer particles allowed to escape. Where ordinary powdered talcum is used as a filtering agent, it is these finer particles which retard filtration and cause trouble, sometimes neither sinking nor rising. When washed talcum is used filtration proceeds rapidly, and the elixir remains clear. Gray filter paper works better with washed talcum than the white. If an elixir does not come through clear at the start, return the first portions to the filter until it comes through clear.

Red Elixir—Simple elixir, one pint; solution of cochineal, a sufficient quantity; mix and filter.

Elixir of Calisaya—Sulphate of quinine, 36 grains; sulphate of cinchonine, 12 grains; sulphate of quinine, 10 grains; sulphate of cinchonidine, 6 grains; simple elixir, 4 pints; caramel, q. s.

Triturate the mixed sulphates with one-half pint of the elixir, pour the elixir into a glass flask, and heat in a water bath until solution is affected; while still hot add the remainder of the elixir and the caramel; when cold, filter. (W. S. Thompson.)

Elixir Bromide of Potassium—Bromide of potassium, 1.280 grains; red elixir, to make 15 fluid ounces; mix and filter.

Elixir of Sodium Bromide—Bromide of sodium, 1.280 grains; red elixir to make 16 fluid ounces; mix and filter.

Elixir of Ammonium Bromide—Ammonium bromide, 640 grains; red elixir to make 16 fluid ounces; mix and filter.

Elixir of Ammonium Valerianate—Valerianate of ammonium, 260 grains; water, 1 fluid ounce; water of ammonia, q. s.; red elixir to make 16 fluid ounces. Mix the salt with the water, and add gradually water of ammonia until a solution neutral to test paper is obtained. Mix this solution with the red elixir and filter.

Elixir of Calisaya and Iron—Citrate of iron and ammonium, 256 grains; elixir of calisaya without the caramel, to make 16 fluid ounces; mix and filter.

Elixir Calisaya, Iron and Strychnia—Make a solution of strychnia in alcohol, so that each minim will represent 1-100 grain; take 256 minims of this solution, and add enough elixir of calisaya and iron to make 16 fluid ounces; mix and filter.

Elixir of Calisaya and Phosphate of Iron—Softens 256 grains of phosphate of iron in one-half fluid ounce of warm water, and add 15½ fluid ounces of elixir of calisaya; mix and filter.

Elixir of gentian—Fluid extract of gentian, 1½ fluid ounces; simple elixir 14½ fluid ounces; mix and filter.

Elixir of Gentian and Tincture of Chloride of Iron—Fluid extract of gentian, detannated, 1½ fluid ounces; tasteless tincture of chloride of iron, 640 minims; simple elixir, enough to make 16 fluid ounces. Add the fluid extract and the tincture to enough simple elixir to make 16 fluid ounces; mix and filter.

Syrup of White Pine Compound.—Foil extract of white pine compound, 2 fluid ounces; syrup to make 16 fluid ounces. Mix them.

Syrup of Ipecac—The U. S. P. formula leaves nothing to be desired.

Syrup of Iodide of Iron—The U. S. P. formula is satisfactory. To prevent change, a small quantity (one-half per cent.) of citric acid is added.

Syrup of hydriodic Acid.—The most satisfactory formula is the one by F. W. Haussmann, found on page 462 of the Proceedings of 1899. Shaking with a little purified animal charcoal and filtering adds very much to the appearance of the syrup. This syrup keeps perfectly if exposed to light; but if kept in a dark place, it gradually turns dark. Subsequent exposure to light does not restore it, and shaking with purified animal charcoal and filtering, while removing

very much of the color, does not entirely destroy it.

A curious thing was noticed in connection with this syrup. Shaking the freshly prepared syrup with purified animal charcoal and filtering, nearly all of the filtrate was of a light gold-yellow color and had settled to the bottom. Returning it to the filter did not improve matters; the same color was noticed. I thought the syrup was ruined, when a most curious circumstance happened. On shaking the syrup once or twice, it instantly became as bright and as clear as distilled water.

One Hundred Per Cent. Solution of Phosphate of Soda—Sodium phosphate (anhydrous), 1,536 grains; phosphoric acid, 85 per cent., 542 grains; water to make eight fluid ounces. Dissolve the phosphate of soda in the mixture of acid and water; filter through absorbent cotton.

Tasteless Castor Oil—Saccharin, 4 grains; alcohol, sufficient to dissolve; castor oil, 16 fluid ounces; oil of wintergreen, 20 minims; oil of cinnamon, 5 minims. Dissolve the saccharin in alcohol, and add to the other oils. Mix.

Essence of Pepsin. Pepsin, scale, 64 grains; water, 4 fluid ounces; alcohol, 1 fluid ounce; syrup, 1 fluid ounce; Muscatel wine, enough to make 16 fluid ounces. Dissolve the pepsin in the water, add the syrup and alcohol, and enough fine Muscatel wine to make 16 fluid ounces; mix and filter.

Gelatin Bougie.—Gelatin is dissolved in tubes for moulding. Use a paper tube, about 1/2 in. long, wrap some paper around a glass rod of suitable diameter and pasting the edge. The glass rod is then withdrawn and the tube is ready for use. The tube is filled with the gelatin solution by using suction, and when full both ends are sharply bent to prevent it from leaking out. After tubes are filled they are placed on ice water for a half or three-quarters of an hour. The paper can then be easily unwrapped from the bougie. The points are made by trimming with a pair of scissors. The tubes must be well oiled before filling with the gelatin solution.

Syrup of Hydriodic Acid—(F. W. Haussmann)
Potassium iodide, 13.5 grams; potassium hypophosphite, 1 gram; tartaric acid, 12.5 grams; sugar, 625 grams; diluted alcohol, water, of each, sufficient to

make 1000 grams. Dissolve the two potassium salts in 15 cc. of water, and the tartaric acid in 25 cc. of diluted alcohol. Mix the two solutions, shake, and place in ice water for half an hour, occasionally shaking. Filter through a small, rapid-acting white filter into a bottle graduated to 75cc. Carefully allow the liquid to drain, and wash with small successive portions of diluted alcohol until the requisite quantity of filtrate (75 cc.) is obtained. Dilute this with 275 cc. of water, add the sugar, dissolve by agitation without heat, and bring the measure up to 1000 grams by the addition of sufficient water. The addition of the acid filtrate to the previously prepared syrup will answer equally well, and is more expeditious. To restore syrup of hydriodic acid which has become colored, the author recommends shaking with 3 to 5 per cent. of purified animal charcoal and filtration.

Tasteless Tincture of Ferric Chloride (Drug. Circ.)—Citric acid, 276 grains; sodium carbonate, 4.000 grains; distilled water, 6 fluid ounces; alcohol, a sufficient quantity to make 16 fluid ounces. Dissolve the citric acid in the distilled water and neutralize with the sodium carbonate. Mix the solution with the solution of chloride of iron and add a sufficient quantity of alcohol to make 16 fluid ounces.

DIPHTHERIA ANTITOXIN AND ITS RECOGNITION BY THE U. S. PHARMACOPOEIA.*

By JOSEPH W. ENGLAND.

At the meeting of the American Pharmaceutical Association, held in Richmond, May, 1900, the writer read a paper urging the pharmacopoeial recognition of diphtheria antitoxin. Since that time a new edition of the German Pharmacopoeia has been issued, and for the first time in the history of pharmacopoeias diphtheria antitoxin has been recognized.

The importance of the official recognition of antitoxin cannot be overestimated. Fortunately, antitoxin has been prepared in the past by reliable firms, but the only way to safe-guard its quality in the future, and prevent unscrupulous firms marketing spurious products, is to officially recognize it, following somewhat the lines of requirements of the German Pharmacopoeia.

This authority, after defining diphtheria antitoxin as "blood serum from horses, immunized against diphtheria poison," provides for a manner of testing and selling. It requires also that a vial of the liquid shall be labeled with the name of the maker, the content of immunizing units in each cubic centimetre, and the total number of units in each vial. The liquid has the odor of the preservative (trikresol or phenol), and must not contain more than a slight precipitate. The serums are well numbered by Governmental authority, and after their numbers have been called in are not allowed to be dispensed.

It will be noted especially that the contents of immunizing units in each cubic centimetre, and the total number of units in each vial are required to be stated on the label. This is an admirable provision, and with the official recognition of antitoxin by the United States Pharmacopoeia it should be required. It is to the credit of the American manufacturers that one of their number was the first in the world to protect the quality of antitoxin by dating each package with its "life," so that old or weakened antitoxin could not be administered. The numbering system of the German Pharmacopoeia does not compare in simplicity and efficiency with the dating system.

As a class, the serum products have come to stay. While many remedies after introduction, fall into disuse, the few that survive are added to the list of "the tried and the true." Never before in the history of medical practice has such strenuous efforts been made to ascertain the exact truth regarding new remedies, and their limitations in disease treatment as to-day, and while whim and fancy may have some influence in affecting the life of a new remedy its own inherent

possibilities for good is really the determining factor, otherwise there could be no progress in medical practice.

One of the most important of these serum products is diphtheria antitoxin. This is pre-eminently an emergency remedy. When it is wanted, it is wanted at once. The retail pharmacist is the natural source of supply for it, and it is imperative for him to keep a constant stock in anticipation of demands and good business policy to acquaint his physicians of this fact. He is frequently asked for information regarding diphtheria antitoxin, viz: Dosage, safety of administration, how and when necessary to repeat, etc. The writer shall emphasize those points which seem to have practical value.

Briefly, diphtheria antitoxin is prepared by a reaction between the tissues of horses and injected diphtheria toxins, whereby an antitoxin is formed. To prepare the toxins, diphtheria bacilli are grown in faintly alkaline bouillon; toxins are produced and the bacilli are killed by the addition of tri-kresol, and their dead bodies filtered out.

The strength of the toxin solution is determined by its injection into guinea-pigs, and it is then injected in gradually increasing amounts into horses until trial bleedings demonstrate that the animal will produce antitoxin of sufficient strength to be valuable, when full bleedings are made, this period being from four to six months. The blood is collected in sterile bottles, set aside for a time to clot, and the serum is pipetted off and preserved with trikresol. The serum is then standardized, the standardization being expressed in immunizing units. A unit is the amount of antitoxin necessary to protect a standard weight guinea-pig (one-half pound in weight) against 100 times its minimum fatal dose of toxin. The finished product is placed in glass tubes containing from 250 units to 500 units to each Cc., and hermetically sealed.

In the making of this diphtheria antidote the natural processes that take place in a human body infected with diphtheria are duplicated in the horse, with this difference: That in the human body the diphtheria organisms multiply with almost unthinkable rapidity and as rapidly develop virulently poisonous toxins (which are the causes that bring about death), while in the horse its body is not infected by the diphtheria bacilli at all, but subjected to a toxin free from bacteria, develops an antitoxin capable of combating diphtheria and its effects in the human body in the same manner as does the body itself.

In other words, when antitoxin is used in the treatment of diphtheria, the natural immunity of the human body is greatly increased, just as we may give certain enzymes—diastase, pepsin, pancreatin, papoid, etc., to fortify the natural digestive processes.

Commercially, antitoxin is sold in this country in vials containing either, (1) over 250 units in each Cc., or, (2) over 500 units in each Cc. In Germany, according to German Pharmacopoeia, it is sold in vials containing a total of from 100 to 3,000 units, the general range of doses in Germany being from 200 to 1,500 units; antitoxin containing over 300 units to each Cc. being called high potency antitoxin.

In this country much more successful results in reducing the mortality rate in diphtheria have been achieved than in foreign lands, and this has been brought about by the fact that American physicians inject antitoxin earlier in the disease, and inject a far larger number of units. The death-rate from diphtheria abroad is fully ten per cent.; in this country it is one-half this. Where the Germans, for example, inject usually from 200 to 1,500 units, the Americans have been using from 500 to 1,000 units for immunizing doses and from 1,000 to 3,000 units for curative doses, doubled in quantity at the second injection, if necessary—the trend of practice being distinctly toward still higher doses—and the results of the American practice speak for themselves in its cutting of the death-rate in two.

The advantage of using high potency antitoxin rests in the fact that less volumes are required for

* Read before the St. Louis meeting of the American Pharmaceutical Association, September 19, 1901.

injections, and the less the volume the more rapid the absorption. While the high potency antitoxin weakens more quickly than the low potency, it can lose a much larger number of units and still remain much more effective than a weakened low potency serum. The disadvantage of using very high potency serum (i. e., 500 units and over to each Cc.) rests in the fact that as few horses yield it the supply is limited. The American physicians use very high potency serum for very grave cases, and the lower potency serums for average cases. The supply of antitoxin containing 250 or 300 units to each Cc. is practically unlimited. If the Pharmacopoeia recognizes diphtheria antitoxin, it would seem to be the part of wisdom to follow the general trend of medical practice toward larger doses, and require not less than 250 to 300 units in each Cc. or more, if practicable. In this way the usual dose of from 2 to 8 or 10 Cc. would represent from 500 to 3,000 units or more.

The limit of dose of antitoxin that may be safely administered has never been definitely fixed. In a most interesting and instructive paper, by Dr. John H. McCollom, of Boston City Hospital, entitled a "Plea for Larger Doses of Antitoxin," published in the "Medical and Surgical Report of the Boston City Hospital," for 1901, he reports upon 5,000 cases of diphtheria, in which were employed from 5,000 to 10,000 units as initiatory doses, repeated every four hours, and as much as 60,000 to 100,000 units administered in from 12 to 24 hours.

In the class of apparently hopeless cases where further or any administration of antitoxin has been heretofore thought to be futile, it has been proven beyond a question of doubt by Dr. McCollom that antitoxin has a positive value and should be administered in all stages of the disease. It matters not how advanced or severe the conditions may be, antitoxin should be administered in large doses, frequently repeated. The absolute safety to the patient of large doses of antitoxin has been demonstrated.

Probably one of the most frequent inquiries made by physicians is, how much antitoxin is it safe to administer? In reply to this it may be stated, as proven by the experiments of Dr. McCollom, from 500 to 100,000 units, according to the severity of the type; a repetition of dose should be made at intervals of not less than 4 to 6 hours, or more often if necessary. The treatment being perfectly harmless, there can be no danger of over administration; the only danger lies in insufficient amounts being administered.

For immunizing the dose is from 500 to 1,000 units; children require as large a dosage as adults, since they are much more susceptible to the disease.

The following interesting laboratory experiments demonstrating the necessity of administering sufficient antitoxin or else no beneficial results, will be noted:

Where 10 units of antitoxin have saved from death a guinea-pig poisoned with toxin, 9 units of the same serum, used under the same conditions, with a guinea-pig of the same family, weight, etc., have failed to save life.

This illustration is merely pointed out as a cause why it is that when an insufficient amount of the remedy has been administered there is no apparent benefit from the treatment.

Another feature is interesting, likewise, and that is the necessity of administering double the amount when the dose is repeated. In diphtheria there is an active bacilli developing and growing at a rapid rate. When an insufficient amount of antitoxin is administered, by the time a repetition of the dose is made a sufficient time has elapsed for this bacilli to increase and multiply, and develop toxins, which latter are rapidly absorbed by the system, and the conditions are as bad, if not worse, than they were at time injections were first made, consequently the same amount of a second injection would not be of benefit, whereas double the amount of antitoxin would probably overcome and neutralize the toxins.

Antitoxin should be kept in a moderately cool

place, ice-chest preferred, and it should be kept from exposure to light.

Antitoxin has a tendency to gradually lose strength, and for this reason should be dated with the date when it is to be returned for fresh stock. The usual life of an antitoxin before it begins to deteriorate to any appreciable extent is about six months.

Should antitoxin be administered, after the expiration of the time that it should have been returned, its administration would be perfectly safe, but the product would not be of full strength, and with a life-saving remedy no hazardous risks should be taken.

TRADE INTERESTS.*

By JOHN STUCHLIK.

A learned physician told me not long ago that "he is twice a man who speaks more than one language." That is the condition of the art and science of pharmacy, which demands that the pharmacist of the present generation be twice a pharmacist.

Taking it for granted that the pharmacist of today is competent and possesses a mastery of his vocation, coupled with all the necessary adjuncts, namely, ability, intelligence, capital, the arrangement of his store as regards its neatness and cleanliness, prudent purchasing, economy and a good location, all these are not sufficient for the modern pharmacist. The present condition is such that the pharmacist must advertise. Advertising has been defined as the art of attracting attention to your business in such a manner as to inspire confidence in your goods, your prices and your business methods.

The methods employed in attracting customers are so many that I will enumerate only those that I have found to be the most profitable at our stores. A profitable and inexpensive method of advertising is by vigilant attention to your windows. Display your preparations generously with appropriate prices and placards, and keep your windows scrupulously clean. Keeping your windows clean and artistically arranged requires work, but if you want results you must make window dressing your hobby. The results from this inexpensive method of advertising will be beyond your expectation. Circulars distributed from house to house are effective, and can also be made effective and attractive by having a number of them framed and hung in the stores of your neighboring business men. Booklets are a profitable method of advertising, but they lose their effectiveness when not distributed or mailed with samples. A scheme of advertising that is quite popular is the use of premium tickets. Newspapers charge such high rates that it is profitable only to druggists whose stores are centrally located and easily accessible by all street railways. This, however, will lead into the patent medicine traffic. Fortunes have been lost through the folly of pharmacists in not pushing aggressively their own preparations. Let your individuality be felt by your politeness, and by rigid rules of making a profit on your goods at fair prices. The successful pharmacist is he who improves his methods and keeps the public impressed with his enterprise.

Advertising should be made a special department in your store. The present conditions demand that you ever be on the alert to the body politic, namely, the public. I believe that the most reliable way of doing business with the public is by cash transactions. Keeping accounts involves much labor, time and expense. The argument that if you refuse credit to your customers they will be offended is in reality not the case, because it is only those who do not expect to pay at all that will feel offended. Be polite and give unfailing and uniform courtesy to the public, especially to the ladies and children. The public prefers to deal with a man who has character and intelligence, rather than with one who is slovenly and ignorant. Put on an air of business, but do not attempt to soar too high. If you do, it will embarrass you in many

* Prize essay, read before the Illinois Pharmaceutical Association.

QUESTION BOX.

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of the Era. Copies of these may be obtained at ten cents each.

Glucose and Saccharin as Syrup Substitute.

(J. T. B.) "Kindly let us know whether a combination of glucose and saccharin can be safely used as a substitute for syrups made from granulated sugar? Will such a mixture stand any reasonable temperature with out fermenting? If so, and it can be safely used, what proportions would you advise?"

We do not recommend a solution of glucose and saccharin as a substitute for syrup made from cane sugar. Further, the substitution of a mixture of this character may be looked upon as being antagonistic to the pure food laws of some States. The desirability of utilizing glucose and saccharin in food products and their action upon the human economy have caused much discussion among medical men who do not by any means agree in their conclusions.

We are aware that mixtures of this character are employed in the conserving of fruit and the preparation of fruit juices, cordials, etc., the "syrup" being prepared about as follows: Put into a bright polished or well tinned copper boiler 50 kilograms of the best white glucose syrup and heat till it boils gently, the operation being best conducted in a closed boiler by steam, as then no alteration in the color of the syrup is likely to take place. Then remove from the fire and stir in with a wooden spatula, until dissolved, 100 grams of refined saccharin. Lastly, enough water (boiling) is added to make the quantity measure 100 liters when cold. It is stated that one liter of saccharin syrup so prepared corresponds in its sweetening power to 1 kilogram of sugar or to 1 liter of syrup containing 1 kilogram of syrup and may be utilized in the same way. Saccharin possesses antiseptic properties, and mixtures of the above character will probably stand any reasonable temperature without fermenting.

Bust Developer.

(J. T. B.) Some physicians, we believe, have recommended fluid extract of saw palmetto in the treatment of atrophied glands, including those of the mammae. However, many of the so-called "bust developers" are simply cold creams or salves perfumed with some suitable odor and colored as desired. Their application is always accompanied by massage, which assists the skin in the absorption of the fat, thereby imparting a fullness to the skin and appearance of the bust. The application used has but little to do with the "development." That is due to the exercise, the right kind of a diet and perfect hygienic surroundings. Any cold cream will answer, though the following is said to be a typical preparation:

Oil sweet almond	100 parts
White vegetable wax	25 parts.
Spermacei	100 parts.
Glycerin	250 parts.
Boric acid	12 parts.
Water	500 parts.

Dissolve the boric acid in the glycerin and mix the solution with the oil, wax and spermacei. Melt together with very gentle heat, stirring constantly. When homogeneous pour in a warm mortar, add the water, and beat energetically until it forms a smooth mass. In case the mixture becomes lumpy, remelt, and again beat up.

Another formula is this one:

Woolfat	1 ounce
Cod liver oil	1 ounce
Perfume, any desired odor	enough

Sponge each breast for ten minutes with cold water and rub with a coarse towel for five minutes. Then rub the above unction well into the skin.

Vegetable Hair-Dye.

(J. H. M.) See this journal March 14, 1901, page 278. In this connection Gawalowski (Pharmaceutical Formulas) proposes the use of ammonium anacardate as a vegetable hair dye. The pericarp of anacardium occidentale, or cashew-nuts, contains, besides tannic acid, two principal organic constituents. One of these, cardol, is an oily substance, possessing strongly irritating qualities; the other, obtained uncombined from the investing membrane of the kernel, is anacardic acid, which is said to be perfectly harmless. The principals may be isolated by evaporating an ethereal extract of the pericarp and freeing the residue from tannic acid by water. The tannin-free residue is then dissolved in 15 to 20 parts of spirit and well shaken with freshly precipitated lead hydroxide, filtered quickly and washed with spirit. During these processes the air should be excluded as far as possible. The precipitate is a fairly pure anacardate of lead. The cardol remains in the spirit. The lead precipitate is treated with ammonium sulphide and filtered; the filtrate, besides the surplus ammonium sulphide, contains ammonium anacardate. When cold sulphuric acid is added to it, the anacardic acid separates in the form of a soft mass, which soon hardens. This is pressed between layers of filter paper, and, when dissolved in ammonia, constitutes the hair-dye, and is miscible with water.

By wetting the hair with this liquid, and afterwards using a comb dipped in a solution of sulphate of iron, a lighter or darker shade of color is imparted, which is quite durable. The anacardic acid may also be made into a pomade, and oleate instead of sulphate of iron may be used to bring out the color.

Normal Salt Solution.

(J. H. M.) "Normal salt solution," as it is termed, is simply a solution of common salt in water. It is called "normal" because it is made to correspond in specific gravity very closely with the normal serum of the blood, whence the term normal or physiological salt solution. It is prepared by dissolving 36 grams of salt in a liter of water, preferably distilled (approximately a heaping teaspoonful of salt to a quart of water). The solution, when sterilized, is ready for use. It is rapidly coming into use in many hospitals and is taking its place in aseptic surgery, replacing the bichloride and carbolic solutions, and even simple sterilized water. This fluid is said to possess the same osmotic pressure as the liquid of living tissues, and is called by some authorities an "isotonic" solution. By its use the transference of water or salt from the tissue to the fluid is claimed to be partly prevented, and the normal environment of the living cells is much less disturbed than it would be by distilled water.

To Remove Mildew.

(J. S.) Mildew is the hardest of stains to remove and cannot be taken out of linen unless the effort is made soon after it appears. A very fresh light stain may be treated successfully by covering it with table salt wet with lemon juice and placing it on the grass in the sun. According to the Era Formulary the following is the best remedy: Mix soft soap with powdered starch, half as much common salt, and the juice of a lemon. Spread this mixture thickly on both sides of the mildewed linen and then lay the fabric on the grass in the sun. Repeat the operation two or three times a day, leaving the cloth out over night as is done in bleaching.

An old time method of removing mildew from colored cotton goods is to soak the goods for one or

two days in sour milk, then rinse in water and wash in strong soapsuds. For silk goods rub the spot with a piece of flannel dipped in whiskey, then iron on the wrong side, after placing on top a moist cotton cloth.

Skin Cream for Collapsible Tubes.

(J. T. B.).

- (1) White vaseline 6 ounces
 White wax 1 ounce
 Spermaceti 5 drams.
 Subchloride bismuth 5 drams.
 Otto of rose 6 minims.
 Oil of bitter almonds 1 minim.
 Rectified spirit ½ ounce.

Melt the vaseline, wax and spermaceti together, and while cooling incorporate the subchloride of bismuth (in warm mortar). Dissolve the oils in the alcohol, and add to the fatty mixture, stirring all until uniform and cold. In cold weather the quantities of wax and spermaceti may be reduced.

- (2) Lanoline 1 ounce
 Almond oil 1 ounce.
 Oleate or zinc (powder) 3 drams.
 Extract of white rose ½ drams.
 Glycerine 2 drams.
 Rose water 2 drams.
 Mix.

Bleeding at the Nose.

(S. H.) Authorities on the treatment of common accidents and diseases generally direct to lay the patient his full length on the floor or on a table and stretch out his arms behind his head, to their full length, on a level with his body; unloose the collar and apply wet towels or ice to the back of his neck. If the bleeding continues obstinate put a plug of lint in the nostril, steeped in a strong solution of alum and water. Sometimes a solution of gallic or tannic acid is similarly employed or even injected up into the nose. A common domestic remedy (for children) is to place a large cold door key behind the neck and between the shoulders, compressing at the same time the nostril with the finger for a few minutes. Many other remedies have been suggested.

Scalp Cleaner (Powder).

(H. K. X Co.) Try one of the following:

- (1) Borax 1 ounce
 Sodium carbonate 1 ounce
 Camphor 20 grains
 Oil of rosemary 10 drops
 (2) Borax 3 ounces
 Sodium carbonate 6 ounces
 Quillaia 3 ounces
 Perfume to suit
 (3) Borax 3 ounces
 Camphor 80 grains
 Chemical 40 grains
 Oil of rosemary 25 drops

Powder the dry substances and mix well. May be put up in half-ounce packages, each of which is sufficient for one pint of water.

Floor Stain.

(L. J. P.) Caustic potash is usually employed for staining floors. Here is a formula from the Technochemical receipt Book: Boil 25 parts of fustic and 12½ parts of Brazil wood with 1,000 parts of soapboiler's lye, to which has been added 12½ parts of caustic potash. When the liquid is boiled down to 700 or 800 parts, add 3½ parts annatto and 75 parts of wax, and when this is melted stir until it is cold. The mixture is of a brown-red color, and the above quantity is claimed to be sufficient to keep a floor in good condition for a year by applying it once a week, and rubbing it on with a brush.

Dyeing White Fur.

(J. M. R.) To dye white fur black rub into the hair, with a brush, a solution of ½ ounce of silver nitrate in 1 pint of soft water, and hang in the sun



THOMAS VOEGELÉ, Minneapolis.
 Second vice-President of the N. A. R. D.

to dry. Afterward, apply, in the same way, a solution of 1 ounce of potassium sulphate in pint of water. Dry in the sun; afterward rub off and dry in the shade; work occasionally while drying. To intensify, apply a solution of pyrogallie acid before rinsing.

Vaginal Suppositories.

(L. T.) The formula you supply is incomplete and has all of the earmarks of having been taken from the advertising literature of some "specialty" manufacturer. We cannot give the working process.

Removing Tattoo Marks.

(M. W.) See issues of the Era for August 1 and August 29, of the present year, pages 131 and 254, respectively.

Manufacturer of Paper Vests.

(J. N. M.) Paper vests are manufactured by F. E. Rowen & Co., 521 Sixth avenue, this city.

Hectograph.

(R. Z.) See this journal, Feb. 21, 1901, page 205.

THE COCOANUT PALM is, according to the "Monthly Bulletin of the Bureau of the American Republics," found in practically all tropical regions, in many places furnishing the principal article of food for the support of the inhabitants. The space devoted to the culture of this most useful tree is estimated to cover three million acres. Of this territory, one million acres are situated in South America; two hundred and fifty thousand in Central America, and thirty-five thousand in the West Indies. The total number of trees is estimated to equal about three hundred millions, and the yield of cocoanuts between five and six billions. The culture of the cocoanut has greatly increased in recent years. About five hundred of the nuts are required to produce one hundred pounds of cocoanut oil, and about two hundred and forty for one hundred pounds of copra, a preparation of the dried kernel. The residue obtained in the preparation of oil is employed for fodder and as a fertilizer. Large quantities of the kernels are also cut in shreds and dried for use in baking and confectionery. About forty million nuts are annually employed for this purpose. The hulls of the nuts yield fibres which are utilized for various purposes.

NEWS DEPARTMENT.

N. A. R. D. NOTES.

The following are the officers of the association for the year 1901-1902: President, James W. Seeley, Detroit, Mich.; first vice-president, R. K. Smith, Buffalo, N. Y.; second vice-president, Thos. Voegel, Minneapolis, Minn.; third vice-president, B. E. Pritchard; secretary, Thos. V. Wooten, Chicago, Ill.; treasurer, Rudolph S. Vlt, St. Louis, Mo.

The members of the Executive Committee are as follows: Simon N. Jones, Louisville, Ky., chairman; Jas. W. Seeley, Detroit, Mich.; F. E. Holliday, Topeka, Kan.; Jno. C. Gallagher, Jersey City, N. J.; W. E. Bingham, Tuscaloosa, Ala.; F. W. Meissner, La Porte, Ind.; Chas. Fleischer, New Haven, Conn.

The following are the resolutions adopted by the association at its recent convention in Buffalo, in conformity with the recommendations of the Committee on Resolutions: Resolved, that we commend the forceful and able address of President Anderson, and recommend that the thanks of the association be tendered him for the discharge of the duties of his office and the valuable recommendations contained therein, which recommendations have been voted upon in the different resolutions that follow.

Resolution "A"—Organization.

Resolved, That the Secretary of the N. A. R. D. is instructed to proceed with the work of local organization throughout the country, subject to the action and approval of the Executive Committee, as rapidly as the condition of the finances of the association and the training of competent organizers will justify.

That the Secretary is authorized, with the approval of the Executive Committee, to employ such organizers as the territory to be organized may seem to require.

That inasmuch as the formation of local associations and the adoption of schedules are calculated to bring immediate financial benefit to the members of such associations, it is decreed that organization work should be as nearly self-sustaining as possible, and the Secretary is authorized, with the approval of the Executive Committee, to provide for the collection from the members of such new associations of an organization fee, in addition to the annual dues to the N. A. R. D., of such amount as may be essential to meet, approximately, the cost of organizing the territory as thoroughly as it can be organized, and the Secretary shall issue to each organization that may be formed a certificate of membership to each of its members, which certificate shall also show the affiliation of the association with the N. A. R. D.

That the organization work conducted in a State in which the State Pharmaceutical Association is affiliated with this body shall be done with the advice, knowledge and co-operation of the State association.

Resolution "B"—Reduction of Prices on Proprietaries.

Resolved, That inasmuch as the N. A. R. D. has been largely instrumental in securing the repeal of the stamp act on proprietaries, the association feels strongly its right to expect that manufacturers who have advanced their prices to the retail trade to cover the cost of this tax should now reduce their prices to conform to those in existence prior to the imposition of the tax.

That we commend the action of these proprietors who promptly reduced their prices when the tax was repealed. That the Secretary is instructed to prepare a list of all proprietors who advanced their prices and have not reduced them since the repeal of the tax. The Executive Committee shall consider any special reasons given by each of the manufacturers who have not reduced their prices, accompanied in each case by the recommendation of the Executive Committee with reference thereto.

Resolution "C"—Non-Tripartite Goods.

Resolved, That while the tripartite plan is intended to control the sale of proprietary goods only, the association desires to again commend the action of those manufacturers of pharmaceuticals and other products who have uniformly recognized the principles of the plan.

That we renew our recommendation that the goods of such manufacturers be entitled to preferential consideration at the hands of the drug trade.

That the recommendation be brought to the attention of every association in membership, by the Secretary of the National Association.

Resolution "D"—The N. A. R. D. Plan.

Resolved, That the results of the causes and plans of the N. A. R. D. during the past year for the betterment of drug trade conditions is a practical demonstration of the benefits of organized effort, and furnishes gratifying encouragement for the continuation of those policies and plans.

That we urge upon all manufacturers of goods sold to the drug trade, and all jobbers, the advantages to be gained from a loyal and vigorous maintenance of the plans jointly adopted.

That local associations not now reaping the benefits of the tripartite plan are urged to renew their efforts at organization upon such lines as will offer most satisfactory results, calling upon the Secretary and Executive Committee for such assistance as they may deem necessary to success.

That in the enforcement of the tripartite plan all names intended to be listed as aggressive cutters be submitted to the Executive Committee; the Secretary shall duly list the names and notify the necessary person.

Resolution "E"—Change in Basis of Representation, Etc.

The committee recommends that Article III on Membership be amended by the substitution of the following section for Section 2:

"Section 2. Each State and local association shall be entitled to one delegate for each fifty active members, or fraction of fifty members. Such delegates shall be actively engaged in the retail drug business."

The only effect of the amendment above recommended is to change the basis of representation from one hundred members to fifty members, which, under a form of local organization throughout the country, would equalize the representation between the city districts and the country districts more nearly than under the present basis.

We recommend that the Fourth By-Law be amended to read as follows:

"Fourth: The fiscal year shall be identical with the calendar year, and the dues of the affiliated associations shall be payable at the beginning of the fiscal year. The collection of the dues is placed in the hands of the Executive Committee and the Committee shall have the power to drop from the membership roll any association which has not paid its dues for any preceding fiscal year."

Resolution "F"—National Legislation.

Resolved, That we commend the efforts of the Committee on National Legislation in securing the repeal of the stamp tax on medicinal preparations, and express appreciation for the assistance rendered by the members of the National Wholesale Druggists' Association, the Proprietary Association of America, and any other persons in accomplishing the repeal.

Resolution "G"—Trademarks and Patents.

Resolved, That in accordance with the suggestion of the Committee on Trade-marks and Patents regarding pharmaceutical products, we reaffirm our declaration that it is an indispensable principle of justice that the Government should not grant a patent on the product itself, but should concede such patent privilege to the process of manufacture. To patent the product is to create a monopoly, and retards progress in the healing arts.

That the Committee on Trade-marks and Patents, in conjunction with the Committee on National Legislation, is instructed to prepare and distribute to the organizations in membership, through the office of the N. A. R. D., a memorial urging upon Congress favorable action on this subject.

That in the preparation of such memorial the said committee is requested to embody the suggestions contained in the proposed "Act Amending the Patent Laws of the United States" contained in the report of the Committee on National Legislation.

That all association in membership and all retail druggists are urged to promote such favorable action by Congress at the earliest date practicable.

Resolution "H"—Government Competition.

Resolved, That in accordance with the recommendations of the Committee on National Legislation concerning the manufacture of vaccine and biologic products, the association recommends that the body affiliated with the N. A. R. D. use their efforts with their respective Congressmen to secure the discontinuance by the Government of the manufacture of the products in competition with private enterprise.

Resolution "I"—Finances.

Resolved, That if it becomes necessary, in order to promote most actively the work of the association, the Executive Committee may instruct the Secretary to ask for contributions from the associations in membership of such amount as they may feel inclined to make.

Steps have already been taken by the National Executive Committee to carry out the association's instructions to test the merits of the Price Restrictive Plan, beginning in the State of Illinois. Counsel has been consulted, and all possible speed will be made in accomplishing desired ends. Details will be furnished the affiliated associations from time to time, that all may inform

themselves as to the progress being made. Local associations or individuals desiring information regarding the Price Restrictive Plan may obtain suitable literature from Secretary Thos. V. Wooten, 153 La Salle street, Chicago. Suggestions regarding the plan and its enforcement will be gratefully received by the committee. These suggestions will be sent to the Secretary.

The National Executive Committee is in possession of proof that it is the intention of the Dr. Green Nervura Co. to observe faithfully hereafter the provisions of the tripartite agreement. This firm has not only signed this agreement, but has given evidence that it will hereafter confine its sales exclusively to the wholesale distributors on the uniform list.

NEW YORK AND VICINITY.

MANHATTAN PHARMACEUTICAL ASSOCIATION.

The Manhattan Pharmaceutical Association held its regular monthly meeting in the College of Pharmacy building Monday evening, October 21. J. Maxwell Pringle, Jr. in the chair. The report of G. H. Hitchcock the delegate attending the N. A. R. D. Convention at Buffalo was read and brought forth considerable discussion. The fact that the method of voting by proxy enabled certain delegates to practically control the most important measures voted on at the convention received much adverse criticism. Felix Hirsman, one of the New York State Pharmaceutical Association's delegates was present and endorsed the report as presented by the Manhattan delegate. He spoke particularly of the voting done at the convention by proxies, saying that one of the members from the West had a large number, and with the absence of these proxies the results of the convention would have been different. The report was received and adopted and ordered to be spread on the minutes.

Chairman G. H. Hitchcock of the Legislative Committee reported that it was about decided that the legislative committees of the different local associations of Greater New York would hold a conference with the Legislative Committee of the New York State Association some time this month, probably during the sessions of the State Board of Pharmacy, October 28 and 29. The committees will consider plans to have a representative at Albany during the coming sessions of the legislature, to look after the interests of retail pharmacists. The following were elected members of the Association: John H. Well, Eugene J. Ward, William Schapira, Richard H. Luthin, Charles M. Rosenbaum, Max Montecor, Charles U. Grube, of Manhattan Borough and George H. Roberts, Port Richmond, S. I.

No action was taken in regard to the associations' support or non-support of the Worcester Plan, but an informal discussion of its merits, etc., took place after the meeting adjourned. One prominent member remarked that he did not think the Worcester Plan could be adopted as it would be impossible to get the manufacturers to agree to it. He said, however, that some plan to better conditions would probably be brought before the Association before a great while.

PASSED THE EXAMINATIONS.

The Eastern section of the New York State Board of Pharmacy held a meeting October 22, when the result of the examination held October 16 was announced. The following applicants for registration were successful and were given certificates as pharmacists: Robert C. Bicknell, Robert P. Fallon, Arnold Jerrawitz, George A. Lewis, Anthony W. Paulus., Fortunato Cianciulli, Edward P. Green, Aram Juster, Saul V. Louis, Jos. A. Simpson, Frank Cirota, Edward Holt, John A. Kenney, Michael J. Parvin. There were thirty-four applicants who took the examination.

RETAIL DRUGGISTS' BOWLING ASSOCIATION.

The Retail Druggists' Bowling Association held its annual meeting Tuesday, October 22, and elected the following officers: Charles H. White, president; R. H. Tim-

mermann, vice-president; L. W. De Zeller, secretary; J. Maxwell Pringle, Jr., treasurer; and George E. Schweinfurth, captain. Starr's alleys at Fifty-ninth street have been engaged and the association will meet there for bowling every Tuesday evening during the season. Several games were rolled after the meeting adjourned Tuesday evening, but with the exception of S. F. Haddad who scored 200 in one game, the bowling of the members was not up to the standard.

NOTES.

—A prominent member of the N. W. D. A. in New York tells a good story on another member of the association who attended the Old Point Comfort convention. When the preparations for the trip to Jamestown were under way the member referred to was debating whether he should wear his silk hat or cap and after consulting several friends decided that as they were "going to the beautiful and historic city of Jamestown" the hat would be the proper headgear. The New York man says that the expression on the silk hat man's face when the party landed at Jamestown, furnished considerable amusement to the members who were "in the game". The next visit to Jamestown will doubtless find the member wearing a cap, as he thinks the society people of that "city" do not appreciate silk hats as they should.

—James F. Ballard, of Ballard's Snow Liniment Co., St. Louis, Mo., was in New York several days last week making purchases for the Winter trade. Mr. Ballard said that the druggists in St. Louis are prospering and that the last year's business has been much more satisfactory than for many previous years. Price cutting has been, to a great extent, abolished, many prominent druggists adhering to the rates provided by the local association's schedule. Mr. Ballard doubted if the majority of the pharmacists in this city would favor the adoption of the Worcester Plan as business had prospered so during the past year under the Tripartite agreement, they would be rather opposed to trying any new scheme.

—The teams of Dodge & Olcott and of the National Lead Co. were the winners in last week's tournament of the Wholesale Drug Trade Bowling Association. The scores follow: First game—Roessler & Hasslacher Chemical Co., 651; General Chemical Co., 730. Second game—Dodge & Olcott, 825; Roessler & Hasslacher, 824. Third game—Dodge & Olcott, 815; General Chemical Co., 718. Fourth game—Parke, Davis & Co., 715; National Lead Co., 759. Fifth game—Parke, Davis & Co., 765; Seabury & Johnson, 751. Sixth game—Seabury & Johnson, 727; National Lead Co., 755.

—The Drug Clerks' Circle, at a meeting held October 22, elected the following officers for a term of six months: Max Kahn, president; Edward Siman, vice-president; Isaac Leaf, second vice-president; Morris D. Wallach, recording secretary; William Mindlin, financial secretary; Benjamin Halprin, corresponding secretary; L. B. Epstein, treasurer; SaGlicksberg, sergeant-at-arms; Benjamin Halprin, editor; Nathaniel Gilman, associate editor. A resolution was passed to have a letter addressed to the drug clerks of Greater New York, requesting them to join the Drug Clerk's Circle.

—One of the paintings on exhibition in the ladies

room at the Drug Club for some time has been purchased by A. Plaut, of Lehn & Fink. The piece is from the brush of Warren Sheppard, is entitled "Moonrise on the Long Island Coast" and has received much favorable comment from competent critics. The painting will remain in the ladies room until Mr. Plaut is able to make room for it in his already quite extensive collection.

—The handsome silver cup of the Wholesale Drug Trade-Bowling Association, which was won by the Seabury & Johnson team last season, has been placed on exhibition at Reid's alleys, No. 200 Church street. The coveted cup is contested for each season, and can never become the property of any one team. The winner in the association tournament holds it from one season to the next.

—Some of the retail pharmacists are taking an active part in the political campaign in this city. Dr. D. A. Casella the well known druggist at 507 Pearl street is out as the fusion candidate for alderman against T. Foley, and druggist John Goldwater is fusion candidate for alderman in the Bronx.

—Frederick H. Humphreys, president of the Humphreys' Homeopathic Medicine Co., has been confined to his home at Morristown, N. J., several days. Mr. Humphreys while riding a spirited horse was thrown and received quite serious injuries to his shoulder. He is now convalescing and will soon be around again.

—The pharmacists at Derby, Conn., closed their establishments between the hours of 9 and 12 a. m., Thursday, October 24. This was done out of respect for the late Dr. La Bonte, the funeral services being held that day. Dr. La Bonte was a most popular and prominent physician of Derby, and a member of the board of health.

—J. N. Benjamin, of M. F. Benjamin's Sons, River Head, L. I.; George R. Rogers, Huntington, L. I.; F. M. Allen, of L. Rockfeller Co., Englewood, N. J.; A. E. Pickard, Roslyn, L. I., and G. W. Jacques, of South Amboy, N. J., were among the visiting pharmacists in the city last week.

—Wm. L. Haas, of Wm. L. Strauss & Co., is now in California and has sent in very encouraging reports relative to the prosperity of the druggists in that State. The outlook for holiday trade is said to be very promising. Mr. Haas is expected in New York about November 1.

—Out-of-town visitors in the drug section October 24 were Frank Nau, of Portland, Ore.; C. H. Krauter, Youngstown, O.; O. A. Jones, Auburn, Me.; J. K. Lawrence, Stamford, Conn., and R. C. Tuthill, Middletown, N. Y.

—Horace E. Burrough, a member of the firm of Burrough Bros. Manufacturing Co., the Baltimore manufacturing pharmacists, spent several days in New York last week. Mr. Burrough was present at the N. W. D. A. convention at Old Point Comfort.

—Several New England pharmacists visited the trade in New York last week, among the number were: Charles West, of The Eastern Drug Co., Boston; Henry T. Corson, New Bedford; W. D. Wheeler, Boston and Fred. A. Hubbard, Newton.

—W. M. Warren, general manager of Parke, Davis & Co., and W. H. Holden, superintendent of the laboratories, were in New York last week. Mr. Holden was on a vacation trip, accompanied by his wife, and was called home on account of serious illness in his family.

—The stores formerly owned by Dr. Rundle have been sold to the managers, C. Bausch taking the pharmacy in Garfield, N. J. and Walter Peters acquiring possession of the store at Passaic and Third avenues, Passaic, N. J.

—Mrs. W. K. West, of Toledo, O., one of the most prominent lady pharmacists in that State, was in New York last week, making purchases for the holiday and winter trade. Mrs. West owns two of the neatest and most successful drug stores in Toledo.

—T. B. Hanna, Jr., a member of the firm of T. B. Hanna & Son, druggists at Denison, Tex., has been in the city several days, making the usual purchases for his firm.

—W. L. Strauss & Co., have just had a new trade mark registered at Washington. The word used is "Volesco", which is coined from the initials of the firm's name, W. L. S. Co.

—E. H. La Pierre, professor of applied pharmacy at the Massachusetts College of Pharmacy and G. E. Norton, of Boston, Mass., were in the city last week and dined at the Drug Club October 21.

—F. A. Faxon, Jr., of Faxon, Horton & Gallagher, wholesale druggists at Kansas City, Mo., paid a short visit to friends in New York on his way home from Old Point Comfort, Va.

—C. Eschmann, of G. Leipnitz & Co., retail druggists at San Francisco, Cal., made a flying trip to New York last week, but took time to call on a few of his friends in the drug section while here.

—R. P. Hogaland, Boston; John H. Barr, Irvington, N. Y.; J. N. Walker, Carmel, N. Y.; H. N. Clark, Cornwall Bridge, N. Y., and S. Davis, Boonton, N. J., were among the druggists visiting the New York trade October 21.

—John A. Halperin has opened a new drug store at 121st street and Amsterdam avenue. About two years ago Mr. Halperin conducted a store on Third avenue, between 120th and 130th streets.

—Josiah Vaughan, senior member of the firm Vaughan Robertson & Co., Richmond, Va., was in New York several days last week and made the rounds of the down town drug circle.

—F. Geiger, Philadelphia; W. G. Haynes, Guilford, Conn.; A. G. Thomson, Brooklyn, and Emilio Perera, Genoa, Italy, were registered at the Drug Trade Club Thursday, October 24.

—F. S. Stevens has recently returned from a trip to Niagara Falls and the Pan-American Exposition at Buffalo. Mr. Stevens is one of the prominent pharmacists at Bridgeport, Conn.

—W. J. Woodman, of Smith & Woodman, the St. Augustine, Fla., pharmacists, was one of the recent visitors in New York.

—C. T. Pierce, Riverside, Conn. and George E. Tubevoise, New York, were guests of Louis L. Drake, at the Drug Club Friday, Oct. 25.

—A. V. Oxley, formerly a traveling salesman for Seabury & Johnson, now engaged in the drug business at Southington, Conn., was in the city a few days last week.

—W. P. Diggs, manufacturer of proprietary preparations, St. Louis, Mo., was in New York several days last week and called on his many friends in the drug trade.

—W. H. Warren & Co. have moved their pharmacy in Newark, N. J., from 141 Verona avenue to 363 Mount Prospect avenue.

—Lloyd & Terry, druggists at Atlantic and New York avenues, Brooklyn, have sold their business to Adatte & McMaster.

—M. F. Bahnsen, of Hartz & Bahnsen, wholesale and retail druggists in Rock Island, Ill., was one of the buyers visiting in the drug circle last week.

—R. W. Phair, of R. W. Phair & Co., spent several days in Philadelphia last week.

—S. H. Kunstlich has opened a new drug store at No. 48 Monroe street, Passaic, N. J.

—The annual meeting of the New Hampshire Commission of Pharmacy was held at the State House, Concord, Oct. 23. The Board organized as follows: President, Dr. Edward H. Currier, Manchester; secretary and treasurer, Geo. F. Underhill, Concord; auditor, Ben. O. Aldrich, Keene. Three candidates passed the Junior examination and will receive certificates as Assistant Pharmacists as follows: Clarence O. Coburn, Manchester; Alan D. Finlayson, Walpole; Geo. C. Stone, Dover. The second quarterly meeting will be held at the State House, Concord, on the fourth Wednesday in January, 1902. Geo. F. Underhill, secretary.

Careful dispensers are properly particular about their labels, pill and powder boxes, and drug envelopes. Retail druggists who want the very finest that skill can produce, are invited to correspond with David Heston & Sons, Frankford, Phila., Pa., whose advertisement is in this issue.

IN AND ABOUT BOSTON.

HARD LINES FOR SPRINGFIELD DRUGGISTS.

Boston, Oct. 26.—There appears to be trouble ahead for the druggists of Springfield, owing to the fact that they paid little heed to notices sent out recently by the city marshal advising them of the intent of Section 2, Chapter 434, of the Acts of 1895, which defines what may, and what may not, be sold on Sunday. It seems the law says, in effect, a druggist has no more right to sell toilet or like articles than a general storekeeper can sell groceries, etc. The law, however, provides that a druggist may furnish any article called for by a physician's prescription, and some stores, on orders from reputable physicians, supplied to different customers brushes, ice-cream, candy, soda and other articles. Some of the physicians regarded the matter as a joke, and furnished their friends with prescriptions calling for various kinds of merchandise. The city marshal's order was obnoxious to drug store proprietors and to the public, which has come to look upon soda and ices almost as necessities. The keepers of small variety stores in Springfield, to the number of nearly fifty, formed themselves into a close "corporation" of spotters and spent quite a sum to obtain evidence against the druggists, who are their rivals, on Sundays. The small storekeepers who received warning from the police against selling on Sunday anything except papers, milk and pastry, therefore sold no soda nor candy, but kept a sharp watch on the apothecaries, who, they understood, had also been given warning not to do other than strictly a drug business. The "spotters" had no difficulty in purchasing soda, which flowed freely from many fountains, and they bought candy, toilet articles and various things other than drugs or medicines. They learned that some druggists in the outlying districts had been notified, and that those in the business section were selling almost anything, not having been notified to the contrary. They regarded this discrimination as unfair. The marshal acknowledged that some of the druggists had not been notified. A committee from the variety store-keepers went to the police court to seek redress, and seem bound to make a test case of the matter to determine their rights.

SALEM'S MAYOR ANTAGONIZES DRUGGISTS.

Boston, Oct. 26.—At Salem, this week, application was made by the thirteen druggists who were granted sixth-class liquor licenses by the board of aldermen for a writ of mandamus to compel Mayor Hurley to sign and issue these same licenses. This he has refused to do ever since the action of the aldermen in the matter, on August 14, and he has raised a question as to the legal right to issue such licenses because Salem is a no-license city; therefore, he has persisted in declining to sign them. The druggists intend to have the matter decided through recourse to the Supreme Court, Boston. Mayor Hurley has retained counsel, and when the case comes up to be argued by the Supreme Court he intends to appear with counsel, and make a fight. He states that if he is beaten in the courts, of course, he will sign the licenses, but he seems confident that he will not be compelled to affix his signature. Salem voted no-license last year by 558 majority, and the mayor feels it to be his duty to see that the people get what they want. As he views the situation, he says "the druggists may know how to mix pills, but when they come to mix the rum business, politics and myself in one mess they'll find it a rather tough proposition."

Business Is Fairly Good.

Boston, Oct. 26.—With fine cool weather, which comes with the chill of frost in the air, trade has received some impetus. Druggists report that they are putting up about the usual number of prescriptions, and that in the sale of toilet articles and sundries there seems to be a little more than the usual demand. Evening trade in hot chocolate and beef-tea, and like drinks, has started in well, early though it is in the season. In the general market, while trade is pretty good, the druggists are

buying perhaps a little less than they sometimes do, because of its being the last of the month, at which time they usually purchase only just what is absolutely needed. With the jobbers and wholesalers trade is fairly good as regards drugs, with a firm undertone, and much the same may be said of chemicals, except that the demand for them is of less proportion. In dyestuffs and tanning materials trade is moderate at rather steady prices. Only a fair demand for alcohols is found, with no change in prices.

NOTES.

—The annual meeting of the Independent Pharmaceutical Co., of Worcester, has just been held, at which the election of officers resulted as follows: President, Dr. William J. Delehanty, Worcester; vice-president, Dr. Francis Storey, of Natick; secretary and treasurer, M. D. Pardee, of Worcester; directors, the above-named men, with also Dr. Percy P. Comey, Dr. Charles H. Perry, Dr. E. H. Townbridge, Dr. A. P. Peck, all of Worcester; Dr. L. M. Palmer, of Frammingham; Dr. S. B. Soule, of Hudson; Dr. H. G. Howe, of Hartford, and Dr. A. H. Briggs, of Ashway. R. L. F. M. Harris, of Worcester was chosen as general manager. The company was organized in Worcester a year ago.

—The Boston trade, of course, has been deeply interested in the decision of the Supreme Court in the case of Julius Garst vs. Hall & Lyon, of Worcester. Most druggists in this city try to do business without cutting of prices, to allure trade, and they feel a regret that the case has turned out as it has. The feeling of sympathy for the most part has been on Dr. Garst's side in his attempt to elevate the standard of trade conditions in his fight for a principle. The majority of druggists in Boston favor trading with proprietary manufacturers willing to protect their goods from sale at cut prices by certain retailers.

—As the result of the recent visit of President Helmritz, of the Massachusetts State Pharmaceutical Association, to Brockton to address the druggists of the "Shoe City," a movement has been started toward the formation of an association of druggists in that section of the country. Temporary officers have been elected, as follows: President, Charles R. Hillberg; secretary, A. Dakin; executive committee, Frank A. Braconier, George A. Torrey and L. T. Adams. Druggists in towns near Brockton were present at this meeting, and are deeply interested in the proposed association.

—Among the many October weddings is that of A. Ernest Baxter and Miss Helen S. Warren, daughter of Thacher C. Warren, of East Boston. Mr. Baxter has been connected with the drug trade of Charlestown for the last ten years. At present he is with A. S. Putnam, of Hensley and Parks streets. After a wedding tour, the couple will live in Monument Square, Charlestown.

—Desiring to transfer his liquor license from his place of business in Washington street, Gloucester, to a new location higher up on the same thoroughfare, Druggist Frederick Lane has obliged to go through the formality of giving advertised notice of this proposed change of place for ten days. This gives any "kicker" a chance to remonstrate, if so disposed.

—On the charge of two Fall River policemen that he sold them whiskey on a recent Sunday Arthur P. Vaillancourt, of the Maplewood Pharmacy, in that city, has been found guilty and fined \$65. Vaillancourt appealed from the fine imposed, and furnished bonds in the sum of \$300 for future appearance.

—For the better protection of his creditors, William M. Dedrick, a Fall River druggist, with a store in South Main street, has made an assignment to his brother, Albert C. Dedrick. The liabilities are estimated at something more than \$5,000. The assets consist of such stock as the store contains, not yet inventoried.

—Dennis F. Rouke, who is in the drug business in this city, has just been married to Miss Julia M. Murphy, of the Brighton district. A reception was given the bridal pair at the home of the bride's parents.

—In a \$30,000 fire at Worcester, on the night of October 19, T. A. Brennan & Co., druggists in Millbury street, among others, suffered some loss to the amount of \$500.

honor men of '01, will be with W. S. Merrell Chemical Co., of Cincinnati, O., R. H. French, another of '01's brightest members, is now engaged in work at Smith, Kilne & French's laboratory, Canal and Poplar streets.

—The alertness of druggist Hiltwein, of 908 N. Nineteenth street, will land two passers of counterfeit coins in jail. The men entered his store last Thursday and made small purchases tendering 50-cent pieces, which the druggist thought suspicious, so he tested one and finding it had followed the pair until he met a policeman, to whom he turned them over.

—William B. Burk, the well known importer of sponges and chamolis skins, has been confined to his bed for some time from a painful accident met with while on the train from Atlantic City. His many friends will be pleased to learn that he is now recovering rapidly and will soon be able to resume attention to his business.

—Crumble Brothers have bought the drug store at Broad street and Cumberland avenue lately owned by Dr. W. R. Davis. This store has had many changes in ownership lately but it is likely that the new firm will make it pay better than their predecessors.

—Dr. G. W. Kennedy, president of the State Pharmaceutical Examining Board, announces that only 102 of the 333 students recently before the Board passed the examination.

—C. H. Esbach and S. C. Klapp, P. C. P. graduates, have bought Armstrong's drug store at 14 Broadway, Milton, Pa., and will greatly enlarge and improve it to bring it up to modern standards.

—Howard B. Sausser, a well-known Philadelphia druggist, has just re-enlisted as Hospital Steward in the Navy, after serving over two years in the Philippines on the "Princeton".

—Dr. Freedman, located at Passunk and Washington avenue, has bought the drug store at Second and Federal streets and will conduct it as a branch of his main store.

—L. S. Steltzer will soon open a drug store at Germantown avenue above Lehigh, which he will conduct in connection with his store at Sixth and Cumberland avenue.

—C. W. Beyerly, of 3,600 Kensington avenue, has bought the drug store at Fourth and Huntington streets, an old landmark, and will make many improvements.

—W. H. Sheehan, a P. C. P. Graduate, class of '90, has accepted the position of manager for Campbell's Pharmacy, Second and McKean streets.

PITTSBURG AND VICINITY.

PRESIDENT SCHILLING RESIGNS.

Pittsburg, Oct. 28.—P. C. Schilling, the president and general manager of the P. C. Schilling Co., the so called "drug trust", at a meeting of the directors last Monday, resigned both offices. He has also sold his interests to the stockholders and in the near future will operate independently.

At the same meeting the directors elected R. J. McCready of Allegheny, temporary president and manager, who will hold office until the next regular meeting, when positions will be filled according to the rules of the corporation. It is stated that the resignation of Mr. Schilling was due to a difference between himself and the directors as to the policy of the company, and that other changes are in contemplation. Several years ago Mr. Schilling conducted a drug store at 2801 Penn ave., when he conceived the idea of forming a corporation by buying up a number of the best established rival concerns. He was enabled to do this by the aid of a number of private partners, in conjunction with a local wholesale firm and at the present time there are 20 or more stores belonging to the corporation which are valued at \$200,000. For obvious reasons many of them are operated under the name of the original owner, as the company is incorporated it will continue to be known as the Schilling Drug Co., although the founder has dropped out.

NOTES.

—E. T. Flister one of the oldest drug travelling salesman in Pittsburg, for many years with the late A. C.

Henderson Co. and their successors "The Walther-Robertson Co. has given up the road and joined the office force of W. J. Gilmore & Co.

—The drug store of M. Rush Means, bankrupt at Funk-sutawney, Pa. was sold by the sheriff at public auction at that place last Saturday. It was purchased by Chas. M. Feicht of Reynoldsville, Pa. who will form a partnership with H. Alex Stoke of the latter place.

—Burglaries of drug stores continue to be reported. The store of William Cain of Dravosburg a suburb was visited last week and a large quantity of cigars, soaps, and liquors taken.

—D. Arter Miller, chief clerk in the drug store of J. R. Stephenson, Greensburg, Pa., was married at that place last week to Miss Carrie Wightman.

—Raymond Brossius of Philadelphia and formerly of Johnstown, is now managing the drug store of the late J. C. Armstrong at Brownsville, Pa.

BALTIMORE.

TRADE CONTINUES ACTIVE.

Baltimore, Oct. 26.—The drug trade of this city has been characterized by marked activity during the past week. Jobbing houses were in receipt of large numbers of orders, and the aggregate of their transactions assumed impressive proportions. Manufacturers of pharmaceuticals also had a good week, the laboratory forces being kept steadily at work to supply the demand for the various preparations. The market for botanicals presents a rather mixed aspect. Some articles bring high prices, while others rule rather low. Lobelia seed, turkey corn, American wormseed, balm of Gilead buds, pink root and scullap leaves are reported to be rather scarce and rising in value. This season's crop, it is said, has turned out somewhat disappointing with regard to quantity, and quotations are expected to advance. One dealer, in speaking about the indications, said he would not be at all surprised if some of the articles mentioned doubled in price before very long. He attributes the present situation in part to the tendency among farmers to hold back with stocks in expectation of getting better returns. More or less complaint is heard among the retailers, but such adverse opinions seem to proceed from force of habit rather than actual conditions, for the statements of the wholesalers do not indicate any prevalence of dullness. The movement of heavy chemicals is in the main steady and of gratifying volume, and the prospects are for a continuance of the existing status.

DRUG TRADE BOWLERS.

Baltimore, Oct. 26.—The Drug Trade Bowlers were again busy at work this week. Last Tuesday the Ferrell & Kellam Co. and the Armstrong Cork Co., the two newcomers, were pitted against each other, the latter taking two out of the three games bowled by 572, 630 and 635, against 580, 525 and 525 pins, respectively. The Ferrell & Kellam Co.'s highest individual score was only 133, made by Roeth, the others being considerably lower. Last night the Root and Herb quintette met the Stanley & Brown Drug Co. (formerly Winkelmatt & Brown Drug Co.), and took all three games by 700, 760 and 768, against 648, 650 and 690 pins. Kabernagel was high score man, with 203, Vordenberge, of the Stanley & Brown Drug Co., rolled up 169 in the last game. The Root and Herbs are again showing up strong, and promise to dispute the lead with Sharp & Dohme. The present standing of the teams is as follows:

Teams.	Games. won.	Games. lost.	Per cent.
Sharp & Dohme.....	6	0	1.000
Root and Herbs.....	7	2	.778
James Baily & Son.....	7	2	.667
Stanley & Brown Drug Co.....	3	6	.333
Armstrong Cork Co.....	2	4	.333
McCormick & Co.....	1	5	.167
Ferrell & Kellam Co.....	0	6	.000

NOTES.

—A reception for the students of the Maryland College of Pharmacy is to be held at the institution on Alsiquith street, in the near future. Dr. D. M. R. Culbreth, H. P. Hynson and Charles H. Ware have been appointed a committee to make the necessary arrangements. The primary purpose of the reception is to afford an opportunity for students to get better acquainted with the faculty and with each other.

—The marriage of H. A. Brown Dunning, a young pharmacist in the employ of Hynson, Westcott & Co., and Miss Beatrice Garelle Fitzgerald, of 1522 Mount Royal avenue, took place Oct. 24, at the bride's residence. The reception which followed was attended by some two hundred guests. Mr. and Mrs. Dunning went on a wedding tour north. They will live at 411 East North avenue.

—Among the property destroyed by the conflagration which visited Delmar, Del., last Saturday afternoon, were the drug store, dwelling and furniture of Dr. Ellegood, and the drug store of Dr. James Bradshaw. The former suffered a loss of \$10,000, the latter of \$2,000, with \$1,000 insurance. Delmar underwent a similar visitation in 1892.

—Joseph B. Hall has bought the drug store of the late Frank Waters, who was killed by an electric shock in his pharmacy, late at night, last summer. The store is at the corner of Alsiquith street and North avenue. Mr. Hall also conducts the pharmacy at Charles and Twenty-second streets.

—John and Paul Hauser, both retail druggists, the former at Fayette and Poppleton streets, the latter at Gilmore and Lexington streets, last week went to Cumberland, Md., to attend the wedding of their brother, who is a minister.

—The Tourist Drug Co. has been incorporated at Alexandria, Va., with a capital stock of \$100,000, to conduct a manufacturing drug business. The officers are: R. W. Brown, president; Mary Olmstead, vice-president; W. M. Starr, treasurer, and Katy B. Klock, secretary.

—Among the visiting druggists in Baltimore last week were W. R. Rudy, Mount Airy, Md.; I. W. Dasher, Peru, W. Va.; F. Forthman, Waynesboro, Pa.; Jos. B. Boyle, Westminster, Md., and Dr. Jos. Carrow, Odessa, Del.

—Louis Dohme, of Sharp & Dohme, went to Atlantic City last Saturday to visit his nephew, Dr. A. R. L. Dohme, who is spending a few weeks there to recuperate from the debilitating effects of typhoid fever.

—The Wedgewood Club will hold its regular monthly session this evening, at the Eutaw House, and the invitations promise plenty of good cheer.

—The retail drug store of Nicholas T. Lang, at the corner of Fulton and Frederick avenues, has passed into the possession of Dr. Bennett, a young graduate in medicine.

CHICAGO.

VETERAN DRUGGISTS' ASSOCIATION MEETS.

Chicago, Oct. 26.—The Chicago Veteran Druggists Association held its quarterly meeting at the Union Hotel on Monday October 21. Nearly all the members were present. A committee was appointed to draft appropriate resolutions on the death of the late C. Herman Plautz. Andrew Scherer was elected to membership. After other routine business, the members listened to the introductory part of the history of the Early Drug Trade of Chicago, read by the historian, Mr. Ebert. The portion of the history read was very favorably received and it was the consensus of opinion that when the work is finished, it should be published.

CHICAGO TRADE GOOD.

Chicago, Oct. 26.—The week has been a busy one among the pharmaceutical manufacturers and the jobbers. All staple articles are active and such goods as sundries, etc., are in good demand. Very few business failures are on record and collections are good. Orders are of goodly size and volume and all the houses are busy.

NOTES.

—On Monday, October 14, the several teams of the Chicago Drug Trade Bowling League rolled the following games at Bensinger's Alleys: Sharp and Smith, 739, 790, 761, against Lord, Owen & Co., 760, 717, 742; A. M. Foster & Co., 669, 569, 645, against Buck & Rayner, 514, 602, 676; Parke, Davis & Co., 698, 606, 563, against E. H. Sargent & Co., 678, 727, 676. On Monday, October 21, the following games were rolled: Lord, Owen & Co., 750, 767, 721, against A. M. Foster & Co., 651, 638, 698; E. H. Sargent & Co., 663, 721, 626, against Buck & Rayner, 652, 716, 775; Sharp & Smith, 742, 758, 784, against Parke, Davis & Co., 693, 707, 691. The standing and the percentage of the teams to date are:

	Won.	Lost.	Pct.
Sharp & Smith	6	3	.667
E. H. Sargent & Co.	6	3	.667
Lord, Owen & Co.	5	4	.550
Parke, Davis & Co.	4	5	.445
Buck & Rayner	3	6	.334
A. M. Foster & Co.	3	6	.334

—Mr. and Mrs. Oscar Damman, a young couple, married this week in Milwaukee, were the recipients of many attentions by their fun loving friends on their departure for Mr. Damman's home in Nebraska City, Neb., where the groom runs a drug store. The bride was Miss Ida Van Ellis of 673 Reed street, Milwaukee. The wedding was celebrated at noon and the young couple on their departure eluded all of the waiting friends except a Milwaukee physician, a friend of Mr. Damman. He pursued the carriage to the depot on horseback and tacked the following circular outside the car beneath the window at which they sat and pasted it all over their baggage.

"We are it. Look at us. We are just married and are going out West to set up housekeeping. Don't lose sight of us."

Other friends of the couple caught the train before it left the city and did the rice throwing act.

—Adolph Gustaf Vogeler, editor of the Western Druggist, celebrated his fiftieth birthday on Oct. 24. He was born at Rahden, Westphalia, Prussia in 1851. He came to this country with his parents in October, 1860, entering the employ of Charles Heylmann, an old time German apothecary and serving a regular apprenticeship to the business. During this time he attended the Chicago College of Pharmacy graduating with honors. He organized the Chicago Retail Drug Clerks' Association and was the moving spirit until 1875 when he engaged in the retail drug business. In the early '80's after the "Pharmacist" had been transferred to Mr. Cowdrey, Mr. Vogeler acted for a time as editor of that publication, and when the "Pharmacist" was incorporated with the "Western Druggist" he became associated with the latter journal.

—H. H. Green, of Bloomington, one of the most prominent druggists in Illinois, who has been one of the foremost figures in pharmaceutical legislation, member of the Board of Pharmacy, recently a member of the Board of Penitentiary Commissioners, was recently elected Grand Commander of the Knights Templar of Illinois. Mr. Green has been in the drug business in Bloomington since 1882, has been president of the Illinois Pharmaceutical Association and is an associate member of the Chicago Veteran Druggists' Association.

—An alleged theft of earth at Fifty-ninth and Robey streets, which involves M. J. Murphy, 1231 Garfield Boulevard, and John Byrne, 4615 Marshfield avenue contractors employed recently by the South Park commissioners, is the basis of a suit commenced in the Circuit Court by F. J. Schmidt, a druggist at Seventy-first street and Cottage Grove avenue. Schmidt seeks to recover \$2,000 which he says is the value of the earth alleged to have been taken from him by Murphy.

—Among those who returned this week from the N. W. D. A. meeting at Old Point Comfort, Va., were Messrs. Charles E. Matthews, of Sharp & Dohme; Frank Faxon, of Faxon, Horton & Gallagher, Kansas City; Harry Skillman, of Detroit; Robert Winchester, St. Louis representative of Sharp & Dohme; Harold Sorby, of the Pasteur Vaccine Company; Eugene Yahr, of the Fahr-Lange Drug Company, Milwaukee, and George D. Searle, of the Searle & Hereth Company.

—The Chicago Retail Druggists' Association will hold its regular quarterly meeting in room 412 Masonic Temple next Tuesday. Retailing of drugs by wholesalers will be discussed; the report of the delegates to the recent N. A. R. D. Convention will be heard; the annual dues for 1902 will be fixed, and the present and future policy of the association will be discussed and determined as far as possible.

—Frederick M. Dodge, one of the oldest druggists in Chicago, died on Oct. 21. He was born in Barre, Vt., in 1843 and had lived in Chicago forty-five years, during nearly all of which time he was connected with the drug business. He had been in the retail business since 1870, and at the time of his death owned a store on South Western avenue. He leaves a wife and family.

—Here is an iceman that not many people would like to be. He is R. W. Heiple of 1437 Ogden avenue. He was bitten by the dog of G. W. Mathison, western agent of the Emerson Drug Company. He sued for \$3,000. A jury in Judge Gary's court decided that a judgment against Mathison for \$545 was enough balm for the iceman's bruises.

—J. A. Kaerwer, Forty-Sixth street and Wentworth avenue and Walter Jungk of Forty-seventh and State streets, have just returned from a three weeks trip to Canada, Buffalo and Niagara Falls.

—Miss Emma Leistner, sister of Oscar Leistner, who represents William L. Strauss & Company in the West, is at present visiting him in Chicago. Miss Leistner's home is in Schwarzenberg, Saxony.

—The National Association of Drug Clerks has been incorporated in Illinois by Walter P. Kotz, Edward Clavis and Arnold Crouch. The association is for mutual protection.

—The drug firm of Allen & Babler, Sixty-sixth street and Erie avenue, has severed partnership with W. Allen and is closing.

—Oscar Hays of Chicago, owner of the National Pharmacy at 341 S. Main street, is closing.

—Max of Chicago, 1011 S. Main street, is closing.

—Oak Grove, 1011 S. Main street, is closing.

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ST. LOUIS.

DRUG CLERKS' STRIKE.

St. Louis, Oct. 26.—For the first time in the history of this city a "strike" among the drug clerks has been recorded. The Star Drug Co. at Broadway and Market street, is owned by a physician and "bad blood" is said to have existed for several months, between W. W. Van Sickle, manager of the store, and the owner. Last Wednesday morning Mr. Van Sickle announced to his clerks that he had been discharged and briefly stated the difficulty between the owner of the store and himself. This information seemed to be nothing new to the other employees and after a very short conference they all announced that they would no longer remain as employees in this drug store. An "important call" was sent up stairs for the owner of the store to which he quickly responded. The chief clerk informed him that they did not think their manager had been treated rightly and that they all had decided to quit at once. They asked for their pay which was at once forthcoming, and before they had all secured other positions. An attaché of the physician's office, who registered as a pharmacist on his physician's diploma took temporary charge of the store; while the telephones were kept busy searching for a new force of clerks. By night only two clerks had been secured. The whole affair is looked upon with much amusement by druggists and drug clerks throughout the city. It should be stated that the owner of this store has always reserved the right to discharge an employee on a moment's notice and has very justly extended to the clerks the right to quit on equally short notice. The matter very was purely a personal matter between the owner of the store and his manager. The clerks of the store were not to be blamed for their manager's actions, but they seemed to lack a few relations.

ST. LOUIS COLLEGE OF PHARMACY ALUMNI.

St. Louis, Oct. 26.—The Alumni Association of the St. Louis College of Pharmacy, which was organized in 1892, held its annual meeting at the Hotel St. Louis, on Tuesday night, Oct. 26. The meeting was held in the ball room of the hotel, and was attended by about 100 members. The meeting was presided over by Prof. J. H. Gwalt, and was opened by a prayer by Rev. J. H. Gwalt. The first business of the meeting was the reading of the report of the committee on the affairs of the college, which was read by Prof. J. H. Gwalt. The report was a very interesting one, and was well received by the members. The next business of the meeting was the election of officers for the coming year. The officers elected were: President, Prof. J. H. Gwalt; Vice-President, Prof. J. H. Gwalt; Secretary, Prof. J. H. Gwalt; Treasurer, Prof. J. H. Gwalt. The meeting then adjourned until next year.

NOTES.

—The Druggists' Cocked Hat Bowling League had a lively time of it last Thursday night. The Meyer Bros. Drug Co.'s team secured three out of five games from the Moffitt-West Drug Co.'s representatives. J. S. Merrill Drug Co.'s team defeated the Herf & Frerich's bowlers with a score of four to one. The Seale & Hereth's players captured three out of five games from the Mound City Paint Co.'s team. Bruen, of the Meyer Bros. Drug Co.'s team made a 63 1-5 average for the evening. The next highest average was that of Col.

Four-Fold Liniment is a superior remedy. Sold in the drug trade only.

Neu, of the Mound City Paints, which was 52 1-5. Schneider, of the Moffitt-West Drug Co. and Decker, of the Meyer Bros. Drug Co., each reached an average of 51 2-5.

—R. S. Vitt and Theo. F. Hagenow have returned from the N. A. R. D. convention, at Buffalo. They both express themselves as well pleased with the work that was done at the meeting. The druggists of the city feel honored in the election of one of their number as treasurer of the organization, and feel certain that R. S. Vitt will fill the office with credit to himself and his fellow members.

—The St. Louis Paint, Oil and Drug Club held its annual dinner and election of officers last week. About forty members were in attendance. The new officers are as follows: President, A. A. Ebersson; vice-president, Duncan Mellier; secretary, R. W. Sample; treasurer, Fred. Westerbeck; directors, W. H. Gregg, Jr., George S. Merrill, Henry Boardman, Herman Pockels and Arthur Davis.

—The following is the record of the Druggists' Cocked Hat League teams last Thursday night: J. S. Merrell Drug Co., 3; Meyer Bros. Drug Co., 2; Moffitt-West Drug Co., 3; Mound City Paint Co., 2; The Searle & Hereth Co., 5; Herf & Frerichs O. Brenner, of Meyer Bros. Drug Co. lead the league with a 61 average, while P. Pauge, of the J. S. Merrell Drug Co. and Blitz, of the Searle & Hereth Co., came in with over a 50 average.

—The Epsom Salts and Castor Oils tried their strength at the Cote Brillant alleys last Tuesday night. Capt. Bernius, of the Epsom Salts says they intend to change their names and see if they cannot break the "hoo doo." For the past three weeks they have only been able to take one out of five games from R. E. Scheu's Castor Oils.

—Emil Fehling has resigned his position as druggist at the O'Fallon Dispensary, 1814 Locust street, and has taken charge of the store at 2613 S. Broadway, formerly owned by the late E. V. Koscielski. The position at the O'Fallon Dispensary has been filled by the appointment of W. L. Horstman, a well-known local drug clerk.

—Frank A. Ruf, the well-known president and treasurer of the Antikamnia Chemical Co., has been elected vice-president of the Fourth National Bank, of this city. Mr. Ruf has been a director of the bank for a number of years.

—The J. S. Merrell Drug Co. has leased the property at Fourth and Market streets on which the old McLean building stands and upon which they intend to erect a new fire-proof building to be used as a wholesale drug house.

—Mr. Knott, city desk man of the J. S. Merrell Drug Co., was relieved of a \$40 overcoat last Wednesday. He is consoling himself with the feeling that it will keep some poor rascal warm this winter and that he still has his old overcoat.

—Several local druggists wish to attend medical college, but have been unable to secure managers for their stores. There is great demand for first-class drug clerks in this city, and salaries are continually rising.

—A. N. Blackman has closed up his store at Lafayette and Nebraska avenues, and has accepted a position with the Meyer Bros. Drug Co. He finds that location not "strong enough" to maintain a store.

—T. O. Moses, proprietor of the drug store at Welston and Easton avenues is laid up with a broken leg. When asked how he is getting along he simply remarks that he "cannot kick".

—M. C. Arendes, J. Kleiber and A. H. Stalle, of the office force of the J. S. Merrell Drug Co. are spending a few days at Pocahontas, Ark., the guests of Druggist W. H. Skinner.

—Mr. Martine, chief clerk of the Garrison Pharmacy is mourning the loss of his wife and young child who died yesterday. Mr. Martine's host of friends sympathize with him in his misfortune.

—After numerous postponements the St. Louis Retail Druggists' Saturday Night Club held their annual banquet at the St. Nicholas Hotel last Saturday night.

—C. F. G. Meyer, president of the Meyer Bros. Drug Co., has arrived in New York from an extended trip abroad and is expected home by Monday.

—Chas. H. Camp, special representative of the Centaur

Co., has been in the city all of the week looking after the company's advertising.

—J. J. Hoelscher, druggist at Kings Highway and Suburban Road, spent several weeks hunting among the Ozark Hills recently.

—Henry Hoch, formerly partner in the store at Seventeenth and Washington avenue, is now head clerk at the Boemer Drug Co., Eleventh and Madison streets.

—A \$600 fire occurred in the store at Page and Prairie avenue, last Sunday night. The store is owned by M. J. DeVorkin.

—Dr. Langen has opened the store at Elliot and Sheridan avenues, closed some months ago by Theo. H. Specht.

—There are very good prospects of four new drug stores being opened in the West End before the end of the year.

—J. R. Strite is opening a new drug store at Fairmount avenue and Suburban Road.

—Chas. Milne, one of the best-known relief clerks in the city is dangerously ill with erysipelas.

—Ed Lesanier succeeds his father in the drug business at Pacific, Mo.

THE NORTHWEST.

New Minnesota Pharmacists.

St. Paul, Minn., Oct. 25.—The State board of pharmacy has issued licenses to the following persons as pharmacists: Floyd R. Cogsdill, A. Le Roy Eger, Oliver V. Jones, Minneapolis; David L. Colberg, St. Paul, Thomas C. Biscoe, St. Paul Park; Adolph A. Lawson, Stillwater; Jeppe D. Pederson, Brown; John P. Scholten, Winnebago City; John A. Swenson, Winona. The following were granted the certificate of assistant pharmacist: Adolph S. Bender, Cora M. Fairbank, Louis Hergenrather, Harry D. Holmberg, Oscar Lundemo, Julian A. Zbrocki, Andrew Sivertsen, William W. Philo, John G. Anderson, James H. Crew, Willis Clay, Perry R. Day, Oscar Hargeshimer, Oscar A. Hellberg, Frank Kramer, Ernst Ott, Luther Thompson. The next examination will commence on the third Tuesday in January at the university.

Shutting Off Cutters.

St. Paul, Minn., Oct. 25.—The principal question with which druggists here are wrestling just now is the prevention by legitimate means of the sales of aggressive cutters, who are the bane of the trade. Some progress has already been made in this direction, but much still remains to be done in order to bring about a solution of the trouble, which is of long and burdensome standing. The tripartite agreement has been on trial long enough to prove what it can do if lived up to honestly. The chief difficulty encountered is the irresponsible action of its own members.

NOTES.

—Richard Tener of St. Paul is dead at the age of 61 years. He died suddenly while apparently in perfect health. Mr. Tener came to St. Paul in 1879 and for twenty years gave faithful service as druggist in St. Luke's hospital. Two years ago, owing to poor health, he gave up his duties there, but, his strength returning, he for the last year took care of the son of the city health officer, Dr. Justus Ohage, whose death occurred a few weeks ago. Mr. Tener had just been appointed to a post in the bacteriological department of the city health office when his death occurred. He is survived by his brothers Kinley J. Tener, a prominent attorney of Philadelphia, and Henry Tener, president of the Philadelphia Mortgage & Loan association, and by his wife and his two daughters, Mrs. T. J. Hoyt, of Kansas City, and Mrs. J. H. Hintermister, of St. Paul.

—Successions: Clarence Crandall, Springville, Utah, by Crandall & Harwood; R. H. Bowman, Pocahontas, Ia., by R. A. Grover; Humeston Drug Co., Humeston, Ia., by Foltz Bros.; C. M. (Mrs. C. W.) Alt, Williamsburg, Ia., by A. L. Holmes.

—C. B. Nimmo, Brainerd, Minn., has been closed under a chattel mortgage.

—Tessler & Son are soon to begin a combined drug and grocery business at Terrebonne, Minn.

—The Mercer Chemical Co., Omaha, Neb., suffered a fire loss this week.

—Smith & Corbett, Sioux City, Ia., have removed to Glidden.

—New: Blair & Mewins, Herried, S. D.; Ekeren & Higgins, Foxhome, Minn., Carl Hoehn, Columbus, Neb.

—Sold: W. O. Sanders, Stacyville, Ia.; P. W. Jones, Albert City, Ia.; A. D. Hard, Wentworth, S. D.

—A. D. Norling, Litchfield, Neb., will open a branch at Hazard.

—M. N. Barry & Co., druggists, Gray Eagle, Minn., have entered the grocery trade in addition.

—Joseph Heil, a Heidelberg, Minn., druggist, has sold his general merchandise stock.

—Bills of sale have been given by E. H. Anderson, Fonda, Ia., and A. O. Blair & Co., Emerson, Ia.

—The Quaker Drug Co. has incorporated at Seattle, Wash.

—M. F. Rapp, Rosenberg, Ore., has filed an involuntary petition in bankruptcy.

—J. C. Threlkeld, Republic, Wash., is dead.

THE HEYWOOD MEDICINE MAN.

To the Editor—May I use your columns to post the lady in regard to one Heywood? He and his wife (so-called) came to this city, and rented a house. He said he made a cough medicine and nerve. The first sold for 25 cents, the latter (marked \$1) for 50 cents. He left the cough medicine on sale at first, but I sold it out and bought more. He then said he would like to put in some nerve, as in driving through the country, selling his remedies, he often found people without ready money, but who wanted some of his goods. He wished to borrow a rubber stamp to put my name and address on his circulars so as to remind such people where his medicines could be found. That was all plausible, and so I consented. He, it seems, went about saying he was my clerk and that I was the "Heywood Medicine Co." He sold three bottles for \$1, and referred them to me to refund if no benefits were received. He did a large business, retained the stamp, and quietly left town. People, many of whom were customers, came back for the money, and were much annoyed to know that I did not authorize him to make such bargains nor to state that I was willing to refund. It required long explanations and in some cases made enemies. I also learn that two or three other local concerns had very unsatisfactory relations with him. I am informed that he operated in and about Corning in much the same manner. He is no doubt fooling other druggists the same way in various places, and a hint to the innocent from a "burned child" may be a good thing.

This is my first experience of the sort, and almost any subject of his deceitful way would hope that it may be the last. My advice to the whole fraternity is to beware of the Heywood medicine man. Tall, about 32 years old, and not too prepossessing. Yours truly,

JUDISON B. TODD.

Ithaca, N. Y.

WILLIAM ORR BARCLAY, senior member of the firm of Barclay & Co., manufacturers of drugs, at No. 44 Stone street, New York, died on Thursday, October 17. Mr. Barclay was one of the oldest members in the trade, and one of the founders of the business of Barclay & Co., which was established over thirty years ago. He was born in New York, and leaves a widow and two daughters.

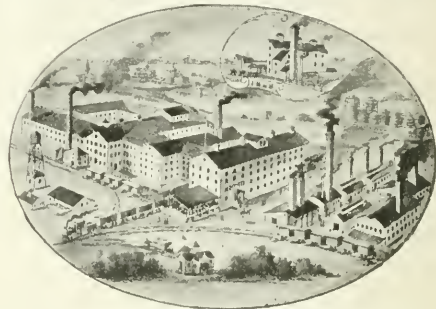
"Merz" Santal Compound (perles) are claimed to be superior to the imported, and are sold to the trade at the uniform price of \$3.00 per dozen. There is no reason why retailers should not make a big profit on these goods. All jobbers carry them in stock.

PAINT PROFITS FOR PHARMACISTS.

One of the profitable side lines that naturally belongs to the drug trade is the sale of ready for use paint specialties. No line pays the retailer better profits in proportion to the money invested than paint. Nothing in any line has a wider field than paint. It is simply indispensable. Pretty much everything from a wheelbarrow to a house has paint applied to it in some form. In this connection we include varnish as being part of the paint trade.

Profitable paint selling can be done if the paint handled is good paint, if it can be sold at a fair price and still leave the retailer a good profit; if it is sold in easy to open cans; if it is labelled in good style for display on shelves or in windows; if it is well advertised. Lucas Paint Specialties answer all these requirements.

Fifty-two years ago Mr. John Lucas started to manufacture paints and colors in a small grist mill at Gibbsboro, N. J., twelve miles from Philadelphia. At first it was uphill work, and he met with some discouragements, but as the high quality of his manufactures became known and appreciated by the paint trade, he was compelled to enlarge the works until to-day they cover ten acres of ground, and at the present time are building a monster warehouse 300x150 feet; also a power house to contain engines and boilers capable of running a plant twice as large, so as to admit of another enlargement in the near future. The works are kept busy the year round, producing, with the aid of almost every good modern appliance for making paint and varnish, and



hundreds of employees, the highest quality paints at the least cost. Fifty-two years in business and never a strike tells better how we treat our helpers than anything we could write. Satisfied employees means good work; pays us, pays them, pays our customers.

The almost universal use of paint in this country begets the feeling that you know all about paint, and that one kind is pretty much the same as another, so long as it is paint and of the color you may desire; but that is clearly a mistake, there is as much difference in paints as there is between black and white in beauty of appearance and wearing qualities. We describe below a few of the Lucas high grade paint specialties that have a large sale among the drug houses throughout the entire country.

LUCAS PREPARED PAINTS are made of good material expressly for use about the home. Thirty beautiful tints and colors, including white and black, enable you to make an intelligent selection of a color or tint that will harmonize with the furniture or wood work of any room. They are sold by the pound in small one or five pound easy to open cans, and will be found of great value for painting and renovating chairs, benches, kitchen tables and dressers, window sash and sills, doors and shelves, flower stands and pots, etc. Full directions, very easy ones, are printed on every label, and with a little care any person can use same. We have a card showing samples of the colors; a fine wood sign with painted wooden slats showing the paint as it actually appears on wood; a booklet containing directions for painting; a nicely framed show card showing colors, and a variety of circulars.

LUCAS ENAMEL PAINT gives an exact imitation of the high priced porcelain tile surface at a fraction of the cost. It is another of the easy to use paints that Lucas makes. The range of work that can be done with this enamel paint is rather astonishing. It can be used on the walls and wood work of the best homes, giving beautiful lasting effects; or for wood or wicker furniture, frames, iron bedsteads, fancy chairs and tables, flower pots, umbrella stands, and dozens of other articles. The handsome appearance of this enamel paint cannot be duplicated by any other ready to use paint. The very complete direction printed on all the labels enable any person of intelligence to do good work. Twenty handsome colors and tints, along with black and white, gives a chance to choose one that will be exactly suited to the article or work to be decorated. We furnish with this enamel paint cards and show card showing the colors and tints, booklets and circulars.

LUCAS ALUMINUM ENAMEL is made from pure aluminum, combined in a practical manner with a liquid that, when painted over a surface gives that surface the

appearance of a solid sheet of bright silver, but unlike silver, will not tarnish or turn black. Easy to apply, does not show brush marks and is altogether a shining success when used for improving gas

or electric fixtures, lamp stands, radiators, frames, bric-a-brac, etc.; used in conjunction with Lucas Enamel Paint, most elegant effects may be obtained.

LUCAS ARTISTS' GOLD PAINT, either ready mixed or not, is another decorative paint that can be used to good advantage with the above enamels. Sold in attractive packages, easy to use, there is nothing better for the purpose. Dozens of articles can be beautified with its help at little cost.

LUCAS ARTISTS' GOLD PAINT, either ready mixed zinc bath tubs, inside or outside; also for bath room walls, etc. Withstands extremely hot or cold water, soap and weak alkalis. Four delicate tints and white. **LUCAS BICYCLE ENAMELS**, twenty fine colors. **LUCAS SCREEN ENAMEL**, green or black, for door or window screens. **LUCAS STOVE ENAMEL** for stoves, ranges, heaters, stove and hot water pipes. These enamels are made specially for the service their name indicates, and for those purposes nothing quite equals them. Samples or show cards with them all.

LUCAS PERFECT WOOD STAINS can be depended on for converting any of the cheap soft woods, pine, poplar, etc., into exact imitation of expensive hardwoods, such as cherry, walnut mahogany, rosewood, flémish and other oaks, etc. They are a varnish stains and impart artistic finish to the wood that leaves nothing to be desired. The printed directions on every label are easy to follow and the results sure. They are exactly what are needed for the wood and floors of rooms, wood wicker furniture, baskets and other like articles. Samples and show cards, booklets and circulars are furnished.

LUCAS RELIABLE VARNISH put up in small cans for household use is needed wherever there is a home. Old furniture is easily made to look bright and new looking; the woodwork of the room re-varnished sets off to the best advantage everything they contain. The

varnish is reliable and sells at prices that are sure to show large sales.

LUCAS CARRIAGE GLOSS PAINT is what the name implies, a ready mixed carriage paint, but one that can be used to great advantage for numerous other things. It is equally useful for baby coaches, porch chairs or settees, flower stands, etc., as well as buggies, road carts, sleighs. It dries with a very handsome gloss in twenty-four hours, and requires no varnishing. Samples cards, show cards and circulars.

LUCAS TINTED GLOSS PAINTS, mixed ready for use, are high quality low cost paints for outside and inside house painting. The colors are durable and the oil pure. Covers 500 to 600 square feet of surface to each gallon. Color harmony is exemplified in the arrangement on the sample cards of the 78 colors in combinations for house painting; also have gloss and wood signs, booklets and circulars.

LUCAS PAINT is made for painting floors; for that purpose unsurpassed; dries hard as rock; easily cleaned; looks well and wears; don't fade; with the aid of a rug or two, is a most beautiful sanitary floor covering. Card, sign, booklet and circulars.

The above specialties do not include all the Lucas lines, but only part of what we term our Home Helps, expressly put up for retailing in drug and other stores. We also make full lines of colors ground in oil, in Japan, in water and dry; white lead and zincs; varnish, japans, brushes glass, etc.

We help dealers sell our paints by furnishing the best grade for the money, put up ready to use in easy to open cans, attractively labelled, just the thing for window or shelf display. With the dealers' help Lucas pushes their sales with cards showing samples of the colors arranged in harmonious combinations, show cards, wood and glass signs, booklets and circulars in great variety. Dealers name, full line of business and address printed on all advertising matter. Properly displayed and distributed they are bound to bring trade. We would like you to write us for detailed information about any of our products, or would be pleased to send you on request samples of our advertising matter, free. Address all inquiries to Advertising Department, Gibbbsboro, N. J. John Lucas & Co., Philadelphia, New York, Chicago.

Marvel Syringe.

The Marvel Whirling Spray Syringe is claimed to be the only syringe that can be carried filled and ready for use and that can be used anywhere without soiling the clothing. By extensive advertising the sales of this syringe have been greatly increased during the past few months. Druggists are cautioned against selling any other syringe under the trade mark "Whirl Spray" or "Whirling Spray." The Marvel Syringe can be had of any jobber or from the Marvel Co., Times Bldg., Room 14, New York.

Goodyear Tire & Rubber Co.'s New Building.

A new building, said to be the finest in this country for the purpose, has recently been completed for the Sundries Department of the Goodyear Tire & Rubber Co., Akron, Ohio, makers of "Imperial" Rubber Goods. The work of installing machinery is progressing rapidly and, with the added facilities afforded by greatly enlarged quarters, this concern expects to be able to care for the business which is increasing with giant strides.



nothing to be desired. The printed directions on every label are easy to follow and the results sure. They are exactly what are needed for the wood and floors of rooms, wood wicker furniture, baskets and other like articles. Samples and show cards, booklets and circulars are furnished.

LUCAS RELIABLE VARNISH put up in small cans for household use is needed wherever there is a home. Old furniture is easily made to look bright and new looking; the woodwork of the room re-varnished sets off to the best advantage everything they contain. The

E. R. SQUIBB & SONS

NEW YORK

Compound Alum Powder

THE SOUTH.

A Young Druggist Killed.

Memphis, Oct. 24.—J. F. Conroy, a druggist from Urbana, Ohio, was found by a night-watchman in an alley about three o'clock in the morning of the 23rd inst. Investigation proved that the young man had fallen from a window on the third floor of the hotel where he was a guest. He was dressed in his night clothes and the supposition is that he walked out of the window while asleep. At the hospital he was conscious for about an hour but was suffering too much to be able to tell how he came to fall. Everything that could be done was done for the unfortunate young man but his chief injuries were internal and he died after being unconscious for five hours. Mr. Conroy was on a visit to his brother, who lives at Stuttgart, Ark., and with the latter and his wife was in this city for the purpose of seeing the harness racing now in progress here. He was 26 years old. The remains were shipped to Urbana for burial.

Not Very Brisk.

Memphis, Oct. 24.—Business has not increased as rapidly as it should and it is not at all unlikely that this month's sales will fall behind those of the same month for a great many years past. Two reasons are assigned for this, the locality is in an unusually healthy condition and the farmers are holding the cotton for a rise.

NOTES.

—David Chilton, the only son of Thos. H. Chilton of the W. N. Wilkerson Drug Co. died at his fathers residence, 253 Union st., early on the morning of the 20th inst. Mr. Chilton was 26 years old and was a bright and promising young man. He was very popular in the circle in which he moved. The remains were interred in Elmwood Cemetery.

—The United States Grand Jury has returned an indictment against Dr. J. C. Franklin, of Nashville, Tenn., charging him with sending obscene matter through the mails. Dr. Franklin is president of the City Savings Bank of Nashville and a druggist of many years standing. The case is set for trial, Oct. 31.

—L. S. Cowles has bought the stock of S. L. Raines on Poplar st., and will remove it to just opposite the Union depot. Mr. Cowles has been connected with Fortune, Ward & Co. for several years and has many friends who wish him all success as a proprietor.

—B. H. Paslay, Ackerman, Miss., has formed a partnership with Dr. Strong of Hixsonville in the practice of medicine, and has sold his drug interests to Z. N. Whitehead & Co., of Winona, Miss.

—Lucas Dancy, formerly of Holly Springs, Miss., and now in the drug business at Clarendon, Ark., is visiting college friends in St. Louis.

—R. D. Miller formerly with W. A. McBath & Co. Knoxville, Tenn., has accepted a position with J. N. Thompson of this city.

—Mr. Patterson, formerly with the Huntington Drug Co., Huntington, Tenn., has accepted a position with Miller & Bennett, Fulton, Ky.

—Dr. W. W. Hamilton of Hamilton, Brush & Meeks, Brooksville, Miss., has joined the ranks of the benedicts and is now East on his honeymoon.

—Byrd Busby, Coldwater, Miss., has sold out to Claude Varnia, Senatobia, Miss. Mr. Varnier will run both stores.

—E. L. James of James & Nelson, Jackson, Tenn., is convalescent after a severe spell of sickness.

—W. G. Poole, representing Nelson Baker & Co., is in the city this week.

—Mr. Pricly has resigned his position with McCracken & McClaud, Huntington, Tenn., and is now with the Huntington Drug Co.

—J. R. Boyette of Durant, Miss., has recovered from a long spell of fever.

—W. A. Webster representing Wm. S. Merrell Chem. Co. was in the city last week.

—J. C. Treherne and wife have gone to Golconda, Ill., to attend the wedding of Mrs. Treherne's sister.

—E. H. Nelson, of Nelson, Baker & Co. Detroit, was in the city this week.

BUSINESS RECORD.

We desire to make this a complete record of all new firms, all changes in firms, deaths, fires and assignments which occur among houses connected with the drug trade in the United States. Our readers will confer a favor by reporting promptly such items from their respective localities.

Subscribers to the ERA DRUGGISTS' DIRECTORY can correct the copies from the record, and the term "D. D. List," used here, refers to this directory.

We exercise due care to insure the authenticity of items here recorded, but they are obtained from such a variety of sources that their absolute correctness cannot be guaranteed.

Address, THE PHARMACEUTICAL ERA,
New York.

ALABAMA.—Louisville.—W. P. Patterson, succeeded by Patterson Bros.

Prattville.—J. T. Floyd & Co., sold to Smith & McKelchen.

ARKANSAS.—Argenta.—A. Coates, 102 Washington avenue, deceased.

CALIFORNIA.—Pasadena.—A. G. Smith, 48 South Raymond, sold to H. F. Metcalf.

Colorado.—Gillis & Spoor, succeeded by W. L. Spoor. Colorado.—Loveand.—Walt Drug Co., sold to Jeffery & Yeaman.

CONNECTICUT.—Danielson.—R. F. Lyon, of the firm of R. F. Lyon & Co., deceased.

GEORGIA.—Adel.—S. T. Tygart, sold to J. H. Parrish.

Rome.—P. L. Turnley, of the firm of P. L. Turnley & Co., deceased.

Wrightsville.—J. W. Flanders, sold to J. H. Birch & Co.

ILLINOIS.—Warren.—Baldwin Bros., succeeded by L. A. Baldwin.

INDIANA.—Campbellsburg.—Frank Chastain, sold to Lane & Clark.

INDIAN TERRITORY.—Miami.—N. S. Sweeney, sold to Parrish & Caldwell.

Wagoner.—J. N. Fain, sold to Charles Lawrence.

IOWA.—Clarinda.—W. L. Lundy, sold to F. W. Beecher.

Dayton.—E. S. Ballard & Co., 106 W. Second street, succeeded by Ballard Drug & Dental Co.

Essex.—Newquist & Hoag, succeeded by Newquist & Cism.

Ringsted.—Greiner & Co., sold to M. P. Madsen.

KENTUCKY.—Millertown.—T. A. Vinson & Co., sold to David Line.

MAINE.—Biddeford.—Charles E. Goshen, sold to Dion & Crowley.

MASSACHUSETTS.—Leominster.—E. P. Duval, deceased.

MICHIGAN.—Kingsley.—George L. Fenton, damaged by fire.

Petoskey.—R. T. Bower, succeeded by Eckel Drug Co.

MINNESOTA.—Chokio.—C. H. Dyer, sold to M. Riedner.

Holland.—Charles Ellis & Son, succeeded by Charles Ellis.

MISSISSIPPI.—Okolona.—Walter Smith & Co., sold to Brown & Bearden.

MISSOURI.—Alanta.—L. M. Thompson, sold to Southern & Ayers.

Callao.—J. A. Griffin, sold to Benning & Underwood.

Fulton.—Nichols & Herndon, succeeded by W. C. Herndon.

NEBRASKA.—Peaver City.—O. W. Bullard, damaged by fire; partly insured.

Crete.—A. H. Johnson, succeeded by H. M. Johnson.

Mason City.—Chase Bros., succeeded by H. C. Chase, Jr.

NEW JERSEY.—Long Branch.—John T. Britton, deceased.

NEW YORK.—Edmeston.—Lough & Talbot, succeeded by C. S. Talbot.

Jamestown.—Clark Bros., 300 N. Main, succeeded by Frank M. Clark.

Oneonta.—A. D. Rowe, succeeded by Rowe & Lane.

OHIO.—Lodi.—F. Harrington, sold to Bent & Co.

PENNSYLVANIA.—Philadelphia.—Oscar Sprister, 1600 N. Eighth street, sold to W. Preston Lutz—Henry Sunderland, 1252 South Thirteenth street, sold to John J. Bender.

Reading.—Clarence T. Stubbs, 751 Penn street, deceased.

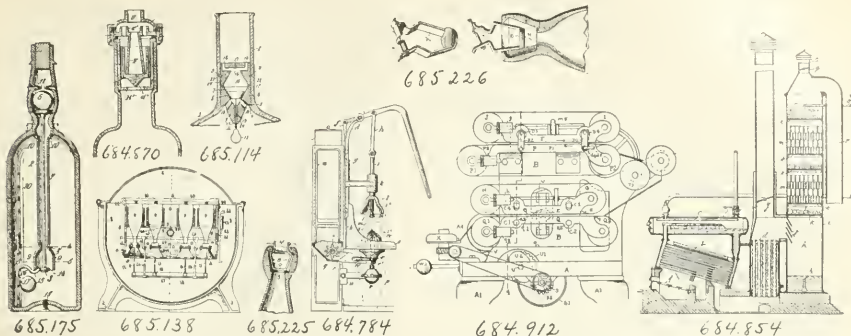
SOUTH DAKOTA.—Elkton.—W. S. Ranney, sold to M. E. Donahoe.

Geddes.—F. M. Tibbets, sold to Bossingham & Jehn.

—The firm of Ralston & Bare, retail druggists at Weston, W. Va., dissolved partnership September 1. M. B. Ralston retiring member of the firm, has opened a new drug store in Weston.

Under the heading "Catchy Names" an advertiser in this issue offers to supply catchy, attractive names for any preparation or novelty. The selection of a name for a new preparation is a matter of great importance.

PATENTS, TRADE MARKS, ETC.



PATENTS.

Issued October 22, 1901.

- 684,784.—Johannes De Bolster, Amsterdam, Netherlands. Apparatus for mixing lemonade.
- 684,834.—Oscar P. Ostergren, New York, N. Y., assignor to the Ostergren Manufacturing Co., a corporation of New Jersey. Manufacture of carbonic acid.
- 684,861.—Fritz Projahn, Duisburg, Germany. Method of making alkalies and aluminates.
- 684,870.—Moritz Rosenstock, New York, N. Y., assignor to the Thompson Manufacturing Co., Dover, Del., a corporation of Delaware. Non-refillable bottle.
- 684,912.—Arthur Colton, Detroit, Mich. Pill-forming machine.
- 684,914.—George Craig, Glasgow, Scotland. Method of purifying alkaline cyanids.
- 684,986.—Charles M. Higgins, Brooklyn, N. Y. Collapsible can or tube.
- 685,038.—Pearis B. Ellis and Albert Y. Werner, Carson City, Nev. Substitute for rubber and process of producing same.
- 685,439.—George H. Richards, London, England. Nicotin salicylate and process of making same.
- 685,060.—George H. Richards, London, England. Nicotin insecticide.
- 685,061.—George H. Richards, London, England. Nicotin salicylate and process of making same.
- 685,114.—Peter Davis, Melvin, and Charles D. Brown, Valley Center, Mich. Non-refillable bottle.
- 685,138.—Johann G. Hehr, Pittsburg, Pa. Bottle-washing machine.
- 685,175.—Achilles P. Rimoldi, Forbes, New South Wales, assignor of one-half to John Dixon Rand, Eulong, near Forbes, New South Wales. Non-refillable bottle.
- 685,225.—Edward D. Schmitt, Baltimore, Md., assignor, by mesne assignments, to the Universal Seal and Stopper Co., Camden, N. J. Bottle-sealing device.
- 685,226.—Edward D. Schmitt, Baltimore, Md., assignor, by mesne assignments, to the Universal Seal and Stopper Co., Camden, N. J. Bottle-seal.
- 685,227.—Edward D. Schmitt, Baltimore, Md. Bottle-sealing device.

TRADE-MARKS.

Registered October 22, 1901

- 37,318.—Tonic or System-Regulator. W. W. Gavitt Medical So., Topeka, Kans. The representation of the State capitol at Topeka, Kans.
- 27,219.—Hair Tonic and Invigorator. Albert Kronkosky, San Antonio, Tex. The representation of an ox with the word "Ozonated" in white letters, extending longitudinally of the body thereof.
- 27,220.—Liquid Court-Plaster. Elmer E. Carpenter, Detroit, Mich. The representation of a drum, with two kittens upon or partially within the same.
- 27,231.—Liniments. Lewis Allen, Sr., Pittsburg, Pa. The words "Friend to the Afflicted."

LABELS.

Registered October 22, 1901.

- 3,738.—Title: "Booths Compound Derma-Talcum Powder." (For Talcum Powder.) Clarence F. Booth, New York, N. Y. Filed September 26, 1901.
- 3,739.—Title: "Dentaline." (For a Powder.) Charles W. Howard, Watertown, N. Y. Filed September 26, 1901.

- 8,740.—Title: "Hero-Cresco." (For a Medicine.) Wilbur F. Rawlins, New York, N. Y. Filed September 26, 1901.
- 8,741.—Title: "Voodoo Lotion." (For a Toilet Preparation.) Voodoo Pharmaceutical Co., Portland, Ind. Filed September 24, 1901.
- 8,742.—Title: "The Original Thomson's Electric Medicines." (For Medicines.) Jean Nichols Steiner, Chicago, Ill. Filed September 26, 1901.
- 8,743.—Title: "Palmaline." (For a Medicine.) Charles M. Sullivan, New York, N. Y. Filed March 15, 1901.

—The Tennessee Board of Pharmacy held its quarterly meeting at Knoxville, October 15-17. The following members of the board were present: B. H. Owen, president, Clarksville; A. B. Rains, vice-president, Columbia; J. S. Robinson, Memphis; Al. A. Yeager, Knoxville; and J. F. Voigt, Chattanooga; also Lee Brock, attorney, Nashville. The examinations were held in the pharmacy department of the University of Tennessee. The following attained grade entitling them to registration as registered pharmacists: H. L. Stevenson, Philadelphia, Pa.; S. B. Elmore and T. C. Prince, Knoxville. Assistant pharmacist certificates were granted to T. B. Sharp and Jno. B. Logan, Knoxville. Permits to sell drugs were granted to the following: J. L. Foster, Huntsville; R. R. Minton, Butler; Ben Bozart, Erwin; J. W. Roach, La Follette; S. M. Low, Tazewell, and W. H. Maxwell, Stanton. The next meeting will be held at Memphis, Tuesday, January 21, 1902.

THE SUPERIORITY OF

Imperial

RUBBER GOODS

LIES FIRST IN THE QUALITY OF THE MATERIALS FROM WHICH THEY ARE MADE AND SECOND IN THE METHOD OF HANDLING THEM.

GOOD MATERIAL—EXPERT HANDS

PRICES MAY BE HAD FOR THE ASKING

THE GOODYEAR TIRE & RUBBER CO.

AKRON, OHIO, U.S.A.

MARKET REPORT.

NEW YORK MARKET.

Business Satisfactory and Moderately Active.

New York, Oct. 29.—Business conditions continue satisfactory, with the movement into consuming channels moderately active, and the tone of the general market steady.

OPIMUM.—A continued quiet market is reported, with jobbing quotations unchanged at \$3.25@3.50 for 9 per cent., and \$3.45@3.60 for 11 per cent. Powdered continues in moderate demand, and nominally steady at \$4.00@4.20 for 13 per cent., \$1.75@5.00 for granular and \$5.10@5.25 for 16 per cent.

MORPHINE.—A fair demand is reported, with a continued steady market and prices are maintained on the basis of \$2.20@2.40 for eighths, as to brand, less the usual rebate of 10¢ per oz. on lots of 10-ozs. or over.

QUININE.—Manufacturers have advanced quotations 1¢ per oz., and the revised jobbing prices are 2½¢ for bulk in 100-oz. tins, 29½¢ for 50-oz. tins, 30¢ in 25-oz. tins, and 38¢ in ounces.

CODEINE.—Owing to keen competition among manufacturers, prices have declined 5¢ per oz. and jobbers are quoting \$1.25@1.50 in ounces and \$4.50@4.75 in eighths.

OIL PEPPERMINT.—A continued strong market is reported, with quotations further advanced to \$2.05@2.25 for H. G. H. and \$2.15@2.40 for redistilled.

OIL WINTERGREEN.—Supplies are light, and the market firmer, with spot quotations for jobbing quantities showing an advance to \$1.75@2.00.

OIL EAY.—A stronger feeling has developed among holders, owing to scarce and jobbing prices have been advanced to \$3.25@3.50 per lb. and 30¢@35¢ per oz.

OIL SANDAL.—The market is easier, and jobbers have reduced quotations to \$1.00@1.25 for English, and \$3.00@3.25 for German.

COD-LIVER OIL.—An improved demand is noted and jobbing quotations have been advanced to \$2.00@2.25 per barrel, and \$1.00@1.30 per gallon for less than a barrel.

MANNA.—Large flake is lower, in sympathy with other grades, and the revised jobbing range is 85¢@95¢.

UNION SALAD OIL.—Manufacturers have reduced quotations 2¢ per gallon, and jobbers quote 60¢@52¢ by the barrel, and 58¢@68¢.

LITHIUM CARBONATE.—In sympathy with a corresponding decline by manufacturers, jobbers have reduced quotations to \$3.50@3.75 per lb., and 20¢@35¢ per oz.

CUBER BERRIES.—Abundant supplies and a slow demand have caused a decline to 18¢@23¢ for whole, and 23¢@25¢ for powdered.

BAISAM TOLL.—The market is firmer, in sympathy with primary sources, and jobbers have advanced quotations to 35¢@38¢ in tins, and 40¢@50¢ for less.

SQUILL ROOT.—Powdered is higher, and the revised jobbing range is 28¢@35¢, as to quantity.

HEMP SEED.—Foreign markets are stronger, and spot jobbing quotations have been advanced to 3¼¢@3½¢ by the bag, and 55¢@6¢ for less.

GUM CAMPHOR.—Tone slightly firmer, and jobbers now quote 65¢@75¢. Powdered has been advanced to 70¢@80¢.

ASAETIDA.—Jobbing values are a shade easier, and the revised figures are 35¢@40¢ for selected, 30¢@35¢ for No. 1, 25¢@30¢ for No. 2, and 35¢@40¢ for powdered.

CANNABIS INDICA.—Stronger markets abroad have imparted a firmer feeling among local dealers, and spot prices have been advanced to 70¢@75¢.

MENTHOL.—The market is again strong, and jobbers have advanced quotations to \$1.75@5.00 per lb., and 35¢@40¢ per oz.

GUARANA.—Stocks are light, and prices have been advanced to 75¢@80¢ for whole, and 85¢@95¢ for powdered.

STROPHANTHUS SEED.—Values are higher, owing to scarcity, and the jobbing range is now \$1.40@1.50 per lb., and 15¢@18¢ per oz.

BLUE VITRIOL.—Jobbers have reduced quotations to 5¼¢@5½¢ by the barrel, and 10¢@12¢ for smaller quantities.

SPRUCE GUM.—Select is scarce and decidedly higher, with jobbers quoting \$2.00@2.25.

PERMANGANATE OF POTASH.—Market easier on account of competition, and jobbing prices have declined to 15¢@18¢.

LARKSPUR SEED.—Supplies are steadily diminishing and jobbers have advanced prices to \$1.15@1.25 for whole and \$1.25@1.35 for powdered.

CAMPHOR.—Quotations for ounce cakes have been advanced to 60¢@66¢ by the case, and 67¢@70¢ for less.

GUM ARABIC.—There has been a general revision of prices, and the corrected jobbing figures are 40¢@45¢ for selected and 30¢@35¢ for powdered, 35¢@40¢ for No. 2, and 45¢@50¢ for powdered, 22¢@25¢ for sorts, and 25¢@30¢ for sifted.

SPIRITS TURPENTINE.—A firmer feeling has developed, and jobbers have advanced prices to 43¢@44¢ by the barrel, and 50¢@60¢ for smaller quantities.

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THOMAS A. BEARD, Pharm. D., a prominent pharmacist of Brooklyn, died Sunday, Oct. 20, at his late home No. 168 Rutledge street. On the afternoon of October 3 he was thrown from a trolley car and received internal injuries which hastened his death. Dr. Beard was born in Columbia, S. C., in 1843. Prior to the breaking out of the Civil War he was in the dry goods business in the South. He joined the staff of General "Stonewall" Jackson and was afterwards attached to the staff of General Lee. Dr. Beard graduated from the New York College of Pharmacy and established a drug store at Rutledge street and Lee avenue twenty years ago. He was actively engaged in business until he met with the accident which primarily caused his death. Besides his widow he is survived by two sisters who live in the South. Dr. Beard was an ex-alderman-at-large, a member of the Kings County Democratic Committee, the Seneca Club, Marsh Lodge, No. 188 F. and A. M., and Rathbone Lodge No. 1 Knights of Pythas. He also belonged to the New York Consolidated Exchange, and was an honorary member of Gen. Grant and Ricard Posts, Grand Army of the Republic. Funeral services were held in Christ Church, Bedford avenue, Brooklyn, October 22, and were largely attended by the members of the lodges and clubs of which the deceased was a member. The interment was at Mount Olivet Cemetery.

The Pharmaceutical Era.

EVERY THURSDAY.

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ERA "BLUE BOOK."

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SEE LAST READING PAGE FOR COMPLETE
INDEX TO THIS NUMBER.

COMMENT UPON THE ACTION OF THE N. A. R. D.

As the Buffalo meeting of the National Association recedes into the past, it becomes more and more evident that the differences of opinion concerning the policies and plans of the organization, shown at the convention, are more serious than was at first supposed. It is now apparent that the expressions of disapproval from the various sections of the country voice the conviction of the rank and file of the Association, and are not merely evidences of personal disappointment of a few delegates. The evidence points to the conclusion that the division of opinion is a sectional one, and the possibility of an early agreement seems somewhat remote.

Unfavorable comment upon the attitude of the members of the two camps are coming in daily. The fact that the difference is distinctly sectional augurs ill for the continued harmony which is so eminently desirable. The druggists of the eastern part of the country seem to favor the immediate adoption of the price restrictive plan, while those of the regions farther removed from the Atlantic coast are satisfied with a further extension of the tripartite plan.

The friends of the tripartite plan are on the whole satisfied with the action of the convention, but complain that the members of the opposition have not been just to the methods which have been in force during the past year. They claim that wherever the plan has failed to accomplish the desired results, this

has been entirely due to inefficient local organization and lack of loyal support of the measures upon which the success of the plan depends. The objection to voting by proxies which has been raised by delegates from the eastern States, is met with the statement that all sections had an equal right to representation of this kind, and that the failure of certain localities to provide sufficient representation was due to half-hearted support of the organization. They assert that all has been done that the advocates of the price restrictive plan could reasonably demand, and that the tripartite plan has proved quite as successful as could be expected, taking into consideration the short time during which it has been in force. They are unwilling to abandon a plan which they have found effective and adopt instead one of doubtful value, but are ready to test the merits of any method which promises better results. With the provision made for this purpose in the resolutions adopted at Buffalo they think every one should be satisfied.

The general feeling among the friends of the price restrictive plan seems to be that the druggists of the eastern cities have not received the consideration which is their due. They have largely lost faith in the tripartite plan, which they claim is of benefit principally to the jobbers who instead of loyally doing their part, give in return for substantial benefits nothing but promises. In some sections there are even broad hints that some of the deliberations of the Buffalo convention show plain evidence of having been inspired by outsiders, and that the real interests of the retail trade were ignored.

While the druggists of the country are still divided as to the relative merits of the two methods of combating the practice of price-cutting, both plans are encountering opposition in the courts of law. The decision unfavorable to the tripartite plan, lately rendered in Atlanta, has been followed within a few weeks by one holding the operation of the price restrictive plan contrary to law, or at least limited in its lawful application.

In spite of the abundant unfavorable comment upon the results of the Buffalo convention, there is no sign of disloyalty to the organization. There seems to be a general determination to abide by the decision of the majority, and support the measures which have been adopted. The druggists of the country are to be congratulated upon this adherence to the policies of the Association in spite of the evident division of opinion concerning their merits. This attitude is full of promise for the future. If success is to crown the efforts of the druggists of the country in the tremendous task of removing one of the most burdensome evils of competition, the united power of

the entire body must be exerted. Lack of harmony by dividing the forces would be more effective in defeating the purpose of the organization than the utmost endeavors of its enemies.

THE LEGAL STATUS OF THE WORCESTER PLAN.

Upon another page of the present issue is found the text of the decision recently rendered by the Supreme Court of Massachusetts in the case of *Julius Garst vs. Hall & Lyon of Worcester*. This case concerns the operation of the price restrictive plan, commonly known as the Worcester plan, which has recently received so much attention from the druggists of the country. The decision must be considered as being extremely unfavorable to this plan which is advocated by many druggists of various eastern cities.

It seems that a manufacturer who has been selling his products under the contract provided by the Worcester plan, in which the purchaser agrees not to sell them for prices less than those specified in the agreement, sought to recover damages from a firm of retail druggists who sold these goods at lower prices. The manufacturer claimed that the agreement made with the dealer to whom the goods are first sold is also binding upon dealers who later purchase the same goods. The retail druggist in question obtained large quantities of goods originally sold under contract by the manufacturer, but made no agreement as to the terms under which they were to be sold. It was not proved that the goods had been obtained fraudulently. In the decision of the court it is held that if the manufacturer has contracts with the purchasers of his goods in regard to the price under which they are to be sold, and these contracts are violated, he has a remedy against them to recover damages. But it is held that no authority or principle justifies the conclusion that the contract is attached to the property and follows it through several successive sales. As the goods were not sold subject to contract and had not been fraudulently obtained, the case was dismissed. The decision means, as we understand it, that manufacturers selling goods under the provisions of the Worcester plan, can recover damages only from dealers to whom the goods are first sold, and not from those who later purchase them. This has an important bearing upon the suitability of this plan, as a method of maintaining prices, for under ordinary circumstances few retail druggists are direct purchasers. This difficulty and the apparent reluctance of manufacturers to adopt the plan, may necessitate some important changes before the price restrictive plan can become generally effective.

ANOTHER CHINESE REMEDY.

An item in one of our English exchanges tells of a case recently tried in a police court in Shanghai. A Chinese druggist had been robbed of a two ounce package of a precious remedy valued at something more than a hundred dollars. The coolie who had stolen this exceedingly valuable material was punished with three hundred lashes, while the package was returned to the delighted apothecary. The nature of the drug was naturally the subject of considerable curiosi-

ty. The druggist declared that it was a sovereign remedy for stomach troubles, and exhibited the material which proved to be a dark mass of the consistency of wax or resin. Inquiry as to its preparation brought to light additional proof in support of the theory that the Chinese have a belief which was not uncommon among our ancestors, that the efficiency of a remedy is directly dependent upon its nauseness. The highly prized medicine was prepared from monkey's toe-nails, which were boiled down and buried in the earth for a term of years to harden.

MORE USEFUL THAN PRACTICABLE.

A proposal recently made by the German National Health Society is novel, to say the least. This Society proposes to establish hygienic information bureaus in various parts of Berlin for the purpose of giving to the public free advice upon all matters connected with the maintenance of health. Questions about the suitability of clothing and foods, the most healthful way of sleeping and eating, the amount of energy to be devoted to exercise, and similar subjects are to be cheerfully settled for every one.

It is not entirely clear how this arrangement is expected to accomplish the great things which the friends of the plan seem to anticipate. Public instruction in the methods of warding off illness may be desirable, but it is not at all certain that it would be acceptable. From observation among ourselves one would gather the impression that advice of this kind is seldom asked and still more rarely followed. When the average American is not ill, he is self-sufficient, and snaps his fingers at those who are supposed to know what is good for him. It may be that Germans are more docile, and possibly they may be inclined to seek this kind of advice and even to follow it. If the public could be induced to listen to advice in matters of personal health, what a slump there would be in the patent medicine market!

A French physician has undertaken to reintroduce the use of gargles, which he says have fallen into disfavor because the liquid seldom reaches the pharynx. He gives the following directions for applying this form of remedy, which, if properly followed, cannot, he claims, fail to reach the affected parts. Take a small mouthful, throw the head back as far as possible, separate the jaws widely, and pronounce in a guttural tone the syllables ha, ha, ha. It is sincerely to be hoped that this method of treating sore throat will never become as common as gargling has been at certain times in the past. The effect of guttural ha, ha's issuing from every house on the street during the annual period of universal coughs would be startling. The more quiet and less Mephistophelean remedies now sold in our pharmacies seem much more harmless and generally desirable.

IODOLENE is an aluminous compound of iodol, (Merck, *Annales*) obtained in the form of a yellowish powder. It is odorless and tasteless and insoluble in the ordinary solvents. This substance contains 36 per cent of iodol, may be kept without change in well stoppered tubes, and may be heated to 100 to 105° C without suffering decomposition. According to Laquer and Somerfeld, iodo-lene is like iodol an antiseptic, and may be employed as a substitute for iodoform.



(Specially prepared for the Era.)

THE EARLY DAYS OF PHARMACY.

Continued from page 9, July 4, 1901.

SEVENTH PAPER.

Ancient Italian Pharmacy.

With the exception of a brief allusion to the School of Salerno we have purposely ignored Italian Pharmacy in this series of sketches, running, as it did, very much on the same lines as the profession in Spain. But before definitely closing our retrospect of pharmacy in the Latin countries of Europe, we will depict with pen and pencil a couple of the most strikingly picturesque features of the drug trade of this ancient and historical land.

1. In Ancient Rome.

"What an interesting chapter Sienkiewicz might have added to 'Quo Vadis', had he cared to paint the medical practice of ancient Rome in the same vivid manner as he has depicted her social and religious life!" Such must be the involuntary exclamation of the reader of Philippe's "History of Apothecaries" when he finds the writings of Petronius—Nero's "Arbiter of Elegances"—quoted by the French historian of pharmacy. Not that the polished and cynical Roman had any admiration for the drug-compounders of his day, for he uses the word "Pharmacus" as synonymous with "poisoner," and we fear that the reproach was not altogether undeserved. On the other hand, there must have been many exceptions, honest men and truth-seekers. It was Andromachus, the Archiater* or head doctor of Nero,—a post which, one would imagine, required no small skill and tact,—who invented the famous

Theriac.

This extraordinary eluctary has thus existed for eighteen centuries, for it still figures in some European pharmacopœias. Andromachus introduced it as an improvement on the already famous Mithridate. The composition of the two eluctaries was very much the same, but Theriaca contained viper's flesh and several less active substances which brought the total number of ingredients up to sixty. The active ingredient would appear to have been opium, but the reason of the popularity of the mixture in days gone by was based on the fact that (like Mithridate) it was supposed to be a preventive and antidote for poisoning.

Degenerate Days.

In these days of scientific investigation the poisoner's chance of escape from justice is a poor one, and it

is hard for us to realize the terror he inspired in past ages, ere analysis rendered his detection inevitable. It is pretty certain that in ancient Rome this crime, like the administration of drugs to procure abortion, love-philters and "pick-me-ups" of the vilest class flourished,—clandestinely, no doubt, but with an effrontery born of long years of tacit toleration. Mandragore and wild hemp, thorn-apples and fungi, cantharides and spiders,—all was fish that came within the Roman apothecary's net and could pander to the vice or luxury of his patrician or plebeian patrons. It was probably to a large extent due to this scandalous traffic that certain of them made their twenty thousand dollars a year. They were naturally despised by all the classes they served; they could have no pretensions to respectability, and the Romans well recognized the fact. Horace mentions that the funeral of the Tibellius the singer was followed by "Pharmacopolæ, mendici, mimæ, balatrones, hoc genus omne"; Petronius we have already cited; Cato and Cicero are hardly more complimentary.

The First Druggists,

as distinguished from doctors, seem to have made their appearance at Rome not long before the commencement of the Christian era. At this time some medical practitioners, instead of buying their herbs direct from the cultivators, or gathering and compounding them by the hands of their own slaves, appear to have purchased their materia medica from the "Sepiasia.* A sort of market gradually grew up at the foot of the Capitoline hill, where drugs, herbs, dyes, paints and colors and perfumes were sold:—the druggists' quarters, so to speak, of ancient Rome.

A Curious Scene.

Our artist, in his headpiece has endeavored to depict the general aspect of a stall in "Ointment Street", as it was sometimes called,—happily for our readers, he has been unable to produce the varied odors which greeted the olfactory nerves of the stroller! Here were the herbarii, who gathered herbs and simples, with many prayers and incantations, at the "propitious" season; their booths or shops hung about with wreaths of borage, lime leaves, centaury, etc., the doors decked with honeysuckle or scabious, within might be seen the pestle, the percolator, and other familiar tools of our craft. Close by the selularii or "stationary" apothecaries (as distinguished

* The word appears to have been derived from the name of a public square at Capua, where the Idumean drug sellers had their market. Readers of old English pharmaceutical literature will be reminded of the title of Dr. Salmon's book "Sepiasium: the Compleat English Physician."



AN ITALIAN DOCTOR,
A. D. 1400.

AN ITALIAN PHARMACIST,
A. D. 1400.

RECTOR OF THE HOSPITAL
OF SIENNA, A. D. 1400.

from the nomadic band of pedlars who brought drugs and spices from afar and had no fixed residence at Rome) awaited custom at the doors of their shops, or possibly plucked at the gown of a passerby who might be induced, in their back premises to invest in some of the dubious or illegal medicaments already alluded to.

Openly they sold simple drugs, some compound medicaments, theriaca and similar cure-alls. There was the dropax or adherent plaster, the hiera or purgative (usually qualified by some high-sounding title—"Immortal", "Divine", "Golden", etc); garmum or salted intestines of fish, for cure of ulcers; aphronitum, a mixture of soda and carbonate of lime; a sort of a river-mud used for skin diseases; decoction of various flowers, and the singular animal remedies which figure in most old pharmacopœias.

Picturesque and noisy, the pharmacotrite or drug-pounders bent wearily over their pestles and mortars outside of their squalid hovels; their reeking half-naked bodies covered with powder of the pigments and substances they ground, the rumbling of their pestles continuing monotonously from dawn till dusk.

In the perfumers' shops, or the establishments of the sage or midwives (who, like apothecaries bore but an indifferent reputation) one might notice some or all of the wonderful variety of ointments and cosmetics which Oriental skill placed at the disposal of Roman fashion or luxury. The balsam from Egypt, Sidon and Judea, and similar substances, often fetched high prices. The frequent allusions to balsms and ointments in Holy Writ must strike every Bible reader. Mary Magdalene's spikenard was valued by Judas Iscariot at something like \$45 per pound. The practice of anointing was universal; from the gladiator or wrestler who entered the arena to the holy oil of the early Christians, oils and ointments were in constant use. Roman pharmacy, in fact, is not a pleasant subject to dwell upon. One would gladly believe that these satirical and cynical old Latin authors had painted their fellow countrymen in somewhat blacker colors than they deserved. But they edict of Theodosius, Emperor of Rome in the fourth century, forbidding the election of apothecaries to any public office, seems a conclusive proof of their low moral standard. Possibly the explanation may be sought for in the fact that the best men of the profession rose to be doctors, or rather combined the two callings. For instance

The Great Galen

who lived in the second century, and was doctor to

Marcus Aurelius, appears to have had his own drug store or compounding room on the Via Sacra at Rome, and is said to have prepared the medicaments for his imperial clients with his own hands, or at any rate, under strict personal supervision. It is probable that many of his contemporaries followed his example.

II. The Merchants of Venice.

In the Middle Ages the foreign drugs and spices and groceries used in England, Germany and the North of Europe almost all arrived from Italy. We may therefore fitly preface our articles on Ancient English Pharmacy by a glance at the great mercantile cities of this peninsula.

The Guild of Easterling's

of the city of London, otherwise known as "the Merchants of the Steelyard" was a "famous commercial confederacy founded in the eighth century on the borders of the Baltic to preserve their trade from the Northmen's piratical excursions." As far back as 978 we find Etheldred's edict that "Easterling's coming with their ships to Billingsgate shall be accounted worthy of good laws." In Stow's "Survey" of London we find they have warehouses in Dowgate Ward. In 1303 King Edward I. grants a charter protecting the foreign merchants if they pay duty,—England's first treaty of commerce, so to speak. The connection of these observations with Italy may not be at first apparent. But it would seem, although we have no direct evidence of the fact,—that the ranks of these Easterlings and foreign traders were gradually filled with Jews and Italians, and as the Jews were expelled from England in 1290, the Italian reigned supreme.

Venice

became what London is to-day, the great emporium of the world for the drug, spice and kindred trades. In the twelfth century her mighty fleet of merchantmen,—insignificant enough it would appear nowadays, no doubt,—each manned with a crew of 200 sailors and galley-slaves, set sail for France, Holland and England, bearing the produce of the Orient and the Mediterranean. Nor did they return "in ballast" for we read that Tomaso Loredano, the merchant of Venice who shipped fifty tons of sugar to London in 1319, (a "record" consignment at the epoch) took payment in wool,—the staple English article of trade at that time. This sugar may have been Italian—(sugar mills existed in Sicily in 1176)—but was more probably brought from Egypt, Cyprus or the Medi-



VENICE—THE RIALTO.

erranean. In 1413 we read that black pepper, woad in quantities, wood ashes, alum, oil, etc., "came from Genoa in great carracks" and from "Venice and Florence in large galleys all kind of spiceries and groceries." The Rialto of Venice, shown in our engraving, was then one of the chief headquarters of international commerce. The church of S. Giacomo de Rialto was then the center of the pepper trade of the world. This, again, was then a highly prized article. When the Genoese took a Syrian town in 1101, a couple of pounds of pepper was distributed to each soldier as a part of his booty. The high price of pepper was probably the reason why Vasco de Gama doubled the Cape of Good Hope. At any rate, once the sea passage to India discovered the price fell, and the traffic passed from Venetian into Portuguese hands.

It is hard, speaking of mediaeval days to disconnect the two kindred subjects of spices and drugs. They were long sold by the same tradesmen in England.—Some English chemists can still remember having handled large quantities of spices in their younger days.

Besides sugar and pepper, camphor, cinnamon, cloves, currants, borax, cream of tartar, red lead, liquorice, manna, cubebs, ginger, saffron, sesame oil, china root, etc., were among the indigenous or imported articles that the Venetians shipped Northwards. During the fifteenth century the Venetian Government made a treaty with Melich Elymadi, Sultan of Egypt. The Sultan sent to Pasquale Malipiero, then Doge of Venice,

A little present

consisting of thirty rolls of benzoin and twenty of aloes wood, a small bottle of Mecca Balsam, fifteen small boxes of theriaca, forty-two loaves of sugar, a horn of civet, five boxes of sugar candy, and some carpets, etc. It appears that it was not an uncommon thing at this time for the ruler of Egypt to send gifts of theriaca to the Venetian Doges and the ruler of Cyprus. Theriaca had been prepared at Cairo for many centuries and its English name of

"Venetian Treacle"

bears witness to the fact that what was used in England was usually imported from Venice. The fact is, that such a preparation, requiring a large number

of choice drugs, could hardly be properly manufactured, in those days, outside the great commercial republics of Italy. We thus find that "Andromachus Theriaca" was prepared in Venice during the week of the "great annual fair;" doubtless one of those yearly gatherings for business and pleasure such as still survive at Nijni-Novgorod and Seville, and which modern civilization, with its constant inter-communications, renders unnecessary. Later on Genoa, Montpellier, Cologne, Lyons, and Paris, as they became in turn commercial centres, took up the manufacture. The old French name for Theriaca, by the way, is "Triacle," which makes one wonder if it first found its way from Venice to London by sea and thence to Paris. Our illustration shows the enormous jars,—they remind one of the tale of the Forty Thieves,—in which the precious drug was stored in bygone days.

Royal Presents of Drugs

were frequent in ancient times, when certain substances had a high value. The Venetian merchant-explorer, Marco Polo, tells us camphor sold for its weight in gold in certain Eastern lands he visited. In 1242 the "Great Khan of Cathay" (Emperor of



OLD THERIACA JARS.

China) sent an Embassy from Peking with a letter to the Pope Benedict XII. Musk, myrrh, camphor and spices (as well as silk and precious stones)—were among the offerings carried by the Embassy;—we may add they never reached His Holiness, being all plundered on the way. Speaking of the Celestial Empire reminds us that

China Root

found its way to Venice during the 16th century. Charles V, the Emperor who figured in our article on the Apothecaries Guild of Paris, was supposed to have been cured of gout by its use. The first work on the subject of this drug was by Andreas Vesalius,—his "Epistola rationem modumque pro pinandis radicis Chynae decocti quo nuper invictissimus Carolus V imperator usus cses," and was published at Venice in 1546.

The Italian Books on Pharmacy

of the fifteenth and sixteenth centuries form a singularly interesting collection, and show the up-to-date character of the country at that epoch. Venice was indeed one of the first cities where printing presses were established. Saladinus of Ascoli published his Compendium Aramatorum in 1488. Ten years later a folio edition of Dioscorides was published at Venice, and about the same time the celebrated "Ricettario Fiorentino", (considered by Flückiger and Hanbury as the first Pharmacopoeia ever published by authority,) was issued by the Doctors of Art and Medicine of the College of Florence (original in folio edition). Valerius Cordus died at Rome in 1544, and two editions of his remarkable Pharmacopoeia were published at Venice in 1556 and 1563. In fact Italy is full of interesting

Souvenirs of Medieval Renaissance Civilization,

as every traveller knows. One would like to dwell upon and illustrate the beautiful fifteenth century Italian mortars and the artistic drugpots of the same epoch; to speak of the poet Dante, member of the Corporation of Apothecaries of Florence, and generally to trace the history of Italian pharmacy at this epoch,—but space forbids a longer dissertation.

SHOP TALK.

"It does not always pay to advertise in an unknown language" said the advertising manager for a Philadelphia patent medicine, "we got badly taken in not long ago. Our firm wanted to introduce a remedy to the Chinese around here so I got a Chinaman who speaks good English to write an advertisement to accompany samples we distributed around in the 'Chinatowns' of Boston, New York, Philadelphia and other Eastern cities. Somehow our advertising did not bring results and we were puzzled quite a while to know why as we had taken special care to make both medicine and wrappings attractive to the celestial fancy, but one day I met a man who had lived in China for many years and happening to have one of our advertisements I showed it to him and asked his opinion. For a few minutes I thought he would choke with laughter when he read our "hen track" ad, finally he managed to sober down and tell me the reason for his hilarity. It seems that one of the Chinese 'Companies' had a medicine on the market that was like ours, so they bribed my advertisement writer to write the following legend to accompany it, and here is the translation. This medicine is made by the foreign devils out of filthy matters and is meant to kill off Chinamen in the United States. It is no good but the medicine made by the Fong Company is made from Chinese herbs and will cure all ills because of the powerful spells that are inside of the bottle. No wonder we didn't sell many bottles. I taxed my writer with his duplicity but all he said was 'You give me ten dollar, Fong Company he give twenty five', and laughed. Yes, it's on me this time".

A tall, well dressed man dropped into a Philadelphia drug store lately to get a glass of soda, and while he was being served the colored porter came out and began to mop up the floor on his hand and knees. With an expression of indignation, the stranger called out the proprietor and berated him soundly for his inhumanity in forcing a human being to do menial work on his knees, saying, "I fought against slavery over thirty years ago and I can't bear to see a man slaving on his knees like that fellow. Get a mop and let him stand upright in a way he was meant to be, like a man". Taken back the druggist could say nothing and the stranger went out in seeming high state of indignation. While wiping off the soda counter a few minutes later he picked up a card giving the address of a firm making patent mops, the kind the stranger urged him to use, then the air was blue for a few minutes and the porter just managed to dodge a well aimed sponge thrown at his head.

* * *

"Every once in a while you will notice a new style of walking among the young ladies of the fashionable set" said a lounge in an uptown drug store recently to the owner. "Watch that girl just going out, see how she limps? That is the fashion now, and every girl almost I watched on Chestnut street the other day walked the same way". "You will notice that there is also a slight lump on her leg also", replied the druggist smiling, "and that she swings her skirt on the off side too; well, that is caused by her vaccination shield and indicates that she has been vaccinated lately". "That's why she limps and that's why all the others limp". "You see girls nowadays do not want to be vaccinated on the arm for it leaves a mark that shows with a ball dress, so they get vaccinated on the calf of the leg". "Now you know the secret of your 'limp'". "Gee" said the young fellow, "I'd like to be vaccination physician for my ward, there's lots of pretty girls living there".

* * *

In hunt for subjects for window display the druggist often overlooks materials right at his hand. One of the most noticed window display seen lately was in a Philadelphia drug store last week, and lots of people stopped to take it in. It was composed of a collection of assayed crude drugs in original packages arranged in line across the window with a card below each package giving its name and medical uses and samples of the ordinary crude forms of these same drugs as bought generally. Cards giving a concise statement of the reason why powdered drugs are assayed and noting the wide variance in crude drugs as sold generally to druggists were conspicuously placed, while back of the display was a big card saying that assayed drugs were the only ones used in this store for making its preparations so that their prescriptions were always filled with galenicals of known and constant strength.

* * *

Quite a good and novel idea was seen in the drug store of a Philadelphia druggist well known for his originality last week. He was pushing the sale of a preparation of cascara to be used for constipation and liver troubles and to help his sales he adopted the following device. In two bottles on the most used counter he had samples of his own remedy and a sample of old-fashioned "Black Draught", with spoons handy for taking out a quantity for inspection. On the counter was a card saying "The old fashioned physic and the up-to-date kind, taste them and see which you like the best". Customers were also invited to sample the two remedies as an object lesson of the advance of pharmacy, particularly in this store, and when their interest was aroused a little talk was given them on the new and the old way of making medicine and how this preparation was made. The originator says his idea has brought him a big trade for this remedy.

* * *

Speaking of window displays, this Philadelphia druggist had quite a good one on the same lines. He divided his window into two portions one of

which he filled with all the old fashioned nauseous drugs and remedies he could get a hold of, the other side was filled with sugar coated pills, tablets, elixirs, wafers, etc., all the examples of modern pharmacy. The sight of a half inch pill on one side and an elegant sugar-coated tablet on the other was quite striking, as was the entire contrast, and well-worded cards heightened the interest by giving descriptions of the new and old way of preparing medicines. The display attracted great attention and its object lesson was pushed home by a judiciously worded circular distributed around the neighborhood during its exhibition, in which the druggist told his neighbors that he made a specialty of supplying them with the very best and most pleasant forms of medicines.

* * *

A very ingenious scheme of keeping up to the times was shown the Era man lately by an uptown druggist that he thinks is worthy of copying by all. This druggist, as do all progressive ones, subscribes to several drug journals and what is more reads them, too. When he runs across a good formula, a new prescription difficulty, an idea in advertising, in fact anything of interest and value he enters its title and a brief note of its character in a book he keep for this purpose, and, as he follows an alphabetical order of entering his notes, all he has to do when he wants to find anything is to look it up under the appropriate letter. There he will find the name of the drug journal, date of issue and page, all together. Such a plan makes his file of drug papers a mine of easily got at information.

* * *

Mention was made in shop talk, not long ago, that Stewart Gamble, of Minneapolis, president of the Minnesota State Pharmaceutical Association, after looking around him had discovered what he considered would be numerous benefits should a general early-closing agreement be reached by druggists. The idea is now taking practical shape in Minneapolis, for an effort is being made to have all drug stores close at 9 o'clock during the winter. But there is so much opposition to the reform that its success is doubtful. A good deal of this opposition was unexpected. Many proprietors contend that the drug stores should be open longer and later than other stores, so that the public may be accommodated, and especially in emergencies. Then, too, the fact that a number of downtown drug stores keep open all night militates against the early-closing movement.

* * *

Mr. Campbell, who keeps a drug store at Selby avenue and Victoria street, St. Paul, has hit upon an ingenious yet quite simple method of increasing sales. He buys a certain article and distributes it around his store in so conspicuous a manner that people at once take to buying it and a perfect run upon the article follows. It may not last long, but plenty of hay is made while the sun does shine. For example, Mr. Campbell recently laid in a stock of something new mantle chimneys for gas burners, fairly peppered his store with them and sold seven dollars' worth within two hours.

EOSOLATE OF CALCIUM is the calcium salt of the trisulphacetic ether of creosote (Merck, Annual). It contains about 25 per cent of creosote, and is described as a grayish white powder having an acidulous taste and a powerful odor. It is soluble in from 8 to 10 parts of cold water and 7 parts of hot water, and is very soluble in alcohol, hydrochloric acid, citric acid, and in other organic acids. This preparation is employed in the treatment of diabetes, producing a decided amelioration of the symptoms of the disease. It is prescribed in doses varying from .2 to .6 gram, three or four times a day, preferably in powder in capsules.

THE ADULTERATION OF DRUGS.*

By LYMAN F. KEBLER.

Many of the reports bearing upon the adulteration of food products and medical preparations, which come to hand from time to time are of such character, that at the time of the reading we are almost overawed by the number of sophisticated or adulterated articles reported. Tables are presented which would indicate that from 50 to 75 per cent of the articles examined are adulterated or spurious. If this is really a correct representation of the facts as they exist we would be compelled to admit that this country must be a veritable happy hunting ground for the manipulator. But upon closer examination, it will be found that these reports are reports of adulteration in the full sense of the word, and that, when a man starts out to find adulterations, he is usually successful. Taking the whole field into consideration the author does not believe that these reports present the actual existing condition of affairs.

In the course of some of my notes to the Pharmaceutical Era it was stated, in substance, that while the number of adulterated articles reported, is found to be comparatively large, the proportion of intentional adulteration actually met with, does not exceed 5 per cent. Indeed, extended experience in examining the vast number of articles that come up for investigation in the actual course of business shows that the adulterations practiced are actually very much less than this. Such a statement may seem somewhat radical, but it is based upon the results obtained in the chemical laboratory of Smith, Kline & French Co. wholesale druggists, manufacturing chemists and pharmacists, Philadelphia, Pa., which firm submits to a strict examination nearly all the products they handle.

The subject of adulteration of foods and drugs is a well worn theme. Many able reports have been presented time and again, and the writer believes that such reports have had much to do by way of educating both the druggist and the public, and that adulteration has become minimized more largely as the result of these educational efforts than through legislation. This report is intended to be educational.

The articles referred to are shown in the exhibit given in connection with this meeting. The adulterations described are typical in character of what may be expected to be met with, others seemed to be unnecessary to give.

For convenience of reference the articles described are divided into Chemicals; Oils; Simple Drugs and Allied Products.

CHEMICALS.

The first subject to be considered is Chemicals.

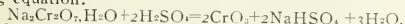
AMMONIUM ACETATE is quite a difficult chemical to make, especially in warm weather, it being very prone to liquify and even to dissociate. This probably accounts for the fact that an article is frequently supplied which is freely soluble in water and alcohol, having a mousey odor, a melting point of 82°C. and a boiling point of 222°C. These are the physical properties of acetamide, and acetamide it is. It seems to be the custom of certain manufacturers to deliver this article when ammonium acetate is asked for. No manufacturer is justified at any time, either for convenience or otherwise, to deliver one article for another, even though they resemble each other very closely, both chemically and physically. But in view of the fact that the physiological uses of ammonium acetate are well known, and those of acetamide are as yet obscure, such a substitution must be considered high-handed.

CALCIUM PHOSPHATE, PRECIPITATED.—An article of fine physical appearance proved upon examination to contain thirty per cent of calcium carbonate. The presence of this impurity is not incidental to the manufacture of calcium phosphate, as some one has intimated. Any one using such phosphate of cal-

* Read before the American Pharmaceutical Association, St. Louis.

cium for the purpose of diluting powdered opium in manufacturing iataganum, would have no end of trouble before the product is finished.

"CHROMIC ACID."—Quite a number of grades of "chromic acid" are regularly supplied by manufacturers, and unless great care is exercised the purchaser will find himself in possession of an article containing about forty per cent of "chromic acid" and sixty per cent of sodium acid sulphate. This product is manufactured by mixing the molecular portions of sodium bichromate, dissolved in a suitable quantity of water, and sulphuric acid, according to the following equation:



The mixture is then simply dried and the resulting product placed on the market as "chromic acid". There is considerable variation in the physical appearance in the best grades of chromic acid and it is easy to be deceived. The only safe plan is to estimate the actual content of chromic acid. A short rapid method has been worked out by the writer and will be found in the American Journal of Pharmacy, 1901, page 395. The presence of sodium is readily established by the sodium flame test, and the sulphate by means of barium chloride.

"SOLUBLE BLUE."—Ultramarine blue has been supplied when soluble blue was called for and a great contention was raised when an unfavorable report was submitted. This product is soluble in water, but care must be taken not to be deceived, inasmuch as the ultramarine blue is a very fine powder and remains suspended in the water for some time. It is best to make up the solution or mixture and let it stand for twenty-four hours, and if the product is ultramarine, the blue will subside and leave the upper aqueous layer perfectly colorless, while a soluble blue under the same conditions will leave a permanent blue solution.

PODOPHYLLIN, POWDERED.—When a request was made that a sample of this material be submitted, it was found upon examination to consist of powdered mandrake root. This fraud is easily established by its insolubility in alcohol and by its microscopic appearance.

TANNIC ACID, COMMERCIAL.—For this article powdered Chinese nutgalls have been supplied. Any one familiar with the odor of these galls can readily detect this substitution. Commercial tannic acid, furthermore, is nearly soluble in water, whereas powdered Chinese nutgalls leave considerable insoluble matter. The microscope can be used to advantage with such a product.

COUMARIN.—A sample of this article was submitted for examination and proved to be of very good quality. According to a good sized order was placed and when the goods arrived another examination showed the material to possess a melting point from 54½ degrees C. to 57 degrees C., while the melting point of pure coumarin is 67 degrees C. On heating with a 5 per cent solution of potassium hydrate at a temperature of about 60 degrees C. for an hour the odor of aniline was developed, and the addition of a solution of calcium hypochlorite to this mixture gave the blue color reaction characteristic of aniline. On applying Hofman's reaction for primary amines the characteristic and disagreeable odor of phenylcarbylamine was obtained, indicating the presence of a primary amine. The percentage of nitrogen was estimated, and on calculating the nitrogen back as acetanilid it was found to amount to 25 per cent.

VANILLIN.—With this article the same difficulty was experienced mentioned above in connection with coumarin—namely, the sample submitted was of excellent quality, while the consignment of goods ordered from this sample proved to be a substitution. This contract involved several thousand dollars, and at first considerable difficulty was anticipated in getting rid of this substance, which proved upon examination to consist of broken crystals of acetyl isoeugenol, the direct antecedent of vanillin in the manufacture of the synthetic product. The manufacturer, however, took back the goods without a murmur and paid all expenses involved, including the cost of

analysis. The interesting point in this connection is that the melting point of acetyl isoeugenol is 78 degrees C., while pure vanillin melts at from 80 to 82 degrees C. From this it can be readily seen that had only a superficial examination been made of the goods consigned, they would readily have passed as vanillin, inasmuch as the acetyl isoeugenol had been mixed with a certain proportion of vanillin to give it a distinct vanillin odor. The following methods were employed to establish this impurity: microscopically the crystals were abnormal; with concentrated sulphuric acid a beautiful red color was developed, whereas vanillin gives a lemon yellow with this reagent; by estimating the per cent. of vanillin according to the method of Prescott and Hess as modified by the writer, and found in the American Druggist for March 10, 1899. The solubility was also abnormal, and the presence of acetic acid was established by the conventional methods.

Another sample of vanillin submitted contained 90 per cent of specially prepared benzoic acid and 10 per cent of vanillin. This fraudulent product was easily detected by its odor, solubilities and melting point. Acetanilid is frequently met with as an adulterant of vanillin to the extent of 50 per cent., and is usually identified by the same test as those described above, under Coumarin, for detecting this substance.

OILS.

OIL OF BERGAMOT.—On examining a large consignment of this oil, conditionally purchased, it was found to contain an abnormally high, +28 degrees, optical rotation, in a 100 mm. tube. The genuine oil is recorded as never having a higher rotation than +20 degrees. In every other respect the oil tested up well except that the per cent. of linalyl acetate was somewhat low, namely 28 per cent. A number of adulterants might be added to bring about this abnormality, such as oils of lemon, orange and turpentine, but after taking everything into consideration the writer came to the conclusion that oil of lemon to the extent of about 20 per cent. had probably been added.

OIL OF CASSIA.—It seems to be a periodical disease with the Chinamen to adulterate this oil with kerosene, and it is not uncommon to find it adulterated to the extent of 20 per cent. The manipulator unfortunately, however, sometimes makes the mistake by adding more kerosene oil that the oil of cassia will readily mix with; consequently, it has been the writer's misfortune to find oil of cassia to contain a considerable quantity of kerosene floating on top of the cassia oil in an original package. This adulteration has not been met with within the past year, and it is believed that this is chiefly due to the fact that oil of cassia is now largely bought and sold on the basis of percentage content of cinnamic aldehyde. It is hoped that this practice will be extended more and more in the trade for the purpose of gradually rooting out the adulterations of oils. It may not be possible to eliminate adulterations entirely, by such procedure, but it is certain that it will minimize it, and that it is the best we can probably hope to do, in a great many cases at present.

OIL OF COPAIBA.—It is not a new thing to tell the members of the American Pharmaceutical Association that balsam copaiba is adulterated with and even substituted entirely by gurjun balsam, but it is doubtful if many of them have met with an oil adulterated with corresponding oil of gurjun balsam. There are a number of tests given for detecting the presence of this adulterant and some of them are of service, but the writer, so far as his experience goes, has the utmost confidence only in the following: Into the bottom of a test tube place 1 Cc. of glacial acetic acid, (90.5 per cent), add 4 drops of pure concentrated nitric acid and mix well, then add 4 drops of the oil to this mixture, allowing the oil to float on top, if oil of gurjun balsam is present a reddish or purplish zone will be developed between the layer of oil and the acid mixture in a few minutes. No reaction occurs if the oil is pure.

OIL OF PEPPERMINT is probably one of the most liberally adulterated oils met with, and especi-

ally is this true in mixing a high grade oil with an oil of poor quality. Several years ago an oil was met with that showed upon examination to contain at least 25 per cent. of added oil of turpentine. It must be remembered that oil of peppermint is liable to contain a small percentage of terpenes, but no such quantity is admissible and it should also be said, quite unnatural. Notwithstanding the fact that this oil contained such a considerable amount of added turpentine the specific gravity did not fall materially below the recognized lower limit. On reporting this condition of affairs to the vender he immediately requested the oil to be returned and he gladly paid all cartage, freight, etc., in addition to \$25 for analysis, without making a protest. This in itself was ample evidence that the article was known to be of a spurious character.

The presence of the turpentine was established by a fractional distillation, the first fraction began to come over at 150 degrees C. and 40 per cent. distilled before the temperature reached 180 degrees C. The specific gravity of this fraction corresponded to that of turpentine, and other physical and chemical properties unmistakably proved this fraction to be turpentine. By allowing 15 per cent. for the possible presence of a natural terpene, having a boiling point lying between the above limits, which is quite improbable, we still have left 25 per cent. of added turpentine. Genuine oil of peppermint contains very few constituents having a boiling point below 200 degrees C. The per cent. of menthol, both combined and free, was also estimated and found to be very low.

It is hoped that the present Committee of Revision will see its way clear to introduce a lower limit of boiling point and a method for estimating menthol. For the benefit of some, the following references to the methods for menthol determinations are given: "Schimmel's Semi-annual Report", Oct. 1894, Page 438; "The Volatile Oils" by E. Gildenmeister and Fr. Hoffmann, translated by E. Kremers, page 651 and the Am. Jour. Pharm. 1897, Page 189.

OIL OF THYME, WHITE.—It is well known that white oil of thyme contains very little genuine oil of thyme, but consists for the greater part of oil of turpentine, distilled over some herbs of thyme. For this the consumer is in a measure responsible in that he demands a colorless article, which the producer is unable to supply in pure quality, because pure oil of thyme will always be more or less darkened in process of time. It is sometimes stated that pure oil of thyme is not available. This is a mistake. All samples, however, should be carefully tested as to the specific gravity and the percentage content of phenol bodies.

OIL OF WALNUTS.—Some time ago, while in quest of pure oil of walnuts several parties purporting to deal in this commodity were requested to send samples and prices for the same. One of the samples was marked "concentrated, white", had a sweetish taste and was soluble in water. This proved upon farther examination, to be nothing but diluted glycerin, flavored with a menthol-like body. Another sample proved to consist of about one volume of oil of mirbane and four volumes of ethyl alcohol. The nature of the mixture was easily revealed by fractionation: three-fourths came over near 80 degrees C., then the temperature rose rapidly to 203 degrees C., which is the boiling point of oil of mirbane, and then the temperature remained stationary, until distillation ceased. When it is remembered that oil of walnuts is used chiefly by artists in painting, because it dries with a better film than even linseed oil, the reprehensibility of such an action can very readily be seen.

OIL OF WINE. (Heavy and Light).—Up to the present time we are in doubt as to the probability of the composition of heavy and light oils of wine. The various books describe them as consisting of such and such constituents, but no two of them agree on the same. Merck's Index, 1896, describes them quite specifically, as to boiling points and to specific gravities. Every effort has been made through all

available sources to obtain what might be considered a good quality of these two oils, and invariably the samples would turn out the same. One light oil of wine submitted proved to be fusel oil. The lighter oil, usually had lower boiling point and a lower specific gravity, than the heavy oil of wine, but farther than this it was impossible to establish a difference, although there must have been some. The conclusion ultimately arrived at is, that the light and heavy oils of wine are undoubtedly obtained in distilling the residue left in the manufacture of ether, the lighter oil being the first portion of the distillate, while the heavier oil is an intermediate or higher boiling point product. It would seem that this theme could be taken up to advantage by some one with ample time, whose careful researches might be of extreme value. The present pharmacopoeia does not prescribe any requirements of any value for ethereal oil, excepting specific gravity. The probable reason for this is that no two manufacturers can produce identically the same quality of heavy oil of wine, and the same manufacturer frequently encounters difficulties in his efforts to turn out products of uniform quality. It does seem that a standard for heavy oil of wine should be fixed, especially when it is remembered that it is one of the most important constituents of Hoffmann's Anodyne.

(To be continued.)

TRAGACANTH.—Recent investigations into the chemistry of tragacanth show, according to Tollens (Chem. Centralblatt) that many of the properties of the gum are analogous to those of pectin. This author finds that oxybassorin possesses two replaceable atoms of hydrogen, and that it therefore partakes of the nature of an acid. This body was separated from tragacanth by Hilger and Dreyfus, who found its formula to be $(C_{12}H_{10}O_5)_2O$, and stated that it contained no carboxyl groups. According to Tollens this conclusion is erroneous, the nature of the compound requiring the presence of two carboxyl groups. By means of hydrolysis arabinose and also fucose have been obtained from tragacanth by Widstoe and Tollens, and also by Oshima.

CALAYA is an extract of *Anneslea febrifuga* now employed (l'Union Pharmaceutique) as a specific in various forms of fever. It is especially recommended in typhoid fever. This substance has been studied by Merck (Annales), and found to be perfectly harmless.

AN OLD-TIME SPATULA.



The accompanying sketch represents a silver spatula whose existence is known to date back to the year 1750, at which time it was in the possession of Dr. Thomas Haslen, great great grandfather of the present owner, Daniel Parke Custis, Ph. G., M. D., of Annapolis, Md. About the year 1815, his grandfather, Dr. Peter Custis, a graduate of the University of Pennsylvania, who had married a granddaughter of Dr. Haslen, fell heir to the spatula, and after his death, in 1843, it came into the possession of his son, Dr. Peter Barton Custis, and was in use by him until his death in 1863, while a surgeon in the Southern army during the Civil War. Dr. Daniel Parke Custis is a lineal descendant of the Honorable John Custis of Arlington, King's Councilor in Virginia, who died in 1696*. He is a graduate of the Medical Department of the University of Louisville, Ky., and of the Philadelphia College of Pharmacy, Class 1878. Dr. Custis thinks that probably this is the OLDEST SPATULA IN USE IN THIS COUNTRY.

*From whom were also descended Daniel Parke Custis, the first husband of Martha Dandridge, afterwards the wife of George Washington, and Mary Custis, wife of Gen. Robert E. Lee, Commander in Chief of the Confederate Army.

CALCIUM OXALATE CRYSTALS IN THE STUDY OF VEGETABLE DRUGS.*

By HENRY KRAEMER.

The value of the study of reserve starch grains in determining the origin of certain vegetable foods and drugs has been recognized for a number of years. It is, however, becoming more evident that the starch grains which we recognize as typical and say are characteristic of certain products occur in a relatively small proportion to the whole number of grains, i. e. the spherical and ellipsoidal starch grains occur in all starchy products no matter what their origin may be and the so-called characteristic grains, (as the angular grain in corn, or the excentric grain with characteristic point of growth and lamellæ in maranta, potato, calumba, etc.), are by no means so numerous as is commonly supposed. So that, for instance, an examination of wheat-flour† which has been admixed with say, from 5 to 10 per cent. of corn meal, reveals in a microscopical mount of a milligramme of the material but two or three typical corn starch grains; and even though the admixture is about 25 per cent. only about seven typical grains will be found.

On the other hand calcium oxalate occurs in crystals of definite form and size in a large number of drugs and in only a comparatively few instances is there a distinct variation in the type, as for instance in *Datura stramonium* L.‡

R. von Wettstein in a study of the *Umbelliferae* has shown that the presence and distribution of calcium oxalate crystals are important factors in systematic work, at least in this family, and my own studies of the *Solanaceae* also tend to confirm this view. It may also be noted that soil conditions do not seem to influence the amount of this salt, i. e. a plant growing in silicious soil will contain about the same amount as one growing in calcareous soil. I have, however, already referred to the fact that when fungi** are growing on plants there is likely to be a decrease in the number of calcium oxalate crystals usually present.

Calcium oxalate occurs in plants in either the monoclinic or tetragonal system. The crystals of the monoclinic system are rather widely distributed and consist of $\text{Ca C}_2\text{O}_4 \cdot 1/3$ to 6 molecules of H_2O ; while those of tetragonal system occur less frequently and the salt has the formula $\text{Ca C}_2\text{O}_4 + 2$ molecules of water. It is rather interesting to note that while both forms of crystals may be obtained in even the same solution artificially, that in nature the one form or the other is constant for the species. Various explanations have been offered showing under what conditions the two forms of crystals arise. Hauspolder states that the tetragonal crystals are formed in a neutral or alkaline solution, whereas the monoclinic crystals require an acid solution for their formation. Kny believes that when there is more calcium in proportion to the oxalic acid, tetragonal crystals are formed, but when the proportions are reversed then crystals of the monoclinic system arise. The observations of Kohl tend to confirm the studies of Kny.

While calcium oxalate crystallizes in these two systems, it is highly probable that but one of these systems represented by our vegetable drugs, viz., the monoclinic system, which includes a number of forms as follows:

- (1) Rosette aggregates, or what are commonly termed rosette-shaped crystals.
- (2) Prisms, pyramids and elongated or irregular hexagonal-shaped crystals.
- (3) Crystal-fibres.
- (4) Raphides.
- (5) Cryptocrystalline crystals.
- (6) Membrane crystals.

1. Rosette Aggregates consist of numerous small prisms and pyramids or hemihedral crystals more or less regularly arranged on a central crystal and having the appearance of a rosette or star. The development of this form may be readily followed in the stem of *Datura stramonium* L. This form is more largely represented in our drugs than any other form and the following list of the pharmacopoeial drugs in which the crystals of this class are contained together with the size of the crystals:

Althaea, 25 microns.
Anisum, 2-3 microns.
Belladonnae folia, occasionally.
Buchu, 15-25 microns.
Calendula, 4 microns.
Cannabis indica, about 20 microns.
Carum, 0.5-1.0 microns.
Caryophyllus, 10-15 microns.
Chimaphila, 40-60 microns.
Conium, 1-2 microns.
Coriandrum, 3-7 microns.
Cusco, about 20 microns.
Eriodictyon, 20-25 microns.
Eulonymus, 15-20 microns.
Foeniculum, 1-2 microns.
 * *Frangula*, 5-20 microns.
Geranium, 45-70 microns.
Gossypii radicle cortex, about 20 microns.
 * *Granatum*, about 15 microns.
Humulus, 10-15 microns.
Jalapa, 30-35 microns.
Pilocarpus, 20-30 microns.
Pimenta, 10 microns, occasionally 25 microns.
Prunus Virginiana, 20-30 microns.
Quercus alba, 10-20 microns.
 * *Rhamnus purshiana*, 5-20 microns.
Rhus, 50-100 microns.
Rubus, 25-30 microns.
Stillingia, about 35 microns.
Viburnum Opulus, occasionally.
Viburnum prunifolium, 15-35 microns.

2. Monoclinic Prisms and Pyramids.—Next to the rosette aggregates the prisms and pyramids occur in the greatest number of pharmacopoeial drugs. These frequently are so modified in form that they are of an elongated or irregular hexagonal shape. The crystals of this group are sometimes mistaken for silicon‡. Owing to the fact that the lumen of the cell in some instances is completely filled by the crystal and the inner wall having the contour of the crystal, it is impossible by simply using hydrochloric acid to determine whether the crystal has been dissolved or not. This group of crystals is found in the following drugs and in the sizes given:

Calumba, about 15 microns in stone cells.
Cardamomum, 10-25 microns.
Coca, 3-10 microns.
Eucalyptus, 15-25 microns.
Frangula, 5-20 microns.
Gelsemium, 15-30 microns.
 ** *Granatum*, about 15 microns.
Hamamelis, 7-20 microns.
Hyoscyamus, about 10 microns, single or in twin crystals.
Krameria, about 100 microns.
 * *Pimenta*, occasionally.
Prunus Virginiana, 20-30 microns.
 † *Quassia*, about 25 microns.
 * *Quercus alba*, 10-20 microns.
Quillaja, 35-250 microns.
Rhamnus purshiana, 5-20 microns.
Sassa, 10-20 microns.
Uva Ursi, 7-10 microns.
Vanilla, 7-35 microns.
 * *Viburnum opulus*, 15-30 microns.
 ** *Viburnum prunifolium*, occasionally.
Xanthoxylum, 10-25 microns.

3. Crystal Fibres.—In quite a number of drugs a single monoclinic prism occurs in each of the parenchyma cells, adjoining the sclerenchyma fibres, and to this single longitudinal row of superimposed cells the name crystal fiber has been applied. They occur in the following drugs, the size of the individual crystals also being given:

Calamus, about 15 microns.
Frangula, 5-20 microns.
Glycyrrhiza, 15-20 microns.
Hamamelis, 7-20 microns.
Haematoxylon, 10-15 microns.

* In these drugs prisms and pyramids in group No. 2 also occur.

‡ Silicon never occurs as a cell content in sharp angular crystals, but occurs either in more or less elliptical or irregular hollow masses or in more or less solid irregularly branching masses.

** Rosette aggregates are also present in these drugs.
 † Cryptocrystalline crystals also occur.

* Presented at the St. Louis meeting of the American Pharmaceutical Association, September, 1901.

† *Kraemer, Jour. Am. Chem. Soc.*, 1899, p. 650.

‡ *Kraemer in Proc. A. A. S.*, 1899, p. 305.

** *Kraemer in Proc. A. Ph. A.*, 1898, p. 297.

Prunus Virginiana, 20-30 microns.
Quercus alba, 10-20 microns.
Quillaja, about 35 microns.
Ichamnus purshiana, 5-20 microns.
Santalum cubum, 7-15 microns.
Ulmus, 10-25 microns.
Uva Ursi, 7-10 microns.

4. Raphides was the name given by A. de Candolle (1826) to the groups of needle-shaped crystals found in various plants. These have been mistaken by several observers for calcium phosphate.[†] Usually the cells containing raphides are long, thin-walled and contain sooner or later a mucilage,[‡] which arises from the cell sap and behaves with reagents much like cherry-gum. The cells are either isolated or occur in groups placed end to end, as in *Veratrum viride*, forming Hanstein's, "Raphidenführenden Schlauchgefäße." Raphides are found in the following drugs, and the length given with each:

* *Belladonnae folia*, occasionally.
Cinnamomum, about 5 microns.
Convallaria, about 45 microns.
Cypripedium, about 40 microns.
Ipecacuanha, 20-40 microns.
* *Phytolaccæ radix*, about 30 microns.
Sarsaparilla, 6-8 microns.
Sella, 0.1 to 1.0 mm.
Vanilla, about 400 microns.
Veratrum viride, about 45 microns.

5. Cryptocrystalline crystals of calcium oxalate are exceedingly small (about $\frac{1}{2}$ to 10 microns in diameter) deltid or arrow-shaped, and are so numerous as to entirely fill the parenchyma cells in which they occur, giving the cells a grayish-black appearance and readily distinguishing them from other plant cells. Vesque supposed that they were tetrahedrons and termed them "Sable Tetraedrique." My own investigations tend rather to the opinion that they are in the nature of hemihedral forms of monoclinic crystals. This view is strengthened by the fact that monoclinic prisms occur in neighboring cells in the same plant as in *Datura stramonium* L., *Quassia*, etc. Cryptocrystalline crystals are found in the following drugs:

Belladonnae folia.
Belladonnae radix.
Cinchona.
Phytolaccæ radix.
Quassia.

6. Membrane Crystals.—There are several forms of crystals which may be included in this group. The so-called Rosanoff crystals** consist of rosette aggregates attached to inward protruding walls of the plant cell. These, however, do not concern us so much as the large monoclinic crystals which have a membrane (called by Payen "tissu special") surrounding them. The crystal first appears in the cell-sap and then, in the protoplasm around the crystal, numerous oil globules appear; later some of the walls of the cell thicken and grow around the crystal, which they finally completely envelop. Crystals of this character and of the sizes given, are found in the following drugs:

Aurantii amari cortex, 15-20 microns.
Aurantii dulcis cortex, 20-30 microns.

Carbohydrate Crystals.

While calcium oxalate crystals have been mistaken for crystalline sugars, it should also be pointed out that some of the more or less soluble carbohydrates, as hesperidin and inulin, may be mistaken for calcium oxalate. They occur in either sphere-crystals or irregularly spherical aggregates which are more or less easily soluble in water. They are found in *buchu*, *hedoma*, *inula*, *lappa*, *pyrethrum*, *taraxacum* and *tritium*.

Drugs With Little or No Calcium Oxalate.

In the following drugs calcium oxalate crystals are either wanting entirely or so few as to be without any diagnostic value: *Aconitum*, *apocynum*, *arnice flores*, *capsicum*, *chirata*, *cimicifuga*, *colchici cormis*, *colchici semina*, *colocynthus*, *cubeba*, *digitalis*, *eupatorium*, *gentiana*, *grindelia*, *hydrastis*, *lappa*, *leptandra*, *linum*, *lobelia*, *marubium*, *mentha piperita*, *men-*

tha viridis, *mezeorum*, *myristica*, *nux vomica*, *pareira*, *physostigma*, *piper*, *podophyllum*, *rius glabra*, *rosa gallica*, *sabina*, *sanguinaria*, *cantonica*, *sassafras*, *senega*, *serpentina*, *sinapis alba*, *sinapis nigra*, *spigelia staphisagria*, *strophanthus*, *sumbul*, *valerian* and *zinziber*.

Conclusions.

The value of the study of the characteristic form, or absence of calcium oxalate crystals, is at once apparent when we consider the ease with which one can distinguish without question the Solanaceous leaves, horny belladonna root from inula, the genuine cinnamon, strophanthus seeds, and other drugs from those that are spurious; also true spigelia from an adulterant which contains calcium carbonate. Examples requiring verification of this kind are continually coming up in not only the determination of powdered drugs, but crude drugs as well.

PHARMACY AS A CALLING.*

By DR. ARTHUR P. LUFF.

Pharmacy is a many-sided calling, and therein undoubtedly lies one of its chief attractions. The scientific part of the work of an educated pharmacist does not consist solely in the dispensing of prescriptions, important as that branch of his calling undoubtedly is. We hold him to be the responsible person for the preparation of drugs in suitable forms, and for the standardisation of those preparations, while the public have to look to him not only as providing means for the restoration of their health, but also have to rely upon him for the safety of their lives. It is but a pessimistic and ignorant view to take that no great amount of skill or of scientific training is required to put together the ingredients of a prescription. Such a view does not recognize, and perhaps the public do not adequately appreciate, the great safeguard to them that the educated pharmacist is. It is no very uncommon matter for the medical man, when hurriedly writing a prescription, to make such a mistake in the dose of an important ingredient that disastrous results to the patient would follow the taking of the medicine if so dispensed; but now, happily, through the far-sighted wisdom, primarily of this Society and subsequently of the Legislature, the public safety is efficiently provided for. The pharmacist detects the error in the prescription, and communicates with the medical man. The public are unaware of the means by which their health, and possibly their lives, have been protected, but how many of my professional brethren to have to gratefully and thankfully acknowledge the tact, courtesy and delicacy with which their attention is drawn to their mistakes by their pharmaceutical confreres? Again, it is no very uncommon matter for a prescription to contain such incompatible ingredients that perhaps the active, and, maybe, poisonous principle of the medicine is wholly precipitated, and so might possibly be entirely disastrous to the patient; but here again the skilled pharmacist acts as a guardian of the public safety by detecting and pointing out the error that has been committed.

Compressed Drugs.

But, unfortunately, both medical men and the public are tending to heavily handicap the pharmacist in that important function, and are in great part rendering him impotent to safeguard the public health, for there is a growing practice which is rapidly threatening to undermine to a great extent what I consider to be the skilled and rational employment of therapeutic agents in the treatment of disease. I refer to the too general use of powerful drugs in compressed forms and of proprietary preparations. I do not for one moment wish to suggest that various forms of compressed drugs have not their proper uses; undoubtedly tablets of certain active principles in the hands of medical men are most convenient and useful for hypodermic and occasionally for other forms of

[†] Calcium phosphate is apparently seldom found in plants except either in solution or in combination with protein substance.

[‡] Kraemer in *Am. Jour. Pharm.*, 1898, 285.

* Cryptocrystalline crystals also occur.

** Rosanoff, in *Bot. Zeit.*, 1905, p. 329.

*Portion of Inaugural address delivered at the opening of the 60th session of the School of the Pharmaceutical Society of Great Britain.

administration; but it is the ready facility with which powerful drugs prepared in this form are obtained by the public which constitutes so grave a danger, a facility which is responsible to a great extent for the increasing practice of "self-drugging"—a state of affairs which I am afraid has been brought about by these preparations being so indiscriminately and so largely prescribed by medical men. To take but one instance, it is to the ease with which such preparations can be purchased by the public that, in my opinion, is due in great measure the prevalence of the comparatively modern and excessively pernicious evil—the cocaine habit. Equally bad is the use of some of the proprietary preparations which are so speciously puffed; with the samples of laudatory advertisements of which the members of my profession are so profusely deluged, tempting them, as they do, to the slovenly and enervating habit of thinking that the writing of an order for such a preparation is the writing of a prescription, and gradually rendering them absolutely impotent to exercise the true art of prescribing. Many of these preparations are, I believe, productive of infinitely more harm than the quack medicines which, to some extent, they are replacing, for the former are frequently powerful and, in unskilled hands, dangerous drugs, whilst the latter, though generally worthless, are to a great extent innocuous.

The fact is that the art of prescribing, that is, of ordering suitable remedies in suitable forms for the treatment of morbid conditions, is declining; it shows a fatal tendency to be usurped by the manufacturer. I am bound to confess that the primary cause of this evil is due, not to any imperfections in the training of pharmacists to scientifically compound and dispense medicines, but to the altogether inadequate attention which is given to the teaching of prescribing at so many of our large hospitals and medical schools. I merely refer to this phase of the subject here, as I intend shortly to deal with it in another place, and before those who are more closely interested in the preservation of this important branch of the pharmacist's duties. What a travesty on the art of prescribing it is for a patient to bring to a pharmacist a so-called prescription which merely orders, say No. 4 Mixture (Smith and Jones)! Can anything be more degrading than to compel a scientifically-trained pharmacist to be the mere medium for the handing over of such a proprietary article? It appears to me that such so-called prescribing is nearly on a par with the dosing that is carried out on those ships which carry a medicine chest but have no surgeon on board. The bottles of medicine in the chest are duly numbered, and with them is a book describing the symptoms which require a dose of such and such a numbered mixture. Many of you may remember the tale of the ship's steward who went to the captain stating that a sailor had some symptoms which, according to the book required a dose of No. 9 mixture, but that No. 9 bottle was empty. "That does not matter," said the captain, who in the emergency almost rose to the level of a modern prescriber, "give him equal parts of No. 4 and No. 5."

In connection with my special department of practice as a physician, I am brought in contact with only too many cases of self-drugging by the public, and only too frequently witness the evils arising therefrom. Especially does one see this in connection with the worship of that absurd fetish, the uric acid diathesis, and the consequent pandering to this modern craze by the unscrupulous vaunters of the many puffed remedies which are warranted to sweep away what is but a natural constituent of the human body. That absurd craze is fostered if not frequently originated by the specious advertisements of drugs warranted to cure ills ignorantly, if not falsely, attributed to uric acid. The consequence is that it is now no uncommon sight at a dinner party to see neurotic young men dropping their lithia tablet into a glass of champagne to counteract what they imagine to be its acidity, lacking as they do in both the gastric vigour to deal with the wine, and the moral vigour to abstain

from it. I venture to sound a note of warning, which I trust may reach beyond these walls to the ear of the public, as to the danger incurred in dosing themselves with these powerful drugs in tablet form—a danger which is in no sense an imaginary one, since we too often see the pernicious effects resulting from their indiscriminate use, sometimes, alas, when it is too late to remedy the evil results.

Counsel to Students.

An now, gentlemen, turning to a more congenial part of my task, let me address a few words of welcome, counsel, and encouragement to those of you who are now entering upon your studies in this school. I address you not only as one who claims and endeavors to be a student still, not only as one who has travelled over the road you are now about to take, but also as one who from a lengthened experience as a teacher and examiner is well acquainted with the difficulties that you have to overcome, and with the consequent necessity for the courage and application that is required to surmount those difficulties.

The curriculum of study and work which you have to pursue here has been mapped out for you with much forethought and care, and it is one that well comprises what is necessary for your training and future success. Bearing in mind how the time for the acquisition of knowledge is limited by our "span-long lives," we must necessarily be careful to employ that time to the best advantage, or, to use an expression of Bacon's, "we must determine the relative value of knowledges." That, I claim, is well done for you in the curriculum of the work that has been drawn up for your guidance, and which you will have to faithfully follow here. Remember always that it is only patient, hard work that can fit you for the discharge of life's duty, by such only can you hope to attain success in your profession. Do not think to ever attain it by a simple happy accident, by some stroke of luck. Believe not in luck, in chance. Those who ascribe the rise of an individual to luck do not think of or recognise the years of toil and self-denial, the struggles and self-conquests that have preceded the attainment of his present position. We should all endeavor to recognise clearly how greatly is the power which man may exert over his own destiny, the power as to whether out of himself he can raise a noble, intellectual edifice, or reduce himself to a moral and physical ruin. Do not delude yourselves, as so many do, by saying: Circumstances have not favored me, luck has not befallen me. Nothing of the kind!

"Man is his own star; and the soul that can

Render an honest and a perfect man

Commands all light, all influence, all fate;

Nothing to him falls early or too late.

Our acts our angels are, or good or ill,

Our fatal shadows that walk by us still."

There are but three classes of men—the retrograde, the stationary, and the progressive. To which of these will you belong? It is no use thinking that during the early months of your study here you can take it easy and enjoy yourselves, and that you will make it up later on. You never will make it up later on. I would, therefore, impress upon you, at the outset, the value of a proper method of disposing of both time and energy, and advise each one of you to adopt some method or plan in your work. Commit to writing a time-table for your daily duties, both here and at home, and rigidly adhere to that time-table. Let your reading time for each evening be arranged so as to rightly apportion your hours of work to the different tasks and subjects. You will not only by such method get through more work than you otherwise would, but your knowledge, if thus systematically acquired, will be more accessible to you when required for use. As a finish to the daily work, there is a very useful rule recommended by Pythagoras—to review, every night before going to sleep, what we have done during the day. This daily settling of the debit and credit account will give you a clear idea of how you stand. But do not devote all the time given to study to the mere learning and ingestion of facts; some part of the time should be devoted to the careful consider-

ation of them—to the processes of mental digestion. The acquisition of knowledge is not everything; what is more important is the digestion and organization of knowledge, so as to adapt it to the practical uses of life, and for this digestion and organization time and spontaneous thinking are required.

Side by side with the acquisition of facts should go the cultivation of the power of observation. I cannot too strongly impress upon you the importance of observing for yourselves, and you will have manifold opportunities of doing so, if you will only avail yourselves of them. The accumulation of the occurrences that you observe will constitute your experience, and from such experience, aided by your reasoning faculties will issue your actions. The more you observe, the more enjoyable will life, in the fullest sense of the term, become. But, in connection with your studies, you will necessarily find the acquisition of many of the details wearisome, and you may be tempted to regard some of those details as useless and trifling. It is not so.

"Think nothing trifling, tho' it small appears;
Sands make the mountains, moments make the years,
And trifles—life."

Let me remind you that the display of interest in your work, and the energetic discharge of your duties, constitute a great encouragement to your teachers, and furnish a direct stimulus to them in their work of instruction. Nothing is more discouraging and depressing to a teacher than to see a student sitting in the lecture-theater or class-room looking bored and uninterested, taking no notes—perhaps, not even possessing a note-book. It requires no great gift of prophecy to foretell that man's future—there is written upon his brow, Ichabod!—there is in store for him failure in his examinations, failure in life. Bear in mind, therefore, that amongst the influences at work in a school like this, the influence for good or ill, is not only from the teacher to the student, but that your lives affect and react on your teachers. We are, after all, only students together, the older ones helping the younger ones, the younger ones encouraging, by their enthusiasm and earnestness, the older ones. "It is by teaching that we teach ourselves, by relating what we observe, by affirming that we examine, by showing that we look."

PLANT ALBUMEN.—The globulins of the seeds of Leguminosae are found by K. Weiss (Bot. Centralblatt) to be indefinite mixtures of proteids which are very similar in character. These bodies are members of a homologous series passing into hetero-albumose at one end, and albumen at the other. According to this investigator, the inorganic bases play an important part in the albuminoid processes of plants. Vegetable globulins and albumens are compounds of inorganic bases and acid albumens; when the base is removed these bodies form casein. The phosphorus, which always accompanies albumen, is present as a constituent of lecithin and nuclein. A number of agencies cause globulin to break up into albumates containing phosphorus, or into casein and hetero-albumose.

ALKALOIDS AND VEGETABLE PROCESSES.—The influence of alkaloids upon plant respiration has been studied by N. Morkowine (Bonnier's Rev. Gent de Bot.). Under the influence of alkaloids the rate of oxidation in *Vicia faba* was increased, the evolution of carbon dioxide being increased, but the decomposition of oxidized compounds was not accelerated. The salt most poisonous to the vegetable cell was found to be quinine hydrochlorate. In the following series the names of the various alkaloids are arranged in the order of their toxicity to plant cells:—Quinine, cinchonine, caffeine, morphine, cocaine, strychnine, atropine, antipyrine, brucine, codeine, pilocarpine.

QUESTION BOX.

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of the Era. Copies of these may be obtained at ten cents each.

Toilet Jelly.

(P. D. L.) "Toilet jelly" is quite an elastic term and may be held to include any number of preparations having a jelly-like consistence and used for toilet purposes. Here are two formulas for

Jelly of Roses.

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|--------------------------------|-----------|
| (1) Thin French gelatine | 4 drams |
| Water | 5 ounces |
| Glycerine of borax | 10 ounces |
| Triple rose water | 6 ounces |

Soak the gelatin in the water over night and then heat on a water bath until dissolved. Add the glycerine and the rose water, previously mixed with a dram of albumen (white of egg). Heat until the albumen coagulates, and filter while hot through a cotton bag.

- | | |
|------------------------|-----------|
| (2) Gelatine | 1 ounce |
| Water | 24 ounces |
| Glycerine | 12 ounces |
| Otto of rose | 10 minims |
| Thymol | 2 grains |
| Rectified spirit | 1 dram |

Prepare as above.

Jelly of Violets.

- | | |
|------------------------------|-------------|
| Glycerine | 1 fl. ounce |
| Corn starch | 1 dram |
| Water | 1½ drams |
| Extract violet, triple | 8 s. |

Mix the starch, glycerine and water, bring to the boiling point; when cold add the perfume and color, if desired, with solution of red aniline or cochineal.

A transparent jelly of a pale amber color, which may be perfumed by the addition of extract of violet or other odor, may be prepared as follows (Era Formulary): Take 1 ounce of transparent soap, dissolve in 4 ounces of water and 4 ounces of glycerine by the aid of heat. While still warm, add 20 ounces glycerine, and when nearly cold, perfume and pour into glass jars.

Tincture of Colocynth.

(Tincture.) Tincture of colocynth is official in the Pharmacopoeia Germanica. It is made by macerating for eight days one part of colocynth fruit, with the seeds, with 10 parts of alcohol (sp. gr. 0.832), expressing, and filtering. It is of a yellowish color, very bitter, and becomes opalescent upon the addition of water. The largest single dose is placed at 1.0 gram.

Hagar (Manual) gives the following formula for Tincture of Colocynth Seed.
(Radermacher).

- | | |
|--|----------|
| Colocynth seed | 5 parts |
| Wash with water, dry and reduce to coarse powder; add Rectified spirit | 24 parts |

Allow to stand (macerate) four days, frequently shaking. Then express and filter, adding enough alcohol to make the tincture up to 22 parts.

The American Homeopathic Pharmacopoeia gives this formula: The dried fruit, freed from the outer yellow rind and seeds, is reduced to a coarse powder and weighed. Then five parts by weight of alcohol are poured upon it, and having been put into a well stoppered bottle, the mixture is allowed to remain eight days in a dark cool place, being shaken twice a day. The tincture is then poured off, strained and filtered. The "drug power" of this tincture is said

to be "i-ro," from which "dilutions" may be prepared as directed by the pharmacopoeia. The United States Pharmacopoeia does not contain a formula for this tincture.

Emulsion Liniment (Petroleum.)

(S. H.) We know of no particular liniment under this title. An Eclectic formula containing petroleum is the following:

Crude petroleum	12 ounces
Ammonia water	2 ounces
Tincture of opium	2 ounces
Camphor	120 grains

It is also probable that the ordinary Kerosene Emulsion employed as an insecticide may also be used as an embrocation for veterinary purposes. Here is a formula:

Soft soap	2 quarts
Kerosene	1 quart
Water	1 gallon

Boil the soap with the water until all is dissolved; remove from the fire, add the kerosene, and churn vigorously for ten minutes to emulsify the oil, then dilute with an equal bulk of water. Other substances may be incorporated if desired.

Petroleum Liniment.

Camphor	1 ounce
Oil of anise	1 ounce
Oil of origanum	2 ounces
Crude petroleum	4 ounces
Kerosene oil	10 ounces
Oil of turpentine	16 ounces

Camphorated Phenol.

(J. J. W.) We cannot give the formula for the proprietary article, neither can we pass an intelligent opinion upon a preparation whose definite composition is not made known. However, under the above title Hager gives this formula:

Powdered camphor	100 parts
Carbolic acid crystals	36 parts
Alcohol	4 parts

Triturate together until an oily liquid results, or mix in a bottle and agitate frequently until solution occurs.

Butalina recommends a combination of phenol with camphor under the name of "camphorated phenol," asserting that the camphor moderates the caustic and disorganizing action of the phenol without destroying its useful effects. He prepares it (U. S. Dispensatory, 18th edition, page 41) by mixing one part of carbolic acid with two parts of camphor, allowing the mixture to stand some hours, and purifying by washing with water. The liquid so prepared is of reddish-yellow color, having the smell of camphor, insoluble in water, and soluble in alcohol and water.

Licorice Lozenges.

(D. E.) Try one of the following:

1) Extract of licorice	1 ounce
Starch	14 ounces
Orris root	14 ounces
Saffron	14 ounces
White sugar	1 pound

Mix, and form into lozenges.

2) Extract licorice	4 pounds
Gum arabic	2 pounds

Dissolve the extract in warm water strain, and in the solution dissolve the gum arabic. Place over a gentle fire, in a broad pan, and let boil gradually, stirring continually until reduced to a paste. Roll into pipes or cylinders of convenient lengths, and polish by putting into a box and rolling together, or cut into lozenges of the desired size.

(3.) Black licorice Troches.

Orris root	2 grams
Sor anise	8 grams
Extract of licorice	140 grams
Sugar	140 grams
Pulverize, and mix with mucilage Alcool. q. s.	
Form into troches weighing	0.5 gram

Preparation of Haemoglobin.

(A. N. K.) We reprint the following process from a previous volume of the Era: Mix with defibrinated blood its own volume of alcohol. Set aside

at 0° C. for twenty-four hours. Collect the haemoglobin and dry over sulphuric acid. This provides crystals. To obtain it in the amorphous state precipitate the red corpuscles from the defibrinated blood by adding a saturated solution of salt. Collect the precipitate, wash with dilute salt solution, then shake the precipitate with three times its own weight of ether. The latter dissolves fat, etc., the former the haemoglobin. Separate the two solutions and precipitate the aqueous one with lead subacetate, wash with alcohol, suspend in water and decompose with a stream of carbonic acid gas. Filter and evaporate the solution at 40° Cent., and scale.

Books for Chiropodists.

(A. M. L.) There are no standard text-books devoted wholly to this subject. However, you can pick up a good deal of information in works on the practice of medicine especially that part of practice relating to the treatment of diseases of the feet, etc. Shoemaker's "Heredity, Health and Personal Beauty" may be profitably consulted.

Elixir of Acetanilid Compound.

(R. G. B.) Try the following:

Acetanilid	256 grains
Salol	256 grains
Caffeine	64 grains
Sodium sulphydrite	256 grains
Tincture cardamom. compound	4 ounces
Alcohol	4 ounces
Elixir orange, enough to make	16 ounces

THE RESISTANCE OF PLANT CELLS TO COLD.—The power of resisting intense cold shown by plant is by M. D'Arsonval (Comptes rendus) attributed to the high osmotic pressure within the cells, which prevents the liquid contents from freezing. The pressure in the cells of certain mould-fungi has been shown under certain conditions to be more than 167 atmospheres. The author suggests that in micro-organisms it may amount to thousands of atmospheres. According to this investigator, beer-yeast, the pyocyanic bacillus, and many pathogenic microbes can retain their vitality after having been subjected to the temperature of liquid air for several weeks.

ANTITUSSINE AND FLUOREPIDERMINE two preparations employed in the treatment of diseases of the skin, have been studied by Merck (Annales). Antitussine is a pomade composed of five parts of difluorodiphenyl, ten parts of vaseline and eighty-five parts of lanolin. This preparation is reported by various authorities to be of doubtful value and even dangerous. Fluorepidermine on the contrary seems to have been used with great success. The active principal of this pomade is fluorepseudocumol, which is now used instead of the fluorxytol formerly employed in its preparation.

CHINESE YEAST.—In a study of the organisms active in the fermentation of the Chinese yeast used in Java in making "ragi", C. Wehmer and T. Chirvaz (Centr. Bakt.) find that the principal agents of saccharization are *Rhizopus oryzae*, *Clamydomucor oryzae* and *Mucor rouxii*. The last named species also produces active fermentation while the others do not. A new technical fungus known as *Mucor cambodja* was found in Javanese rice-meal-cake. It is a well marked species possessing fermenting properties.

AUCUBA JAPONICA SEEDS have been found by Champenois (Jour. Pharm. Chim.) to contain a large proportion of cane sugar. The seeds also contain α -galactan, a mannan, and a pentan; these substances, when treated with dilute mineral acids, yield, respectively, galactose, mannose and a pentose, which is probably identical with arabinose.

NEWS DEPARTMENT.

STATE BOARD OF PHARMACY MEETS.

Amendments to By-Laws and Changes in Rules Recommended.

The New York State Board of Pharmacy held its regular quarterly meeting at the College of Pharmacy, No. 115 West 68th street, Monday and Tuesday, Oct. 28 and 29. The first session opened at 10 a. m. Monday, president Robert K. Smith in the chair. In his opening address the president spoke in feeling terms of the loss to the Board by the death of the late member from Plattsburg, J. Clitherow Smith, and referred to the interest he had taken in all matters relating to pharmacy.

Secretary Sidney Faber read the minutes of the last meeting held at Buffalo, June 3-4-5 and 7, which were approved. Several communications that had been received by the secretary were then brought before the Board. The first was a letter from President Thomas Stoddard of the State Pharmaceutical Association recommending that a conference of the legislative committees of the several local associations in New York City and of the State association, with a committee from the State Board be called Nov. 12, the conference to be for the purpose of considering proposed legislation relating to the manner of electing members of the Eastern branch of the board. The president appointed Messrs. Bigelow, Sears and Palmer a committee of three to meet and consider questions of legislation likely to be brought up for enactment at the next session of the legislature, and to report the result of their findings to the Board before the sessions closed.

Letters were read from Schieffelin & Co., Lehn & Fink and Chas. Pfizer & Co., referring to adulterations of drugs, chemicals, etc., as sold by general dealers. The writers asked the board to assist in proper legislation. The matter was referred to the committee on adulterations. A communication from Denny & Field, Buffalo, relating to some tincture of nuxvomica which had been obtained from them by the board and found to be under the required strength, was referred to the committee on adulterations. President Smith read a letter from Senator H. W. Hill thanking the board for his gift of a gold watch, in recognition of the good work done by him for pharmacy, and for assistance rendered in passing the All State Pharmacy Bill.

The president appointed Warren L. Bradt, of Albany, to take the place of the deceased member on all committees. The question of the standard to be required as a pre-requisite for registration was left to the committee on registration to act on before Jan. 1, 1902.

The report of the secretary showed examinations and results as follows:

Date.	Place.	Present.	—Passed—	
			Pharm- acists.	Drugs- gists.
Jan—	New York	13	1	0
	Buffalo	6	1	0
Feb—	New York	22	5	0
	Buffalo	15	1	4
	Albany	30	3	1
	Rochester	16	2	2
March—	New York	26	7	0
	Buffalo	12	10	0
April—	New York	94	41	1
	Buffalo	14	4	2
	Albany	26	4	0
	Rochester	11	3	1
May—	New York	59	20	0
	Buffalo	20	8	4
June—	New York	102	48	1
	Buffalo	12	0	1
	Albany	29	10	4
	Rochester	19	2	2
Sept—	New York	52	23	0

Buffalo	15	2	4
Albany	8	2	0
Rochester	7	1	2
Oct.—New York	34	15	0
Buffalo	4	1	1

A total of 646 applicants were examined, of which 298 were rejected.

The statement of receipts and expenses of the general State board, and of the three branches was received and referred to the finance committee.

Charles B. Sears, Albert H. Brundage and Willis G. Gregory, appointed by the president to draft resolutions on the death of J. C. Smith, brought in the following, which was adopted and ordered to be spread upon the minutes and also to be engrossed in book form and a copy sent to the daughters of the deceased member:

WHEREAS, In His inscrutable but infinite wisdom the Great Ruler of the Universe has seen fit to remove from our midst our beloved fellow member, J. Clitherow Smith of Plattsburg; and

Whereas, his long connection with pharmacy, and especially with the administration of pharmaceutical enactments in the state of New York, distinguishes him and his services; and

Whereas, the very intimate, esteemed and pleasant relations he sustained with each and every member of this board, make it fitting that we record our appreciation of him; therefore

Resolved, that the qualities and service which won our esteem, and contributed to the dignity, integrity and efficiency of this board, will ever be held in grateful and cherished remembrance by its members.

Resolved, that his sudden removal from our board in which he was ever active, and from the field of pharmacy in which he so long labored leaves a void and casts a shadow that will be widely recognized and greatly felt.

Resolved, that deploring the loss, we most feelingly declare our deep sympathy with his grievously afflicted daughters, and other sorrowing relatives and friends.

The meeting then adjourned till 1.15 P. M.

The first business brought before the second sitting was by Secretary Faber, who put several important questions before the board for action. The first one was in regard to stamping qualification certificates granted in New York City and Kings County. After much discussion it was decided that all certificates be uniformly stamped on the back. The question, "Is a certificate of registration necessary in addition to a certificate of qualification before a person can practice pharmacy in New York City?" was decided in the affirmative. It was decided that all applications for licenses should be sworn to. A question as to the standard of education required for registered apprentices was received, and a motion of

Dr. Brundage, it was decided that all applicants be required to give satisfactory evidence that they have received education equivalent to the next highest grade of the New York State grammar schools. Much discussion was held on the question of fees for examination and it was finally decided that two examinations would be permitted for one fee.

The board resolved that no examination for license or registration will be permitted until the Branch to which application has been made shall be satisfied of the accuracy and truthfulness of statements made concerning the practical experience of the applicant.

The question of what was considered by the board to be "temporary absence," was the subject of a lengthy discussion, bringing forth a diversity of opinions. It was finally decided that the phrase would be construed to permit a licensed pharmacist in charge of a store to leave the store in charge of a licensed assistant or a druggist, occasionally, for a period not to exceed 12 hours, but that he is expected to report at said store some time during the business hours of every day.

Several letters from pharmacists living in sections where permits have been granted under the Castello Law were read and considered. The pharmacists in question objected to permits being sent out promiscuously without each case being investigated. It was resolved that all permits under the Castello Law shall be made to run



JUDSON B. TODD, ITHACA, N. Y.
Member of New York Board of Pharmacy.

from January to January, and that in each case where a permit is applied for at a location within five miles of a registered pharmacy or drug store, the pharmacists in that district shall be consulted by the secretary of the Branch as to the necessity of issuing the permit and making inquiry of the experience had by the applicant. It was further resolved that only one permit could be issued for any one village or place. On motion of Mr. Bigelow it was decided that the credit of 75 per cent attained in any three subjects apply only to the first examination under any application. Here the board adjourned till 10 A. M. Tuesday.

On Tuesday morning Mr. Muir reported, as chairman of the committee on registration, that his committee had drawn up a new form of application for store registration, which was submitted to the board and will be acted on at the first meeting in 1902. The committee on inspection, violations and prosecutions reported on work done in each section. This and the report of the committee on adulterations were received and placed on file. Dr. Diekmann of the latter committee supplemented the report, stating that 404 samples had been collected in the Eastern Section and analyzed. A noteworthy fact was that 28 samples of cream tartar purchased in grocery stores had been found adulterated. Some contained absolutely no cream tartar, being merely a mixture of alum with phosphate and sulphate of calcium. The poorest samples purchased in a pharmacy contained 91 per cent of cream tartar. The president suggested that the results of these analyses be made public in order to call the attention of people to the difference in goods purchased in drug stores and groceries. William Muir, as chairman of the special committee appointed in June to arrange for the publication of extracts from the by-laws, rules and regulations in the annual proceedings of the State association, reported that the work had been completed and recommended that \$150 be appropriated to pay for the cost of publication. The amount was voted on and passed by the board.

The fourth sitting was held Tuesday afternoon when the board went into executive session. Mr. Bigelow reported on behalf of the special committee appointed to consider the matter of legislation affecting the election of members of the eastern branch. The committee recommended leaving the matter entirely in the hands of the local associations in conjunction with the legislative

committee of the State association. Dr. Gregory reporting for the committee on adulterations and substitution said it was considered advisable at present to extend the jurisdiction of the board over the sale of articles in the accepted list by general dealers. On a motion of Dr. Brundage it was decided that in future, examinations in toxicology and posology will include chemical recognition of common poisonous substances. The finance committee handed in its reports, which were adopted. President Smith announced the appointment of Judson B. Todd of Ithaca, to fill the vacancy in the middle branch caused by the death of Mr. Smith. In making the appointment Mr. Smith referred to the good work done by Mr. Todd as secretary of the State association and of his thorough knowledge of pharmacy and the prominent part he had always taken in movements to raise the standard of pharmacy. Before adjourning it was decided that the next meeting of the board be held in the Ten Eyck Hotel at Albany, Monday, Jan. 6, 1902.

LEGAL STATUS OF THE WORCESTER PLAN.

We present below the full text of the decision of the Massachusetts Supreme Court in the case of Julius Garst against Hall & Lyon of Worcester, referred to in last week's Era.

Knowlton, J. This case is reserved on the bill, demurrer, answer and agreed facts, the defendant's rights under the demurrer not being waived.

The plaintiff is the owner and manufacturer of a proprietary medicine known as Pheno-Caffin, which is made from a secret formula. His trade mark for said medicine is registered in the patent office of the United States and in the office of the Secretary of the Commonwealth of Massachusetts. The defendant corporation is a retail dealer in drugs and medicines. The plaintiff sells all Pheno-Caffin subject to the conditions of a contract in which each purchaser agrees that he will not sell nor allow any one in his employ to sell it for prices less than those specified in the agreement for the different sizes of boxes, and promises to pay the plaintiff an agreed sum as damages in case of violation of the contract. The plaintiff also agrees, as a part of this contract, that in case the vendee at any time desires to discontinue the sale of this medicine and notifies the plaintiff in writing of the fact, he will give him twelve times any of the medicine which he has on hand at the net cost price at which it was sold to him. Besides these facts, the plaintiff's bill avers that the defendant, with full knowledge of the conditions under which the medicine is sold by the plaintiff, has fraudulently obtained large quantities with the intention of retailing it in violation of these conditions and against the right of the plaintiff. The defendant demurs for want of equity and for other causes.

It is not averred that the defendant ever made any contract or agreement with the plaintiff, or had any dealings with him. No fraudulent act or conduct of the defendant in obtaining the medicine is set out although the word "fraudulently" is used in characterizing his acts. This word adds nothing to the averments of fact in this bill. The statement of the alleged fraud is too general to be the foundation of a decree. *Nichols v. Rogers*, 139, Mass. 146. *Nye v. Storer*, 163 Mass. 53. The averments of the bill in this particular would be entirely satisfied by showing a purchase of the medicine by the defendant from a person who bought it of a purchaser from the vendee. The agreed statement of facts shows that the defendant obtained it in this way. The defendant did not buy the medicine of the firm of wholesalers who received it from the plaintiff and who agreed to sell it subject to the above conditions, but bought it of a person who bought it either from this firm or from a purchaser from this firm.

The transaction between the plaintiff and this vendee set out in the bill plainly are sales which pass the title to the property.

It is equally, or perhaps more plain that the contract contemplated sales by retailers which shall pass an absolute title to the property. The purchaser from a purchaser has an absolute right to dispose of the property. He may consume it or sell it or act as he pleases. The plaintiff has contracts from his vendee in regard to the prices at which they will sell if they sell at all. If they sell in violation of their contracts with the plaintiff he has a remedy against them to prevent him from doing so. *Garst v. Harris*, 177, Mass. 72. This right is founded on the personal contract alone and it can be enforced only against the contracting party. To say that this contract is attached to the property and follows it through successive sales which severally pass title is a very different proposition. We know of no authority nor of any sound principle which will justify us in so holding.

The plaintiff's trade mark does not give him the right of a patentee in property manufactured under a patent. His trade mark is to secure him and the public from deception and fraud as to the origin and source of these goods and of similar goods.

The law of copyright also gives privileges to authors and publishers that do not obtain to property which anybody may make and sell if he can; but even under the law of copyright, when the owner of a copyright and of

a particular copy of a book to which it pertains has parted with all his title to the book, and has conferred an absolute title to it upon a purchaser, he cannot restrict the right of alienation, which is one of the incidents of ownership in personal property. *Harrison v. Maynard*, 61 Fed. Rep. 639. See also *Clemens v. Estes*, 22 Fed. Rep. 890; *Meyer v. Estes*, 164 Mass. 457; *L. E. Waterman Co. v. Waterman*, 27 App. Div. 133.

In the present case there was not only no contract

between the plaintiff and the defendant, as in *Fowle v. Park*, 131 U. S. 88, but there is no averment or proof that the defendant fraudulently induced and procured the breach of a contract between the plaintiff and any of his vendors, to the detriment of the plaintiff, as did the defendant in *Exchange Telegraph Co. v. Central News*, 2 (1897) Ch. D. 48, and in *Standard American Publishing Co. v. Methodist Book Concern*, 33 App. Div. 409.

Bill dismissed.

NEW YORK AND VICINITY.

NEW YORK CONSOLIDATED DRUG CO.

Stockholders of the co-operative association known as the New York Consolidated Drug Co., which includes some of the most prominent members of the New Yorker Deutscher Apotheker-Verein, are all expressing great satisfaction at the success of their plan to assist druggists who have to compete against aggressive cutters. The members claim that price cutting has been considerably reduced in sections where they operate stores.

The company now has 105 members and supplies 125 drug stores in Greater New York with the products of prominent manufacturers and proprietary houses. The company's store is at 176 Avenue A, where there is a stock valued at from \$15,000 to \$20,000. All goods are sold in original packages and members are not allowed to buy more than \$150 worth at one time; if a bill is left unpaid over a week no more goods are furnished until payment is made. This insures the company against failures, as every member has contributed \$175 on joining. The goods are bought, in almost every case, direct from the manufacturers in large quantities for cash, and are sold at cost with three per cent. added for expenses, such as salaries of clerks, insurance, etc.

In February, 1894, there were only fifteen members of the organization who each contributed \$50, and the goods were purchased by Sidney Faber. In December, 1890, the New York Consolidated Drug Co. was incorporated with a capital stock of \$15,750, there being 90 members each holding seven \$25 shares. The officers elected then were, George Gregorius, president; C. F. Schieussner, secretary, and Albert Wortmann, treasurer. The first year after incorporation goods to the value of \$125,000 were handled and this year the amount will probably exceed \$150,000.

The present officers of the company are: President Oscar Krause; vice-president, Walter Faber; secretary, C. F. Schieussner, and treasurer, Albert Wortmann. These officers and George Gregorius, R. C. Werner and John H. Weil, make up the board of directors.

MAX ZELLER ASSIGNS.

Max Zeller, wholesale dealer and jobber in drugs at No. 37 Bowry, has made an assignment to August Stumpf, without preference. The business has been conducted by Mr. Zeller since April, 1899, when he bought it from his uncle, in whose employ he had been for several years. The liabilities are about \$75,000 of which amount \$45,000 is for borrowed money from relatives and others, and \$30,000 is for merchandise, etc. The assets will probably total \$52,000, stock being valued at \$25,000 and good accounts due, \$27,000.

The general opinion in downtown drug circles is that the creditors will receive about one-third.

Blumenthal & Kirsch, the attorneys, said that when he bought the business Mr. Zeller paid \$40,000 for it, which proved to be too high a figure and that the running expenses were larger than the trade done would warrant. Most of the large drug houses in New York are creditors, but the exact amount will not be known until the inventory has been taken. This will be finished in about two weeks when a meeting of the creditors will be called.

AMERICAN CHEMICAL SOCIETY.

The American Chemical Society held a special meeting Friday evening, Nov. 1, at the Chemists' Club. The following papers were presented: Edmund H. Miller: "On the composition of the ferrocyanides of cadmium."

Marston Taylor Bogert and David C. Eccles: "On the production of the imides of succinic and glutaric acids by the partial hydration of the corresponding nitriles." W. G. Lindsay: "On a colorimetric method for the estimation of sulphur in pig iron." Thomas F. Hildreth: "On the determination of manganese in spiegel." John A. Matthews and William Campbell: "The alloys of aluminum," with introductory remarks upon the constitution of binary alloys (illustrated).

REPORT OF COMMITTEE ON MEMORIAL TO JOSEPH A. TOY.

Sharing the sense of personal loss which the death of Joseph A. Toy brings to his wide circle of friends throughout the country, the members of the Drug Trade Club, of the City of New York, desire to place upon record their appreciation of the sterling qualities which won for their fellow member the well merited esteem of his commercial no less than his social associates during life, and their unfeigned sorrow for his death.

For more than a quarter of a century he has enjoyed close contact with the drug trade of the United States, and his consideration for the interests of those with whom he was brought into business relations, as well as the strict integrity and charming courtesy of his personal character, gained for him a measure of respect and confidence which was never forfeited while he lived, and which will be treasured as a lasting memory by those who now mourn his death while yet his life gave promise of many years of useful activity.

It is therefore ordered that this minute of respect to his memory be entered into the records of the club, and that a copy be addressed to those endeared to him by ties of closer relationship, with the assurances of our most profound sympathy in their grief.

John M. Peters,
Thomas P. Cook,
E. W. Fitch,
E. G. Wells,

Committee.

LABEL COUNTERFEITER CONVICTED.

Anton Heusel, No. 744 Eighth street, Milwaukee, Wis., was convicted of counterfeiting the labels of the manufacturer of Johann Maria Farina Cologne in that city October 23, and fined \$44.75 and costs. The complaints in the case were Schieffelin & Co., of this city, the American agents of the manufacturer. The labels used by Heusel were printed by a local printing house in Milwaukee and by order of the district attorney these were destroyed along with the goods, upon which they were used, as also the plates from which the labels were printed. Heusel was convicted on a similar charge in November, 1890.

IONONE ADVANCED IN VALUATION.

The United States Board of General Appraisers in a recent decision has placed ionone, the synthetic compound used in the manufacture of violet perfumes on the list of reappraisements, the substance being advanced 1200 per cent over the former valuation. Ionone was formerly entered at 400 francs per kilo., but under the new ruling it is rated at 4,800 francs, the foreign market value of the extract which it is made to imitate. The reappraisement was made on the ground that ionone is not a mere chemical compound, but a substitute and imitation for something else of greater value. Ionone is imported from Paris, France.

NOTES.

—H. De B. Page returned to New York Oct. 30, from a three week's visit in Montreal, Canada, where he went in the interests of the Vapo Cresolene Co. Mr. Page says the druggists in Canada are not troubled with the cut-rate evil as they are on this side and thinks the cutting there has been reduced considerably of late. Leeming, Miles & Co., one of the largest wholesale and jobbing drug houses in Canada, gave very encouraging reports of the general drug trade throughout Canada during the past few months and say the prospects for winter trade are good. Mr. Page made a personal canvass of many retail drug stores in Montreal and the lowest cutter on his speciality was fifteen cents higher in price than New York druggists, while the majority were receiving full prices and seemed to be doing as much business as the cutters.

—Among the visiting pharmacists in New York the early part of last week were R. L. Corbin, Ellenville, N. Y.; C. K. Brown, Deposit, N. Y.; P. M. Hamlin, of P. M. Hamlin & Co., Rome, N. Y.; W. B. Van Vleet, Johnstown, N. Y., and T. S. Armstrong, Plainfield, N. J. Alfred M. Palmer, of Olean, N. Y., a member of the State Board of Pharmacy visited friends in the trade on Tuesday.

—C. Schlosser, of Schlosser Brothers' Pharmacy, Louisville, Ky., Wilmet J. Hall, Cincinnati, Ohio, William H. Jones, Stamford, Conn., and Charles Starr, New London, Conn., were buyers in the drug section recently. Mr. Hall was accompanied by his sister and combined business with his vacation trip.

—Clarence M. Lyon, for 25 years connected with the sale of Puffer's Soda Fountains in this vicinity, is now associated with the independent concern, the Puffer Manufacturing Co., of Boston, as manager of their New York salesroom at the old stand, No. 216 Centre street, near Grand.

—Some of the nearby pharmacists visiting the New York trade last week were F. H. Slater, Matawan, N. J.; G. S. Campbell, Millburn, N. J.; M. Hyde, of the Hyde Drug Co., Rochester, N. Y.; B. C. GaNun and J. N. Walker, Carmel, N. Y.; F. N. Bliss, Rye, N. Y., and S. Hicks, of Hicks Bros., Great Neck, L. I.

—Robert V. Smith, formerly a clerk with Lyons & Ziegler, Jersey City, has opened a drug store at 2700 Boulevard in that city. The store was occupied by druggist S. J. Betts until recently. New fixtures have been put in and a neat up-to-date pharmacy will be the result.

—George E. Schweinfurth made a record score of 216 in one game for the Retail Druggists' Bowling Association at Starr's alleys, Tuesday, Oct. 29. Thus far the members of the association have rolled good average scores and 190 is looked at as "easy" by the majority.

—Recent transfers of drug stores in New York include the sale of the store at 117th street and Seventh avenue to druggist A. H. Missildine, of No. 77 Lenox avenue, by P. J. Tore, and that of Albert T. Koertge at No. 2157 Eighth avenue to Schaaf Bros.

—E. S. Schoonmaker, the Ansonia, Conn., pharmacist, was in New York several days last week. Mr. Schoonmaker is a veteran "Neptune," have been a gunner under Commodore C. H. Tompkins, of Sheffield & Co., some 23 years ago.

—A new pharmacy, The University Medical Hall, of which W. E. Dreyfus, A. B., Ph. D., is the proprietor, has just been opened at the corner of 120th street and Amsterdam avenue, just opposite the Columbia University.

—Halper's Prescription Pharmacy is the name of a new drug store which has been lately opened at 1297 Amsterdam avenue, near 124th street. The opening day was celebrated by giving away to purchasers substantial souvenirs of Japanese make.

—Mr. and Mrs. Herbert B. Harding, of No. 326 West 77th street, have announced the engagement of their daughter Mathilde, to Mr. Emil A. Tauchert. Miss Harding is a favorite in society on the West Side. Mr. Tauchert is a member of the New York Stock Exchange.

—E. W. Thompson, of E. W. Thompson & Co., New Britain Conn., was in the city last week en route to points

in upper New York State. Mr. Thompson is taking his annual outing and is accompanied by Mrs. Thompson.

—M. Monteseur, for a long time connected with the Wilson Pharmacy at Broadway and 34th street, has purchased the Gebhardt Pharmacy at 57th street and First avenue. This store was established in 1870.

—Charles P. Jaynes, of the well known Jaynes' Pharmacies in Boston, Mass., was one of the visiting druggists in the city last week. Mr. Jaynes had been to New Haven where his son is attending Yale college.

—James A. Notkin, until recently head clerk with druggist Charles Fleischer, New Haven, Conn., was in the city last week making purchases for a new drug store he will open on Congress avenue, New Haven.

—E. H. Powell, New York State representative of Lehn & Fink, and H. Laughlin, the firm's New England representative from the sundries department, were in New York last week getting ready for fall trips.

—W. M. Broderick, one of the hustling pharmacists at Buchanan, Mich., has recently returned from a trip to the Buffalo exposition and a visit to relatives in upper Canada. Mrs. Broderick accompanied him.

—H. Scott, partner in the drug firm of Church & Scott, Cooperstown, N. Y., is taking a vacation. Mr. Scott has been in New York several days and visited friends in the drug trade.

—P. T. Bache has opened a new drug store at 38th street and Ninth avenue, New York. Mr. Bache was formerly manager of Otto Areskog's pharmacy in Brooklyn.

—E. C. Reiss, of Babylon, N. Y., was on a buying trip to the city last week. Mr. Reiss is now proprietor of the drug store in Babylon formerly conducted by Philip W. Link.

—Theodore A. Klebs has opened a new drug store at the corner of 63d street and Third avenue. Mr. Klebs was formerly in the retail drug business in Birmingham Ala.

—E. C. DeWitt, of E. C. DeWitt & Co., proprietary medicine manufacturers, Chicago, is in New York. He is accompanied by Mrs. DeWitt and while here is making the Waldorf his headquarters.

—F. H. Crooks, a former retail pharmacist at Kalamazoo, Mich., has recently come East to represent the Fraser Tablet Co. in New Jersey.

—A notice in the window of Hudnut's Pharmacy at No. 205 Broadway informs the public that the business is now a branch of Hegeman & Co., No. 196 Broadway.

—Frederick T. Gordon, naval pharmacist at the League Island Navy Yard, Philadelphia, was in New York last week.

—W. H. Chamberlain, a patent and trade mark attorney, of Chicago, and well known in drug circles was registered at the Waldorf last week.

—Jake Weil, formerly a city salesman for Max Zeller, now occupies a similar position with Scheffelin & Co.

A Popular Preparation.

One of the best advertised and most popular preparations for the cure of Nasal Catarrh and similar troubles is Ely's Cream Balm. It was originated and placed on the market nearly twenty years ago by a firm of experienced druggists, Ely Bros., and their business in this special article eventually grew to such proportions that they were compelled to devote their entire attention to it. Ely Bros. emphasize the fact that it is to the interest of druggists to supply Ely's Cream Balm whenever a customer calls for it, or even when simply a good Catarrh remedy is asked for. The test of time has proved that this preparation always gives satisfactory results. It is a uniform preparation, made according to a scientific formula from the very best quality of drugs. In supplying it to his trade, the druggist does not run the risk of causing dissatisfaction, which might occur when the customer is induced to experiment with new preparations, the merit of which has not been fully demonstrated. Druggists who desire counter advertising literature regarding Ely's Cream Balm can obtain the same by writing to the manufacturers, Ely Bros., 56 Warren street, New York.

IN AND ABOUT BOSTON.

DECISION OF THE SUPREME COURT REGARDING DRUGGISTS LICENSES WILL BE IMPORTANT.

Boston, Nov. 2.—The Supreme Court of this city has this week heard in a preliminary way the case in which thirteen druggists of Salem petition for a writ of mandamus to compel Mayor Hurley of that city to sign the sixth-class liquor licenses granted them last June by the board of aldermen, to which the mayor ever since then has refused, on temperance grounds, to affix his signature. United States District Attorney Moulton is counsel for the druggists, and, singularly, his predecessor in office, Boyd E. Jones, appears against him and his clients as counsel for the mayor.

At the last election in Salem, the no-license vote was carried by more than 300 majority and this did away with the liquor licenses, except those of the sixth-class, given to druggists. Mayor Hurley and his counsel raise the question whether the issuance of these should not also be restricted. The whole contention is based on Chapter 100, section 5, of the Statutes of 1882, which in part says:

"In a city which at its annual municipal election, or in a town which at its annual meeting, votes to authorize the granting of licenses for the sale of intoxicating liquor, as hereinafter provided, licenses of the first five classes mentioned in section 10, and in any other city or town licenses of the sixth-class mentioned in said section may be granted annually by the Mayor and Aldermen of the City or the Selectmen of the town, to persons applying therefor."

As this act plainly sets forth, the license commissioners in a city or town that has voted not to grant liquor licenses have the option of issuing licenses of the sixth class to druggists.

Judge Barker presided and heard no arguments, but decided that the case should come up later before the full bench of the court.

A similar case was that of Mayor Robinson of Gloucester, who resigned rather than obey the order of the court to sign druggists' licenses, but the situation there was different because the city had voted license. Mayor Hurley says that Salem hasn't a "speak easy" today, and, further, that the druggists won't get licenses—that Salem might as well have saloons; which is severe on the druggists.

Notwithstanding the opposition which he has raised through his persistency in refusing to sign licenses, Mayor Hurley intends to run again for re-election to that office. He feels it his duty, since Salem voted "no-license," to keep within the law and enforce it as regards the liquor question.

TRADE CONDITIONS SATISFACTORY.

Boston, Nov. 2.—Druggists in general hereabout have a contented sort of a look which comes from the fact that trade conditions are so satisfactory. Nearly all tell practically the same story and say that business is good. The wholesale and jobbing houses also report excellent business with all that they can attend to in the way of good orders from all parts of the country. They further say that they know that the retailers are experiencing satisfactory fall trade. In the general market, drugs are in fairly good demand, without any great or special impetus given to any one line. Prices hold steady, as a whole. Chemicals also are well sought, perhaps a little more so than drugs, and prices seem firm. With the dye-stuffs and tanning materials, trade is proving satisfactory on average calls for these commodities. Cologne spirits and grain alcohol are sought in an average way, with no specially noticeable activity. Without special changes in quotations, waxes are in fair demand.

NOTES.

—At the last meeting of the Boston Associated Board of Trade, Hon. Gorham D. Gilman, of Gilman Bros., the druggists, was one of the speakers. With Jerome Jones and F. H. Woodward he formed a committee on resolutions regarding customs laws and reciprocity. The committee in their resolution urged the senators and representatives from Massachusetts in the United States

Congress to give the reciprocal trade policy of the Administration that willing and active support which is needed to give full force and effect to the trade treaties that have been or may be made.

—Residents of Morningside, a suburb of Pittsfield, are anxious that a drug store be added to the other lines of business of that district, all because of the great difficulty experienced in getting prescriptions filled, especially late at night. It often happens that a physician is called, who leaves a prescription for immediate filling, and it is necessary to walk to the city proper in order to have it compounded.

—To the Massachusetts Commissioners of Corporations, the Reycoff Pharmacy Co., of Cambridge, makes this annual report: Cash and debts receivable, \$6,841, manufactures and merchandise and patent rights, \$25,000; a total of \$31,841; against which is capital stock, \$25,000; debt, \$6,433; reserve for depreciation, \$388—a total of \$31,841.

—Edward Dempsey, head clerk in the drug store of P. A. Chambers in Williamstown, has resigned his position in order to come to Boston, where he will enter the Massachusetts College of Pharmacy. Mr. Dempsey has been employed in the store at Williamstown for over two years and he previously had three years' experience in North Adams.

—Primau's Pharmacy, located in Crocker Hall, Fitchburg, was slightly damaged by water the other morning, through a fire that originated in the second floor of the building. That only the ceiling was soiled in spots and a few articles dampened is due to the excellent work of the firemen who kept the blaze under control from the start.

—Winchendon is to have a fine new drug store which A. G. Durgin of Quincy is to open and conduct, as soon as it is completed for occupancy. It is located in the new Rome Building. Its interior finish will be right up-to-date, in a happy combination of practical and artistic ideas.

—About twenty-five members of the Boston Druggists' Association attended the October meeting, held this week at Young's Hotel. The president, F. A. Hubbard, presided. Following dinner there was general discussion, in a purely informal way, of matters bearing upon the trade.

—The pharmacy of Dr. C. G. Heald & Co., at Pepperell, has been bought by William H. Mansfield, a registered pharmacist of experience, who formerly had a drug store in Railroad square in that town, several years ago, but who of late has not lived in Pepperell.

—Because he was far-sighted enough to carry accident insurance, Albert L. Wyman, a druggist of this city, with a store at 79 Berkeley street, recently received from one of the insurance companies a goodly sum, as the result of incapacity from accident.

—With an entirely new stock of goods, replacing all that remained of the old stock, Frank Kelly of this city has opened the drug store, at the corner of Mechanic and Walter streets in Leominster, which he recently purchased.

—Walter H. Colby's drug store in Haverhill, where it is situated at the corner of Washington and High streets, has been sold. John H. Edgerly is the new proprietor. For a long time he has been associated with Frank S. Preble.

—Associated with F. H. Putnam in promoting the Putnam Manufacturing Co., of Cambridge, recently organized with a capital stock of \$200,000 to manufacture and deal in drugs, will be W. H. Gwynne and J. L. Putnam.

—The Ropes Drug Co. of Salem, has just added an optical department to its business, which will be under the management of W. L. Maxey, who formerly was in business on his own account in Maine.

—John D. Sheehan has been engaged as clerk by Felix Labrie, who recently bought the Dr. Moore pharmacy at West Warren. Mr. Sheehan takes the place of William Phelps, the former clerk of the store.

—Major J. A. Greene of Weirs, N. H., a member of the Dr. Greene Nervura Co., has announced that he is a candidate for the nomination of congressman from New Hampshire.

—The new drug store of Fred Lane, at Gloucester, has been completed and he has now taken possession of it. It is situated at the corner of Washington and Pine streets.

PHILADELPHIA.

LITTLE CHANGE IN BUSINESS.

Philadelphia, Nov. 2.—There is very little change in a business way from last week, trade has been quiet and steady without fluctuations. Thursday and Friday were the dulldest days of the week, the rest were fairly good. Smallpox still decreases, 52 cases last week against 59 the week before, and the demand for vaccine is perceptibly lighter. During the week an effort was made to ascertain from retail druggists in representative sections of the city how their business for October, 1901 compared with that for October, 1900; the general opinion was that there is a decided improvement in this year's average and that druggists have made more money in most cases. This is ascribed by the retailers partly to the general prosperity of the country, partly to the lessening of "cut throat" competition between near neighbors, and partly to the better prices on goods now being secured through organization and mutual agreement. Very few of the retailers approached seem to expect full prices on patents in this city and all agree in declaring that future profits must come from close attention to business principles and mutual agreements on higher prices in sections where general conditions are the same. The value of the P. A. R. D. as a factor in local prosperity is generally agreed on.

Wholesale dealers in drug sundries, manufacturers and jobbers unite in agreeing that October, 1901, has been a good month, better than for some time. Their business has been good, collections generally have been satisfactory and few losses from failures among retailers have to be noted. The drug market has been and is steady, the only speculative tendency is in quinine, several heavy purchases having been made by local firms, and heavy chemicals and dyestuffs continue firm, and in brisk demand.

CHEMISTS TO HAVE NATIONAL SOCIETY.

Philadelphia, Nov. 2.—A meeting was held Friday at the "Engineers' Club" looking to the formation of a national organization to be known as the "American Electrical Chemical Society." Professor J. W. Richards of Lehigh University, one of America's leading chemists and vice-president of the American Chemical Society, acted as chairman of the meeting. Dr. Carl Hering, ex-president of the American Institute of Electrical Engineers acted as secretary. Plans were adopted for securing membership and forming a permanent organization. Dr. Charles A. Doremus of New York, was made chairman of the committee on membership. In line with the renewed activity of local chemists, a special meeting of the Philadelphia "section" of the American Chemical Society has been called for Monday night, at the Harrison Laboratory, University of Pennsylvania, to consider plans for entertaining visiting members at the next yearly meeting of the American Chemical Society, which will be held here.

NOTES.

—In the news letter from Philadelphia published in the Era of Oct. 17, an injustice was inadvertently done to the committee on entertainment of the Alumni Association, Philadelphia College of Pharmacy, in criticising the method of issuing tickets to the "social meeting" of the week previous. Complaints had been made that few of the Alumni or those interested in the College had been sent tickets and this was gathered among other news items from certain Alumni. It seems that the committee had decided that it could not afford the expense of sending tickets to all Alumni and members of the college, and will give notice that these could be secured on application by those desiring them, so if any did not get tickets it was solely because they did not send a request for any. The entertainment committee wishes it understood that sufficient tickets will be issued for all entertainments and that any person connected with or interested in the

P. C. P. will be gladly furnished with all he may require on application to the registrar of the college, N. W. Stem, or any member of the committee. Members of the college or alumni will, of course, be admitted even if without tickets on recognition by the reception committee. The second "social meeting" of this year will be given on Tuesday, Nov. 19, at the college and all members and alumni are invited to attend.

—The Philadelphia "Drug Bowling League" will soon begin its winter schedule of games, the first "rolling" being slated for Tuesday, Nov. 12. The schedule committee had planned to have the initial games next Tuesday, but had to postpone them on account of the election on that day. From the cordial and hearty support given the league by local firms the coming season will be full of interest and prosperity and good scores are looked for. A party of local bowlers headed by D. E. Bransome, have accepted an invitation from the New York League to roll a few games this week.

—A conference was held in this city during the week between Messrs Powell, chairman of the entertainment committee of the Maryland Pharmaceutical Association, W. H. Fraley of Lancaster, W. L. Cliffe, local secretary of the American Pharmaceutical Association and D. E. Bransome, entertainment committee, Pennsylvania Pharmaceutical Association, to arrange for a joint meeting of the Maryland and Pennsylvania Pharmaceutical Associations at Buena Vista next year. From present indications, it looks as if this arrangement for joint sessions will be a great success.

—A meeting of the retail druggists of some of the up-town wards will be held at Elfreth's Hall Twelfth street and Columbia avenue, on Friday evening, to discuss local conditions and to adjust disagreements as to prices. A full meeting is looked for as there has been great effort on the part of D. P. Little, the agent of the P. A. R. D., to bring out a majority of local retailers. The use of this hall has been donated to the P. A. R. D. by J. R. Elfreth, whose drug store occupies the ground floor of the building.

—In spite of the opening of the college year and the attendance of numerous young men, there is still a scarcity of good clerks, registered pharmacists especially, and many druggists are now without adequate help. With wages at \$12 to \$15 a week for registered pharmacists and the long hours kept in the majority of stores, it looks as if some change must be made if qualified young men are to fill up the depleted ranks of clerks.

—J. A. Rudy, whose drug store is at Ninth and Locust streets has joined the ranks of the benedicts, having fulfilled Scriptural injunction and taken unto himself a wife. Another benedict druggist, H. N. Snyder of Lancaster was in town this week to celebrate the recent arrival of a son and heir who is expected to some day become president of the N. A. R. D.

—J. Balbunie, a West Philadelphia druggist, has bought out A. T. Conard at Thirteenth and Jefferson streets and will conduct this store. Norman Conard who has been for some time in charge of this branch store will now retire from the retail business, having accepted a position with the H. K. Mulford Co.

—J. V. Slaughter, a local druggist, has left the city for an extended trip west, Denver being his objective point, where he expects to look after some investments and combine business with pleasure.

Price Changes.

Schering & Glatz announce their prices from November 1 as follows: Urotropin, in 1-ounce cork stoppered vials, 60c; 7½ grain tablets, 25c per box of 20; 5-grain tablets, 25c per box of 30; Glucol, Dr. Schleich, 1-ounce tins, 60c; one-third ounce vials, flat oval, with perforated tops, 25c. Levulose, chem. pure (Diabotin) 1-pound screw top glass jars, \$1.60. Levulose, in honey form, 1-pound screw top glass jars, \$1.40. Gualacal, chem. pure crystals, 1-ounce glass stoppered vials, 75c. New additions to the firm's list are Beta-Eucalin Acetate, in 1-ounce vials, \$3.50. Chinotropin, in ½-ounce or 1-ounce vials, at \$2.00 per ounce.

BALTIMORE.

DRUG TRADE HOWLERS.

Baltimore, Nov. 1.—The teams of the Baltimore Drug Trade Bowling Club were again hard at work during the week. On last Tuesday night, Sharp & Dohme met the Armstrong Cork Co.'s quintette and last night McCormick & Co. gave battle to James Baily & Son. The Sharp & Dohme men made it three straight with their opponents, while McCormick & Co. got two out of three from their antagonists. Tuesday's scores were 757, 756 and 714, against 633, 581 and 688. Last night's records were 765, 635 and 761, against 761, 866 and 691. Sharp & Dohme's highest score was 186, rolled up by Goldsborough. Holzerman, of James Baily & Son, in one of last night's games rolled up to 198, while McCormick's highest man, Baumgarten, had only 178. But the work of McCormick & Co. was more even than that of the opposing team. The several teams now stand as follows:

Teams.	Games won.	Games lost.	Percentage.
Sharp & Dohme	9	0	1.000
Root & Herbs	7	2	.778
James Baily & Son	5	4	.556
Stanley & Brown Drug Co.	3	6	.333
McCormick & Co.	3	6	.333
Armstrong Cork Co.	2	7	.222
Ferrell & Kellam Co.	0	6	.000

COLLEGE OF PHARMACY RECEPTION.

Baltimore, Nov. 1.—The reception to students at the Maryland College of Pharmacy last night proved to be a most enjoyable affair. Both classes were largely represented and the evening passed away pleasantly. Mr. Jefferson entertained the company with several renditions on musical goblets, an orchestra played a number of selections and there was much speechmaking. President Charles E. Dohme, of the college, made an address of welcome to the students, the other speakers being Prof. William Simon, H. P. Hynson and Owen C. Smith, president of the Alumni Association. The latter expressed the hope that all the graduates would join this organization. Short addresses were also delivered by Messrs Mitchell and Evans, presidents of the senior and junior classes, respectively. A dance followed the entertainment and refreshments were served. It has been suggested that a series of receptions be given at the college in the course of the winter.

STATE OF TRADE.

Baltimore, Nov. 3.—The drug trade conditions here did not undergo any decided change last week. A heavy movement continued to distinguish the jobbing business, while the manufacturers of pharmaceuticals were also kept steadily at work. The drug trade at the present time is of exceptional volume, activity seeming to prevail in every branch. No marked fluctuations are reported in the market for botanicals. Certain articles are still either firm in price or going up in consequence of the short crop. The information that they command high values has served to bring out some large lots and has stimulated buying at present quotations. The retailers have nothing new to report. Many of them complain that business is quiet, but they evidently take a narrow view of the situation.

DRUG CLERKS IN DEMAND.

Baltimore, Nov. 3.—Conscientious and efficient clerks are in demand among Baltimore druggists. A number of retailers would like to get capable help, but seem unable to obtain just the kind of young men they want. Students in pharmacy who feel able or find it necessary to work outside of lecture hours experience no difficulty whatever in securing places, and all inquiries of this kind elicit the information from competent sources that positions are available.

NOTES.

—The Wedgewood Club's monthly dinner last Thursday evening at the Eutaw House brought out not only

the full membership, but proved to be an exceedingly pleasant affair. Mr. Stagmer, of Parke, Davis & Co., and Messrs. Brooks and Parkhurst, of the Ferrell & Kellam Co., were admitted to membership. Dr. J. G. Blake, of the Flint Club, an organization which pursues similar aims as the Wedgewood Club, and which is composed of physicians, was present as an invited guest. In accordance with established custom oratory was hooted down. —At the next meeting of the Maryland College of Pharmacy Professor Hayes, a graduate of Maine University and the chemist of the Walker-Gordon Milk Laboratory, will read a paper on the physical composition of milk. This will be followed by a discussion of papers read before the section on practical pharmacy and dispensing of the American Pharmaceutical Association at the annual meeting in St. Louis.

—The Cutinal Drug Co. for manufacturing pharmaceutical preparations, was incorporated in Baltimore last Wednesday by Charles F. Bender, Charles W. A. New, John P. New and William A. Walter. The capital stock is \$10,000, divided into \$10 shares.

—Louis J. Roth has sold his retail pharmacy at Edmondson and Fulton avenues, to Hudson Bros. The members of this firm were until recently clerking for different druggists.

—F. P. Woods, for twenty-five years a clerk in the employ of Robertson & Co., retail druggists, at Calvert, near Franklin street, has resigned to do relief work.

—Fred Gimpel, who came to Baltimore from Cumberland recently, has taken a clerkship with Dr. Bennett, Fulton and Frederick avenues.

—Among the visiting pharmacists in Baltimore last week was Jos. A. Jeffries of Warrenton, Va.

CINCINNATI.

RUMOR OF A NEW WHOLESALE DRUG HOUSE.

Cincinnati, Nov. 2.—The presence this week of Chas. F. Weller, president of the Richardson Drug Co. of Omaha, and William J. Walding, of Walding, Kinnan & Marion Co., of Toledo, has revived the rumor of a new wholesale drug house in this city. Mr. Weller said: "I have been looking for a site in Cincinnati, and have found an ideal building on Fourth street, which I shall suggest to a firm which is considering a house in your city. There is a fine opening here."

NOTES.

—Louis W. Sauer, a well known druggist of this city, died Thursday morning at his residence, Baymiller street and Central avenue, after an illness of two weeks. Asthma and pneumonia were the immediate cause of his death. Mr. Sauer was 39 years of age and had a wide circle of friends. He was a graduate of the Cincinnati College of Pharmacy and a member of the faculty of that institution and of the Cincinnati College of Medicine. He leaves a wife and two children.

—A Cincinnati young lady, Miss Magdaline, daughter of Mrs. Anna Schreck, druggist at Wheeler and Warner streets has just been granted a certificate as Pharmacist by the State Board of Pharmacy which met this week. Other fortunate persons from here were Frank Kapp, Julius Kling, C. J. Harris, Wm. Ganzs and Martin Murray.

—The following hustlers were in town this week: C. M. Browning, of Benton, Myers & Co.; Jacob Blitz, of J. Elwood Lee Co.; Geo. M. Smyth, of J. M. Maris & Co.; Frank Pike, of Sharp & Dohme; Wm. Healy, of Johnson & Johnson, and William Cordes, of the Florence Mfg. Co. All of them signed the muster roll of the new Drug Club.

—Death claimed another victim this week in the person of Otto Heineman, the druggist at Linn and Laurel streets. Mr. Heineman has been in the drug business for over forty years and was prominent in German circles in this city.

—The Wm. S. Merrill Chemical Co. will build an additional factory of three stories adjoining their present building. The factory will have frontage of 75 feet and 103 feet in depth.

Four-Fold Liniment is sold by all jobbers.

DETROIT AND MICHIGAN.

INDICATIONS FAVORABLE FOR GOOD BUSINESS.

Detroit, Nov. 2.—The condition of the drug trade in the State seems to be somewhat improved and indications point to a fairly remunerative business for the winter. Changes during the past week in the trade have been very few, and pharmacists, as a rule, seem to have a more hopeful view of the future.

NOTES.

—The most important happening during the past week has been the transfer of the business conducted under the name of The Seeley Pharmacal Co. to W. H. Burke and N. A. Tabor, operating under the firm name of W. H. Burke & Co. This drug business was instituted a great many years ago by Arthur Bassett. About fourteen years ago Mr. Bassett formed a partnership with Frank L'Hommedieu, the firm name appearing as Bassett & L'Hommedieu. The firm took possession of a modern building upon the site of the old Bassett store, remaining in this connection for several years until the health of Mr. L'Hommedieu necessitated the severing of his connection with the firm. The firm then took on the title of The Detroit Pharmacal Co., and later, The Seeley Pharmacal Co., Mr. Bassett in the meantime having sold out his interests and entered upon the duties of special agent for the Northwestern Life Insurance Co., of Milwaukee.

W. H. Burke & Co. are considerable factors in the retail drug trade of Detroit, operating stores at Grand River avenue and Plum street, Woodward avenue and Elizabeth street, the Central Drug Store and their new possession. Mr. Seeley has as yet made no arrangements for the future although he will devote his energies in a large measure to the interests of the N. A. R. D., of which he was recently elected president. It is reported, however, that he has received an offer from Burke & Co., to retain his management of the business formerly under his charge.

—A delegation of about twenty prominent Porto Rican merchants, who are making a tour of the country and visiting the large plants in the different cities, inspected the laboratories of Parke, Davis & Co. at Detroit on Tuesday afternoon, Oct. 29. The visitors were particularly impressed and pleased with the methods in vogue covering the evolution of serum and vaccine manufacture. Expressions of commendation were heard upon all sides at the great cleanliness apparent in the biological stables. At the conclusion of the trip light refreshments were served in the main building, addresses being made by Mayor Maybury of Detroit, and members of the visiting Porto Rican party.

—The work upon the science laboratory being erected by Parke, Davis & Co. is being pushed to completion as rapidly as possible, although it will be several months before the building will be ready for occupancy. The structure alone, without fixtures and apparatus of any kind, will cost \$100,000, and when completed will cost in the vicinity of \$175,000. The new building will be devoted exclusively to scientific research, biological and analytical work.

—John L. Wallace has purchased the business of the late Wm. McDonald of Kalamazoo, the purchase price being \$3,800. Mr. Wallace was employed as chief clerk by Mr. McDonald for over twelve years and starts in business for himself with a wide acquaintance and amply fitted to conduct the store with which he has been identified for such a length of time.

—John B. Hulett, Texas salesman for Lambert & Lowman, Detroit, is seriously ill with typhoid fever at Waco, Texas. J. Beauvais, formerly with Stearns & Co., and P. H. Smiley, for many years with C. N. Crittenton Co. of New York, have connected themselves with Lambert & Lowman, Mr. Smiley representing them in the Southwest.

—Ford McCarrick, employed as a drug clerk in Eaton Rapids, recently eloped with Miss Bessie Sevens of Lansing, taking a wedding trip to the Pan American Exposition and from that point proceeding to break the news to the parents of the young lady. Young McCarrick is twenty-one years old and the bride eighteen.

—Fred H. Crooks has sold his interest in the firm of F. H. Crooks & Co. to Chas. W. Cook. Mr. Crooks has accepted a position as traveller for the Fraser Tablet Triturate Manufacturing Co. of Brooklyn, N. Y., and has already left to start upon his new duties, his territory being in New Jersey.

—Fred L. Heath of Hastings, has purchased the store formerly owned by Paul V. Finch & Co. at Grand Rapids. Frank H. Escott, now manager for the Grand Rapids store, will continue in that capacity, Mr. Heath remaining in Hastings.

—E. G. Swift, manager of the Canadian laboratory of Parke, Davis & Co., located at Walkerville directly across the river from the Detroit plant, left last week for an extended hunting trip in the Muskoka region in Ontario.

—Some time ago pharmacist George La Tour was complained of in the recorder's court for selling liquor without a retailer's license, but he was promptly acquitted by a jury in the above mentioned court a few days ago.

—Frank Williams, who has been confined at Harper Hospital for the past seven weeks with typhoid fever, has returned to his post of duty at the pharmacy of W. A. Hall & Co., Detroit.

—On Wednesday evening, Nov. 13, Dr. Heneage Gibbs will deliver a lecture on tuberculosis, illustrated with stereoscopic views, before the Drug Clerk's Association of Michigan.

—L. A. McDermott, for the past three years representing the Wm. S. Merrell Chemical Co., has resigned and accepted a position in the traveling service of Parke, Davis & Co.

—The new drug store of Carr & Granger, Mt. Pleasant, occupied by R. R. Grunner, was recently destroyed by fire, entailing a loss of about \$1,000, with no insurance.

—R. T. Bower of Petoskey, has sold his drug store to his former clerk, George Eckels. The new business will be operated under the name of The Eckels Drug Co.

—Dr. E. L. Foote, pharmacist at Garden, has started on his annual pilgrimage in search of game, which occasion he looks forward to with interest each year.

—Howard J. Linsell, for the past four years at Parke, Davis & Co.'s has accepted the management of the Highland Park Pharmacy, in the suburbs of Detroit.

—The Drug Clerks' Association of Michigan, will give its third annual hop at Strassburg's Dancing Academy upon the evening of Friday, Nov. 22.

—The drug store of Lucila Sherman at North Branch is now known as the Sherman Pharmacy, there being no change, however, in ownership.

—H. H. Johnson, with Messrs. Gray & Worcester, Detroit for some time past, has severed his connection with that firm.

—There are now thirty-two counties in the State which have branches of the N. A. R. D., with a total membership of 1,200.

—W. C. Ammerman, an Escanaba druggist, left a few days ago for his annual hunting trip in and around Manitoba.

March.

A preparation that has been used and recommended by many physicians in this country is advertised in this issue. March is a non-poisonous, non-irritant, antiseptic, poultice and surgical dressing, put up in cans at 25c, 50c and \$1.00 each. It is an excellent preparation for inflammation and congestion, and is an external application which does not interfere with any internal medicine. The proprietors are extensively advertising March and bringing it to the notice of physicians. It yields the druggist 75 per cent profit, less freight, and should have attention by enterprising dealers. The makers of March offer to send sample cans for medical patrons to druggists who send a list of names. Address the Columbia Chemical Co., No. 1720 Curtis street, Denver, Colorado.

Bickmore's Gall Cure is so well known as a reliable remedy that it is doubtful if there are any druggists who have not at least heard of it and probably most of them have sold it. For druggists who have not handled it the makers offer to send free samples. Address the Bickmore Gall Cure Co., Box 960, Old Town, Maine.

CHICAGO.

C. R. D. A. MEETS.

Chicago, Nov. 2.—The Chicago Retail Druggists' association met on Tuesday afternoon, Oct. 29. The meeting was the regular quarterly gathering of the organization and various topics of interest were discussed. President George A. Graves occupied the chair. The first question which engaged the attention of the meeting was the retailing of drugs by wholesalers.

The topic seemed to be a fruitful one and various members related what they knew and what they had heard concerning the question at issue locally applied. Many incidents were related concerning the sinful practice of retailing drugs from a wholesale store, and experiences were coming thick and fast, when the Nestor of the association, Mr. Ebert, arose and suggested that little could be done by approaching the matter in any but a friendly and tolerant spirit; that the jobbing trade are men and gentlemen, and that they would without doubt listen to any suggestions brought to them in a spirit of justice and good will. The suggestion was received with approval and on motion of Mr. Bodemann the president was instructed to appoint a committee consisting of three members of the Executive Committee to call upon the jobbers and confer with them upon the subject at issue and, if possible, devise a remedy and come to some equitable understanding.

The report of the delegates to the N. A. R. D. convention at Buffalo was next heard. Messrs. Straw, Gale and Bodemann carried off the honors for vivid and forceful reports.

Mr. Bodemann read some resolutions of condolence to be sent to Theodore C. Loehr on account of the recent death of his wife. Mr. Loehr will be remembered as a former president of the Illinois Pharmaceutical Association. The resolutions were unanimously adopted.

Mr. Voegeli of Minneapolis, newly elected vice-president of the N. A. R. D. was called upon by the president and made a stirring speech concerning the work of the organization and the success of the plan pursued in Minneapolis.

The down town situation in drugs was quite fully gone into. It was announced that the first district had thought best to inaugurate a system of cutting for the next six months to see if it would not bring the big stores to time. This plan, however, was denounced by a number of druggists doing business in the first district, who said that no druggist in the district had a purse long enough to beat the big men at their own game. The suggestion was made that instead of cutting, prices should be restored in the first district and so soon as there was no call for a proprietary at full price let it be dropped. This would leave no outlet but the department stores and druggists would cease to be advertisers of the preparations of the big manufacturers. The vent would be too small for the demand, demand would fall off and the manufacturers would finally wake up and help the druggists devise a remedy. After much discussion the meeting adjourned.

PHARMACY STUDENTS ELECT CLASS OFFICERS.

Chicago, Nov. 2.—The Junior and Senior classes of the Chicago College of Pharmacy elected their officers recently. The senior class officers are C. M. Snow, president; F. H. Heldbreder vice-president; W. H. Engel, secretary; F. E. Pierce, treasurer, and J. F. Forbrick, sergeant-at-arms. The junior class officers are E. C. Keayon, president; H. T. Harton, vice-president; C. H. Schafer, secretary; E. O. Hahn, sergeant-at-arms. A treasurer is yet to be elected. The enrollment at the Chicago College of Pharmacy is 100 for the junior class and 53 for the senior. The alumni association is making plans for a ball to be given Dec. 5 at Commandery Hall, Masonic Temple.

CHICAGO TRADE ACTIVE.

Chicago, Nov. 2.—Business in wholesale and manufacturing lines is active. There is a strong demand for staple drugs and pharmaceuticals and there seems to be plenty of money to back it up. Sundries and holiday goods are moving freely and the demand is very large.

NOTES.

—The following item clipped from a Chicago evening paper of recent date is interesting: A man believed to be an ex-drug clerk tried to hold up a drug clerk this morning. The drug clerk had more nerve than the intruder.

The police are hot after the offender. A dozen offenses are charged up against him.

Albert C. Clancy was sleeping in the drug store of his father, Cornelius L. Clancy, 1240 North Clark street, at 4.30 this morning when the bell was rung loud and long. Clancy rubbed his eyes, stretched, and went to the door.

A man, apparently in great hurry, stood without. "I want this prescription filled!" exclaimed the man as he showed a prescription blank.

Clancy, suspecting nothing, opened the door, took the prescription, and went behind the case to fill it. He was reading over the prescription when the pretended customer slipped behind the counter, thrust a revolver to his head, and said sternly:

"Hold up your hands!"

Now about ninety-nine men out of a hundred would have shoved their hands up as high as possible, but Clancy was the hundredth man.

Quick as a flash he drew his revolver from his hip pocket and opened fire at the robber. The crook, astounded at this sudden play of the clerk, turned and ran, firing two shots as he did.

Clancy pursued hotly, firing five shots in all. The robber dashed out of the door. Then Clancy, his revolver being empty, notified the police.

Neither clerk nor robber was hit by the bullets, but seventeen bottles and one mirror received mortal wounds.

The police are confident they know the man who attempted to rob the store. The suspect is an ex-drug clerk. He has made it his practice to ring up druggists in the dead of night and present prescriptions to be filled, ending by holding up the obliging druggist.

—F. S. Baker & Co. incorporated, Chicago; capital, \$10,000; wholesale and retail drug business; incorporators: Otto E. Webber, Francis M. Baker, Francis S. Baker. The above item appeared among the new incorporations this week. F. S. Baker & Co. will be remembered as the concern that has been exciting the manufacturers general inquiry because of their varied and extensive orders for goods.

—The Chicago Tribune is instituting a warm campaign against the inadequacy of the Chicago telephone service, and all classes of citizens are registering their kicks at the office of the paper.

—Ed. F. Mallory, Chicago representative of Lazell, Dalley & Co., at a practice game of bowling last week made a score of 243 and an average of 183 pins in nine succeeding games.

—The Rex Pharmacy succeeds W. B. Hart at Sixty-third street and Madison avenue. It is reported that Mr. Hart will retire from business.

—The well known Woodlawn druggists, Allen & Balber, have dissolved partnership. Harry W. Allen succeeding.

—The Northwestern Pharmacy has succeeded Ford's Pharmacy at 1218 Milwaukee avenue.

—Welsh & Hall of Enfield, Iowa, have dissolved partnership. Mr. Welsh succeeding.

—W. A. Turner has succeeded E. D. Howland at Lockport, Ill.

—F. P. Sprangler of Huntington, Ind., has sold out.

Free Tooth Powder.

Enterprising druggists who wish to avail themselves of an exceptional offer should not fail to read the announcement of the Graves' Tooth Powder Co. in this issue. That the powder is worthy of recommendation is apparent from the fact that the makers so liberally send out free samples. This preparation is being extensively advertised and gives a good profit to retailers. Free samples for distribution with a circular having the imprint of the druggist on it will be sent on application to the Graves' Tooth Powder Co., Chicago, Ill. Send the names of your dentists and jobbers when writing.

THE NORTHWEST.

THE LATE FRANK L. POWELL.

St. Paul, Minn., Nov. 1.—A druggist of this city pays the following tribute to a pharmacist whose acquaintance he made in the Northwest many years ago:

"Frank L. Powell, one of the most prominent pharmacists of Newport, R. I., died Sept. 30th in the forty-third year of his age. Mr. Powell started to learn the drug business in the fall of 1875 with the old firm of Caswell, Hazard & Co., with whom he remained until the spring of 1877, when he went with the new firm of Caswell, Massey & Co. when they opened their Newport store. He remained with this firm until 1890 when he left them to establish a business of his own. Mr. Powell graduated from the New York College of Pharmacy in the early 80's and afterward became one of the managers of Caswell, Massey & Co.'s Newport stores. His exceptional character made him many friends, the writer being one of them and can look back over a period of twenty-six years of his acquaintance with Mr. Powell and recall many traits that can exist only in a highly noble and unselfish character; which found pleasure in helping and working for those he loved. He leaves a widow and two children, a boy and girl, a mother and three sisters. He will also be missed from his native city where he leaves a host of friends."

NOTES.

—Successions: C. G. Nickolls, Felton, Minn., by William Lang; W. A. McClaran, Mound City, S. D., by R. H. Kries; H. G. Conger & Co., La Porte, Iowa, by W. H. McKinley & Co.; Mrs. L. B. Matix (Lycum Pharmacy), Duluth, Minn., by Mrs. W. B. Greene; J. E. Beck, Pasco, Wash., by Mrs. J. E. Beck; C. W. Kent & Co., Emmetsburg, Iowa, by D. J. Lyman & Co.; George W. Logan, Lorimore, Iowa, by Meyers, Nordgren & Co.; H. W. Dyer, Mapleton, Iowa, by E. V. Jensen; Dunn Bros., Fairfield, Wash., by G. W. Ensley; George G. Guinter, Fairview, S. D., by A. G. Pond.

—J. George Smith, probably the most extensive confederator of St. Paul and a high authority on the soda water business, was badly injured in an automobile accident this week. The axles of both front wheels broke, throwing Mr. Smith and his mother violently to the ground. Mrs. Smith was but slightly hurt. Her son sustained a fractured shoulder and sprained ankle.

—A fire occurred in the wholesale house of the Lyman-Ellis Co., Minneapolis, Wednesday night. It was discovered in good season and did only about \$1,000 damage.

—A new store is to be established at Summit, S. D., by Messrs. Hopgood & Blessner. These gentlemen were in the city last week and purchased their stock.

—Sold: Watson Drug Co., Missoula, Mont.; Stonebraker Bros., Stewartville, Minn.; E. F. Fricke, Westbrook, Minn.; L. M. May, Glens Ferry, Idaho.

—New: John Lindmark & Co., Rush City, Minn.; J. Moog & Co., Artas, S. D.; J. E. Beck, Oro Fino, Idaho; Dr. Harris, Hartline, Wash.

—J. C. Henning has gone to Albert Lea, Minn., to take charge of C. F. Town's drug store while the latter takes a vacation.

—The Ollie Smith Drug Co., Racine, Wis., has changed its name to the Spencer Drug Co.

—T. L. Irwin has gone to Dickinson, N. D., as pharmacist in White's store.

—E. B. Dunham of C. L. Dunham & Co., Farnam, Neb., has removed to Omaha.

—H. M. Gebhard of H. M. Gebhard & Co., Two Rivers, Wis., is dead.

—C. B. (Mrs L. W.) Koch, Lidgerwood, N. D., will remove to Kulm.

—P. O. Oliver of Dassell, Minn., was in the city on Thursday.

—J. G. Anderson & Co., Wadena, Minn., have added a news stand.

—Ben Bridgeport of Ord, Neb., has sold his branch at Sargent.

—W. B. Elliott has gone to Marietta, Minn., to work.

—C. D. Peebles, Ogden, Utah, has given a bill of sale.

ST. LOUIS.

TETANUS FOLLOWS THE USE OF ST. LOUIS ANTITOXIN.

St. Louis, Nov. 2.—A very serious and deplorable result has followed the use of antitoxin manufactured by the City of St. Louis. It is an occurrence which will prejudice the public against its use for many months and probably years. Early this week a child at the City Hospital under treatment for diphtheria with antitoxin, suddenly developed tetanus. An investigation was at once commenced, but within two days several other cases throughout the city similarly developed. The newspapers took it up at once, and it has been one of their leading sensational topics ever since. Up to date several deaths have occurred and a number of patients are in a serious condition. Three expert outside bacteriologists have been employed to assist in the investigation. The coroner, members of the City Board of Health, the city bacteriologist, and the Supt. of the City Hospital are doing everything in their power to develop the true facts in the case. The manufacture of antitoxin by the city has been stopped and all that had been distributed among physicians and not yet used has been called in.

As the matter now stands it seems that all the trouble has come from one drawing of serum from a certain horse. This drawing was made last August and was duly tested upon guinea pigs as is the rule—the material producing no bad effect upon them. Several weeks after this drawing of serum this horse developed some disease, and was condemned and killed. The facts this investigation is expected to establish are the following: whether the disease from which these patients have suffered or died is tetanus; if so did they become inoculated from the antitoxin. If this is established, the question will be how did the tetanus bacillus get into the antitoxin; whether the horse was infected with tetanus, or whether the serum was infected during the process of preparation.

NOTES.

—The quail season opened in this state on Friday, and several of our local druggists were out bright and early to convince the "Bob-Whites" that they are no longer under the protection of the law. B. H. Plümpe of N. St. Louis returned early in the afternoon with five quail and two rabbits. L. A. Seitz and Thos. F. Hagenow invaded the prairie west of the city, each armed with a new repeating shotgun. Mr. Seitz has the reputation of being an expert "wing shot," but Mr. Hagenow has devoted his leisure time to fishing and this was his first adventure as a hunter. They returned about noon with one small quail which looked as though it had been bombarded with an old time swivel gun. They both claimed the bird but finally compromised by presenting it to president R. S. Vitt of the Retail Druggists Association.

—The members of the Druggists' Cocked Hat Bowling League got warmed up in good shape last Thursday night. The Mound City Paints took four games out of five from the J. S. Merrell Drug Co.'s team. This is the first victory of the season for this team. Meyer Bros. Drug Co.'s bowlers took all but one of the five games from the Herz & Frerichs team. The representatives of Moffit-West Drug Co. and Scarle & Hereth also played a four to one game the result being in favor of the former team.

—Judge & Dolph, 616 Locust street, are arranging to carry the largest stock of holiday goods of any druggist in this section of the country. It has been many years since the druggists have paid much attention to such trade, but this firm feels that their new location and commodious store room will justify them in reviving the custom of former years.

—At the Cote Brilliant alleys the Castor Oils and Epsom Salts held their usual Tuesday night jubilee. Quite a number of visiting druggists were present to see the Epsom Salts take all five games from the Castor Oils.

—A great many of the local retail druggists are becoming very impatient to have full prices restored. They

The acme of perfection in Soda Fountain construction
is attained in the *fin de siècle* methods of the

Liquid Carbonic Acid Mfg. Company



The "Japanese Kohinoor"

Furnished in selected Pedrara Onyx, Mahogany & Gold

CHICAGO, ILL., Illinois & Franklin Sts.
NEW YORK, N. Y., 36th St. & 1st Ave.
PITTSBURG, PA., Winebiddle Ave. & Yew St.
ST. LOUIS, MO., 1814-1824 Cherokee St.
MILWAUKEE, WIS., 323-329 Ninth St.
CINCINNATI, O., Central Ave. & Second St.
BALTIMORE, MD., 26 West Pratt St.
MINNEAPOLIS, MINN., 1st Ave. & 2d St. North
KANSAS CITY, MO., Chestnut & Guinotte Aves,



*Write, wire or 'phone our nearest Branch
for handsome photographic reproductions of
new century designs in Soda Fountains.*

We Lead = Others Follow

We are pleased to show
the acme of perfection in

Hot Soda Apparatus

The

“Liquid Onyx”

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The handsomest silver plate and selected Pedrara Onyx, with circulating draft arm. The “Liquid Onyx” Hot Soda Draft is a most beautiful and unique apparatus, and one sure to draw trade. Write or wire for full particulars and we will have our salesman call upon you. -

*In this connection we beg
to remind you that the
great fountain specialty,*

***Grape
Kola***

*is most popular
HOT in winter.*

“The Liquid” Carbonic Acid Mfg. Company

Chicago

New York

Pittsburg

Cincinnati

St. Louis

Milwaukee

Baltimore

Headquarters for all

Hot Soda Apparatus and Supplies.



feel that there is no good reason why this can not be accomplished.

—Harry Physick for many years traveling salesman for the Meyer Bros. Drug Co. in the far Southwest, has gone into the proprietary manufacturing business at Marietta, Ohio.

—J. Haupt is opening a new drug store at Grand ave. and Connecticut street. For the past four years he has been chief clerk at Scheel's Pharmacy, Vandaventer and Russel avenues.

—Col. E. A. Richardson of Wells & Richardson Co. Burlington Vt., and A. R. Bremer of the A. R. Bremer Co., Chicago, have both been here this week looking after and increasing their advertising.

—M. C. Arendes, Jo. Kleib and H. J. Stalle, all of the J. S. Merrell Drug Co., have returned from a week's hunting and fishing trip at Pocahontas, Ark., where they were the guests of druggist W. H. Sklinter.

—Southern & Ayres succeed Dr. L. M. Thompson at Atlanta, Mo. The doctor was recently appointed assistant physician at the State Insane Hospital at Nevada, Mo.

—Chas. Frick, prescription clerk at the Wolff-Wilson Drug Co. pharmacy, and Miss Anna Melse were married last Wednesday.

—Chas. Remington is embarking in the drug business at 5335 Delmar avenue. He has been doing relief work in this city for nearly twenty years.

—The St. Louis Drug Clerks Society will give their annual ball the latter part of this month. The date and place will be decided within a few days.

—Louis Pauge, the well-known city salesman for the J. S. Merrell Drug Co., has the sympathy of his many friends in the sad loss of his mother last Tuesday.

—Chas. Milne, formerly a local drug clerk, but now detail man for Eli Lilly & Co., is seriously ill with erysipelas.

—Messrs. Renckert & White have purchased the drug store at 3200 Chestnut street, from E. R. Drace.

—Geo. Paulus of the South Side leaves tonight for a week's hunting trip in S. W. Missouri.

—W. E. Waldeck of N. Broadway brought in a bag of quail and meadow larks yesterday.

—Frank L. E. Gauss of the Searle & Herreth Co., Chicago has been looking after the office here this week.

—Drs. Cooper & McCray are opening a new drug store at Wakenda, Mo.

—Messrs. Benning & Underwood succeed J. A. Griffin at Caliao, Mo.

—Ed. Nelson has purchased the Milan Drug Co. at Milan, Mo.

—Louis H. Fragser has been employed as traveling salesman for the Moffit-West Drug Co., in Arkansas.

—J. J. Kernan is now representing the Moffit-West Drug Co., in N. E. Missouri.

—L. Jones succeeds L. S. Deal at Macon, Mo.

THE SOUTH.

AN INSURANCE CASE.

Memphis, Oct. 31.—In the case of Hinton Drug Co. against the Queen, Home and Connecticut insurance companies, on trial at Dresden, Tenn., the jury reported in the drug firm's favor, awarding it the full amount for which it was insured, with interest. The J. H. Hinton Drug Co.'s store at Martin, Tenn., was burned about a year ago. The stock and fixtures were insured for quite a large amount, the three above named companies carrying most of it. When the time for settling came it was found that the drug firm was insured in a fourth company for \$600, and as one of the other three companies' policy contains a clause forbidding insurance with more than one company, all three refused to pay. The case was carried to the Circuit Court with the results stated.

DRUGGIST FRANKLIN FINED.

Memphis, Oct. 31.—J. C. Franklin of Nashville, who was arrested for sending obscene matters through the mails, pleaded guilty before Judge Clark of the Federal Court, Oct. 24. The Judge took the case under advisement and the next day fined the guilty man \$1,700 and



THOMAS VOEGELI, Minneapolis.
Second vice-President of the N. A. R. D.

costs, which were paid, and Mr. Franklin was then discharged. But his troubles were not to end there, as suit has been filed against him for libel. Mr. Cole, husband of the woman to whom he addressed the letters claims that in those letters Franklin said things derogatory to his (Cole's) character.

NOTES.

—In a fire that destroyed nearly all of the thriving town of Lamar, Ark., recently, the drug stores of Dr. G. D. Huddleston and R. A. Morehead were completely burned out. The former's loss was \$3,000; the latter's \$500.

—Dr. W. J. Walker, druggist, of Tiptonville, Tenn., has opened a new drug store at Cronanville, Tenn. The pharmacy will be managed by Mr. Gates, formerly with Nailling, Union City.

—Joseph Yeiser and wife have returned from their honeymoon and are now at home to their friends. Mr. Yeiser is a member of the wholesale firm of Yeiser & McElrath, Paducah, Ky.

—Drs. D. A. & Hugh Nunn have purchased the drug business of I. N. Johnson, Halls, Tenn. The name of the firm will be Nunn Bros.

—Mr. Pickens, formerly traveling representative for W. N. Wilkerson & Co., has opened an up-to-date pharmacy at Adamsville.

—Singleton L. Easley, formerly connected with the wholesale trade here, is now travelling for Chas. Pfizer & Co., New York.

—Emmett Slater, who has been in Louisiana in the interest of the W. M. Drug Co., has returned to his old territory in West Tennessee.

—Your correspondent erred in last week's notes in giving Natchez, Miss. as the residence of the late S. Whitfield. It should have been Meridian, Miss.

—Jernigan & Co. have purchased the drug business of J. T. Lovell & Co., Obion, Tenn.

—Charles E. LeDuke, druggist, Tiptonville, Tenn., is opening a drug store at Blue Bank, Tenn.

—W. H. Gresham and wife, of Hornbeak, Tenn., have returned from an extended eastern pleasure trip.

—Dr. M. J. Alexander, Tunica, Miss., accompanied by his family was in the city last week.

—Feemster & Co. of Nettleton, Miss. have sold to P. V. Thomas & Co.

NEW ORLEANS.

WELL KNOWN DRUGGIST KILLED.

New Orleans, Oct. 31.—Mench Mercier, a well-known New Orleans druggist, was recently run over and instantly killed by an electric street car. Mr. Mercier operated a drug store at Jeanette street and Carrollton avenue, in the upper portion of the city. It was just after the recent strike, and when news of the settlement of the differences between the employees and the company had been received, there was a considerable crowd in the neighborhood of the Carrollton barn to see the first car come out. Mr. Mercier was in the party and the accident was caused by a misplaced switch. As the car shot out of the barn it dashed over this switch and before the motorman could apply the brakes Mr. Mercier was knocked to the ground and had his head crushed. Mr. Mercier was 45 years of age and of one of the oldest families in the state. His death was deeply deplored by the drug trade generally.

NOTES.

—The opening of the second year of the New Orleans College of Pharmacy was belittlingly celebrated at the new college building, 725 and 727 Camp street. Dr. P. Asher, dean of the college, reported that forty-eight students had enrolled themselves in the several classes. This number is a healthy increase over last year's matriculation. In addition to those reported there are also several who are awaiting the result of examinations, and it is expected that several will be added to this number.

—The new local quarters of the Parke, Davis & Co. agency in Camp street have been handsomely fitted up and have added not a little to the decoration of the street.

—The fight against cut rate prices and their demoralizing effects is going merrily along and with the general crusade of the N. R. D. A. early relief is looked for.

—Reports of local business are generally encouraging.

THE HARDIN AND LANGSTON CASE.

Mr. F. C. Godbold, secretary of the Louisiana Board of Pharmacy, sends the Era the following communication from Henry L. Garland, Jr., the attorney for the Board, correcting several errors which appeared in a news item printed in this journal October 10, page 435, and which related the history of the case of the State vs. Hardin and Langston. The attorney says:

In the first place, Hardin & Langston were found guilty; in the second place the interpretation placed on act 66 of 1888 of the General Assembly of Louisiana by the Board of Pharmacy was emphatically sustained by the court. Accordingly it is settled that if the compounding pharmacist fails to place his name in full on the label containing the medicine prescribed, he is amenable to the penalties imposed by the statute. The case of State vs. Hardin & Langston warrants the imposition of the penalty also upon the proprietors of the store. The ingenious defense was made that the name of the compounding pharmacist must be placed on the prescription—meaning the paper on which the physician writes his formula, but the court properly interpreted the act as intended to protect the public by giving the patient full information as to the ownership of the drug store he was dealing with, and the name of the pharmacist who compounded the medicine he was taking.

This beneficent law has therefore been fully vindicated and the interpretation thereof by the Board of Pharmacy has been judicially sustained.

HONTHINE is a name applied to a preparation recently recommended as a substitute for tannin, (Merck, Annales). In chemical composition it is a ceratino-albuminous tannate. It is obtained in the form of a grayish brown powder, which is odorless and tasteless, and insoluble in water, but partly soluble in alcohol and dilute alkalis forming a clear brown solution. The astringent action of honthine is prompt and certain, and the remedy is entirely harmless.

PHILADELPHIA ASSOCIATION OF RETAIL DRUGGISTS.

NOVEMBER MEETING.

The meeting of the Philadelphia Association of Retail Druggists Nov. 1 was fairly well attended and the record for work was well kept up. Six new members were elected and dues amounting to \$93.73 were reported for the month. The work of the "agent" now employed by the association, was reported to have been quite successful in arousing interest among members and an important meeting of down-town druggists had been held under his charge. By a vote of the meeting his services were continued. An important announcement was made by the "telephone committee," that the members had been unable to secure sufficient support from local druggist to achieve their efforts for better commissions from the Keystone Telephone Co. and they have recommended that members should sign contracts individually for the best terms they could get according to circumstances. This recommendation was adopted then in form of a resolution. The "newspaper committee" reported that they had succeeded in having certain daily papers agree to the furnishing of a free daily copy to druggists having their advertisement agencies. Unauthorized interviews with druggists that had appeared in the "Press" during the month had been brought to the attention of the managers of that paper and they had agreed to submit the matter for correction to a committee from the P. A. R. D. This committee was ordered appointed by the President. The "entertainment committee" announced that they had arranged to give a "smoker" some time next month to be tendered to the druggists of Philadelphia by the P. A. R. D., at which every effort would be made to provide enjoyable entertainment for the guests. Due notice of time and place of this function would be given.

The delegates to the convention of the National Association of Retail Druggists at Buffalo presented their report through chairman J. C. Perry. A summary of the more important proceedings of the convention, the resolutions adopted and the reports of officers was given, with reference to the policy adopted to govern the N. A. R. D. for the coming year, and various incidents of the sessions were commented on. The delegates made several recommendations to the meeting, the most important of which was that the work of local organization be taken up immediately and pushed until every desirable member had been secured. The report was concluded with an appeal to local members to give earnest and loyal support to the "Tripartite Plan" and to the newly elected national officers by being alert to note violations of the plan and to refuse to support proprietors or jobbers who violated its provisions in letter or spirit.

President Rumsey reported to the meeting that in accordance with his instructions last month to select a time and place for the next "Euchre" that he had engaged Mercantile Hall, the same place as last year, for February 11, the Association to be given use of all conveniences, etc. Mr. Epstein then stated that the work of securing advertisements for the programme for the next "Euchre" was progressing favorably, several hundred dollars' worth of advertising already being pledged. The usual quarterly contribution from the "Foodigest Company" was acknowledged by the Executive Committee and the thanks of the Association tendered to Mr. Cohen, president of the company. After routine work in approving bills for the work of the month and voting appropriations for future requirements the meeting adjourned, to meet Friday, December 6.

IYISOFORM is composed of formaldehyde dissolved in an alcoholic solution of sodium soap slightly perfumed (Apot. Zeit.). It is an almost colorless, clear liquid, having a slightly aromatic odor suggesting formaldehyde. The reaction of the liquid is strong alkaline.

JALAPIN is regarded by N. Kromer (Archiv.) as a glucosidal jalapinic acid having in combination three methyl ethyl acetic acid residues.

NEW DRUG INCORPORATION.

Los Angeles, Cal., Oct. 24.—Los Angeles has a drug incorporation with a capitalization of a quarter of a million dollars. It will do business under the name of the Sun Drug Company and will include six leading retail druggists.

Articles of incorporation of the new concern have been filed. The firms included in the combine are Wolf & Chilson, C. Laux, Ellington Drug Company, J. T. Trout, Frank Owens and Frank N. Drake.

The incorporation is for fifty years, and there are ten directors of the concern, they having already subscribed \$104,001 of the capital stock. The names of the incorporators and the amounts subscribed by each are as follows: C. Laux, \$25,000; F. C. Wolf, \$20,000; H. G. Chilson, \$20,000; Mrs. E. P. Trout, \$15,000; A. W. Ellington, \$12,000; Frank D. Owen, \$5,000; M. G. Eshman, \$4,000; Frank N. Drake, \$3,700; J. H. Trout, \$100; Charles F. Dollinger, \$100, and Curtis D. Wilbur, \$1. All of the incorporators, with the exception of Mrs. Trout, are directors each one holding as many shares in the incorporation as he has subscribed dollars.

This combine is said to be the first of its kind ever formed among retail druggists in the United States. There have heretofore been combinations of grocers and other merchants in several of the eastern cities, but never a combination of retail druggists. The object of the incorporation is to reduce expenses of operation, thereby enabling the incorporators to sell goods at lower prices.

OHIO BOARD OF PHARMACY.

The Ohio board of Pharmacy has completed the grading of papers submitted at the examination on Oct. 8 and 9 of applicants for certificates as pharmacists and assistant pharmacists. It will be impossible for the secretary of the board to prepare and distribute the certificates before two weeks or more have passed. The next examination will be held in Columbus, Jan. 14 and 15, 1902. The members of the class who will receive certificates entitling them to practice pharmacy are:

Moore L. Plummer, Sardinia; Harry E. Townsend, Zanesville; William D. Starling, Payne; Homer D. Kyle, Richmond; T. C. Williams, Wellsville; George E. Whipple, Jr., Athens; Frank J. Kapp, Cincinnati; Martin A. Thompson, New Holland; H. R. Burkitt, Dayton; Will H. Alcock, Toledo; J. Irving Wilson, Marietta; Frank J. Schaff, Napoleon; Henry H. Meyer, Napoleon; Charles G. Reed, Irondale; Harry G. Morse, Huron; Fred A. Roush, Pomeroy; Charles R. Wilson, Ada; Julius A. Kling, Cincinnati; Frank R. Valentine, Belle Center; C. L. Wamsley, Waldo; Luther M. Cooley, Toledo; E. B. Parker, Toledo; M. Norton Henry, Ada; L. F. Frederick, Bridgeport; H. R. Hamilton, Lisbon; C. J. Harris, Cincinnati; Ora A. Shrock, Leetonia; J. L. Mills, Cardington; Frank Noble, South Charleston; George W. Freund, Portsmouth.

The following passed satisfactory examination as assistant pharmacists:

Samuel S. Firth, Cleveland; Ike Lebensburger, Piqua; Albert Edelstein, Cleveland; John H. Gertler, Ozark; Josiah Jepson, Jr., Gallon; Perry E. Powell, Kenton; James E. Ziegler, Cleveland; Martin Murray, Cincinnati; Arthur H. Thomas, Columbiana; W. S. Henderson, Columbiana; Walter L. May, Delphos; William H. Shanks, Wellsville; E. E. Wilson, Marietta; Edward W. Sipp, Steubenville; Frank Bolles, Bowling Green; H. Leslie Guthrie, Conneaut; Carl H. Flandermeyer, Cleveland; J. H. Howson, Chillicothe; John L. Kerr, Ravenna; Magdaline L. Schreck, Cincinnati; C. L. McFarlane, Bridgeport; H. S. Kendrick, Lockland; William Wagner, Jr., Elyria; John D. Horn, Delaware; Maud Johns, Dayton.

The following will be given certificates as assistant pharmacists on their pharmacist examination at their own option:

Ernest Ashabran, Ada; S. E. Lewis, Columbus Grove; Fred M. Weber, Akron; C. F. Schwillk, Upper Sandusky; Charles F. Fink, Oliveburg, Pa.; Aden C. Nash, Amelia; Oscar Emerine, Tiffin; C. F. Franke, Wapakoneta; James Bates, Cleveland; William H. Gansz, Cincinnati; LeDu Roberts, Marysville.

—E. Berger of Tampa, has been elected secretary of the Florida Board of Pharmacy to succeed Thos. Clarke. At a recent examination, Thos. V. Hannah of Pensacola, Fla., and David W. Budd, of St. Petersburg, Fla. were awarded certificates of registration. Since the big fire, some time ago, that destroyed all records, Mr. Berger has had his hands full trying to reunite the broken threads. In a recent communication, he says: "All of our records were destroyed in the Jacksonville fire, and we are working very hard to get up a new register. I have a list of all the registered druggists up to and including Jan. 1, 1895, and am anxious to have any druggist holding a certificate from our board notify me, giving me the date of the certificate and stating whether he qualified before the law went into effect, or whether the certificate was granted on diploma or by examination and furnishing an affidavit to this effect. The Florida board does not hold any meetings, applicants can go before any member of the board at any time."

—The Oklahoma Territorial Board of Pharmacy met at El Reno, Oct. 8 and the following, out of a class of 28 applicants, were granted certificates of registration: Robert B. Bryan, Glencoe; T. G. Hinton, Lawson; J. M. Jackson, Lawson; Wallace A. Mann, Shawnee, O. T. The next meeting of the board will be held at Enid Jan. 14, 1902.

CASPAR'S PHARMACY. A treatise on Pharmacy for Students and Pharmacists. By Charles Caspar, Jr., Ph. G., Professor of the Theory and Practice of Pharmacy in the Maryland College of Pharmacy. New (2d) edition, revised and enlarged. In one octavo volume of 774 pages, with 301 engravings and a plate of portraits of the leaders in pharmacy during the last half of the 19th century. Cloth, \$1.25, net. Lea Brothers & Co., Philadelphia and New York, 1901.

This treatise is already well known to the pharmaceutical world, the excellence of the first edition at once won for it a high position among the standard literature of the profession. It contains in a single comprehensive volume the body of information which constitutes the science and art of pharmacy. The call for a second edition has given the author an opportunity to thoroughly revise the book and bring its various subjects up to date and to add such new material as experience has suggested.

The work is intended to supply students of pharmacy with a text book which is comprehensive and at the same time of reasonable size. By excluding all material which is readily accessible in the Pharmacopoeia and other books usually found in drug stores, the author has been able to compress into 774 page that portion of the immense volume of pharmaceutical literature, which is essential to the practical pharmacist. The subjects treated are grouped in three divisions; general pharmacy, practical pharmacy, and pharmaceutical chemistry. The book is admirably adapted to the purpose which it is intended to serve, that is, to give aid and instruction in the study and use of the Pharmacopoeia. The author answers in a clear and concise way the many questions with which students and practical pharmacists are daily confronted. In the preparation of the second edition the original plan of the work has not been changed, but several chapters have been largely re-written while others are more or less extended. The addition of a new chapter on Prescriptions, and another on the Assay of Alkaloidal Drugs, should prove especially acceptable to students. The volume presents a handsome appearance, the text being well supplied with illustrations, and the printing and binding leaving nothing to be desired.

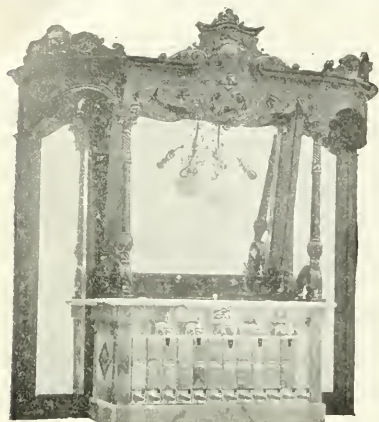
E. R. SQUIBB & SONS

NEW YORK

Compound Alum Powder

The Liquid Carbonic Acid Mfg. Co.

We again point our readers to the handsome colored insert of the LIQUID CARBONIC ACID MFG. CO., between pages 554 and 555 of this issue. The handsome reproduction of the "Japanese Kohinoor" fountain is one of the best specimens of tri-color printing which we have seen. When we consider that all of the varying shades in this picture are produced in only three printings, we cannot help but marvel at the strides made in this art in the past seven or eight years. The first three color prints ever shown this side of the water were exhibited in the German Department, Manufacturers' Building, at the World's Fair. The three colors used in printing are yellow, red and blue, the prime colors of the spectrum. The plates are super-imposed in printing to exact register, and the effect of the finished picture is most remarkably true to the original.



The "Wabash."

The Japanese Kohinoor is a striking departure from the old conventional lines in fountain building. The "Kohinoor" or fountain proper, in this particular instance, is gold plated, but is furnished regularly in onyx, mahogany and silver. The superstructure is carved, and electric lights placed in such position that the whole apparatus lights up most beautifully. The fountain is of the new revolving type, and contains six porcelain lined syrup jars mounted on roller bearings; two Geyser lever mineral drafts, and one Geyser lever soda draft. The apparatus must be seen to be appreciated.

The designs built by the Liquid Carbonic Acid Mfg. Co., are all right in every respect, and the line comprises the most inexpensive as well as the most elaborate and costly fountains in existence. Catalogues and handsome photographic reproductions of the new designs of this company will be sent to dispensers on application. The soda water business is an exceedingly lucrative business, and the dispenser to be wholly successful must keep constantly in touch with down-to-date methods. If you are operating a fountain which is not the most modern and convenient in every way, we believe it will pay you to purchase one of the new designs of the Liquid Carbonic Acid Mfg. Co., trading your old fountain as part payment therefor.

The reverse of the advertising insert this month is occupied by the engraving and description of the "Liquid" Onyx Hot Soda Draft. The hot soda business is rapidly coming to be an important feature, and a handsome apparatus is a medium that brings trade not only to the soda counter, but to the other departments of the store as well. The "Liquid" Onyx Hot Soda Draft is, as the name implies, built of the most handsome selected Pedrara onyx and heavy silver plate. The circulating draft arm with which this apparatus is fitted makes it possible to draw hot soda continually whether the demand is great or small.

"Grape Kola" is also mentioned in this advertise-

ment, in the way of a gentle reminder that this most popular drink is exceedingly delicious served hot in Winter.

Write, wire or 'phone the nearest branch of "The Liquid" Company for any information you may desire.

OBITUARY.

ALBERT A. LAING, a prominent druggist in Cambridge, Mass., died suddenly on Nov. 1 at his home in that city. In the morning he was about his pharmacy as usual, a place he has kept in Cambridge for fifteen years. During the forenoon he was taken ill and fainted. A customer happened into the store and discovering Mr. Laing's condition at once set about restoring him to consciousness. After he had somewhat recovered, the customer urged that he be allowed to summon a physician, but Mr. Laing would not hear of it. From that time on he suffered intensely and an hour afterward was sent to his home in a carriage. He there expired suddenly from heart disease. Mr. Laing was borne in St. John, New Brunswick, and was a little more than forty years of age. He came to Cambridge when quite young and has resided there ever since. He has been an important factor in politics for a number of years. His wife and one son, aged 11, survive him. He was a member of the Odd Fellows, the Five Associates (a real estate order), and was long a member of the Citizen's Trade Association.

RESPONSIBILITY FOR THE DETAILS.

The old maxim that if you "take care of the pence the pounds will take care of themselves," is defensible when it comes to the matter of accumulating money through frugality alone, but when the sentiment is applied as advice to the building up of a business by a merchant's sole exertion, it fails. No man is great enough to manage single-handed, in all its details, a successful business of any kind. He must fail in some things and collapse finally, if he continues trying. We have reference here, of course, to a business of a steady and legitimate growth toward success—not to the phenomenal sort, instances of which we sometimes read about. It is pence that makes the pounds, but it is the pounds the successful business man must exert himself to take care of and not the pence, preferably. They must be left to the care of others, and it is in the selection only of the proper persons to "take care of the pence" that the wisdom and ripe experience of the master intelligence must concern itself first above all things. But, it is too often observed that the opposite effort is made. The merchant undertakes to do the service required of the lowest rated among his employees because he understands doing it better, overlooking the fact that his own more important service is neglected that the small matter may be done right. There's where he is wrong. The little things would be managed all right if the managers were wisely selected with a view to their competency and trustworthiness. There is no reason why the merchant should hold the clerk in leash beyond the limit of the responsibilities he intrusts him with. Let him, if still suspicious of the fidelity of his employees, delegate the duty of watching them to one he can trust. The commander of an army doesn't assume to direct the individual actions of his men, but he does note the conduct of his principal officers, when he wants his men to act. So it should be with the employing merchant—he will find enough to do to look after the "pounds," or, in other words, the greater affairs connected with his store.—(Show Window).

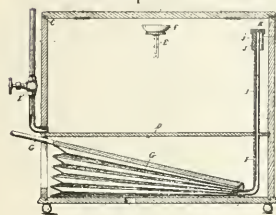
Druggists' Aprons.

An apron that is easily and quickly adjusted and that will keep the clothes clean is made by E. C. Moore & Son, Detroit, Mich. There are no buttons or strings on this apron and it seems to be just the article for a druggist or drug clerk, for it can be adjusted in a second and the man at the prescription counter called to the front store can always go with clean clothes. Moore's Universal Spring Apron costs only 75 cents, and if 14 cents additional is sent for postage, E. C. Moore & Son, Detroit, will forward it to any address.

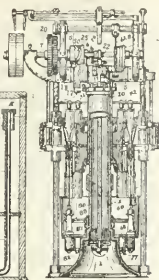
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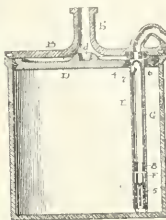
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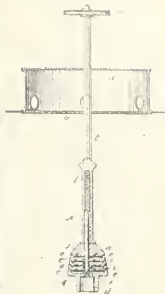
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PATENTS.

issued October 29, 1901.

- 685,268.—Henry H. Freedman, Lansing, Mich. Fumigating apparatus.
 685,351.—Charles C. Schreiber and Anton Mill, Cincinnati, Ohio; said Mill assignor to said Schreiber. Bottle-washing machine.
 685,527.—James C. Picken, New York, N. Y. Bottle attachment.
 685,538.—Emil A. Starz, Helena, Mont. Urine-tester.
 685,543.—William Weber, Stolberg II, Germany, assignor to Chemische Fabrik Rhenania, Aachen, Germany. Process of obtaining a preparation of pancreas.
 685,582.—Haring H. Dikema, Brussels, Belgium, assignor to Reinhard Oehme, Leipzig, Germany. Atomizer for liquids.
 685,618.—Benjamin Lev, Cleveland, Ohio. Non-refillable bottle.

DESIGNS.

- 35,233.—Cap and Stopper for Powder Boxes. George W. Lunt, New Brunswick, N. J. Filed July 6, 1901. Serial No. 67,370. Term of patent 7 years. The design for the cap and stopper for powder boxes.

TRADE MARKS.

Registered October 29, 1901.

- 37,255.—Toliet Extracts, Essences, Oils, Waters, Powders and Soaps. A. Raynaud & Cie, Paris, France. The words "Funkia Du Japon."
 37,256.—Toliet Extracts, Essences, Oils, Waters, Powders and Soaps. A. Raynaud & Cie, Paris, France. The words "Violettes Du Czar."
 37,257.—Toliet Extracts, Essences, Oils, Waters, Powders and Soaps. A. Raynaud & Cie, Paris, France. The word "Oriza."
 37,258.—Ornament. Henry F. Tripp, Onset, Mass. The letters "O-S-O."
 37,259.—Disinfectants. Societe Francaise de Desinfection, Paris, France. The word "Amiodol."

LABELS.

Registered October 29, 1901.

- 8,754.—Title: "Tar Heel Kidney Tea." (For a Medicine.) Charles D. Higgins, Greensboro, N. C. Filed Oct. 4, 1901.
 8,755.—Title: "Cof-No-Mor." (For a Medicine.) Irwin McGregor Adams, New York, N. Y. Filed Oct. 2, 1901.
 8,756.—Title: "Oroil." (For a Medical Compound.) Charles F. Schneider, Attleboro, Mass. Filed Oct. 7, 1901.
 8,757.—Title: "Sal-Nome." (For an Effervescent Laxative Salt.) Nome Chemical Co., New York, N. Y. Filed Oct. 8, 1901.
 8,758.—Title: "Red Cross Salve." (For Salve.) Red Cross Salve Co., McCool, Ind. Filed Oct. 5, 1901.

UROL is the name of a preparation recently proposed by Von Noorden (Apot. Zeit.) as a remedy for various diseases due to uric acid diathesis. It is a chemical compound of quinic acid and urea, and occurs in hygroscopic crystals which are readily soluble in water and dilute alcohol.

—At the meeting of the Kentucky Board of Pharmacy on Oct. 8, C. S. Porter of Somerset, qualified by appointment of the governor as a member of the board, succeeding Prof. C. Lewis Diehl of Louisville, whose term of office had expired. Addison Dimmitt of Louisville, was elected president; J. W. Gayle of Frankfort, was re-elected secretary, and J. E. Stormes of Lancaster, was re-elected treasurer for the ensuing year. The next meeting of the board will be held at Newport, Jan. 14. The following passed successful examinations at the last meeting: E. A. Lex, Louisville; V. R. Beck, Valley View, Ky.; Harry C. Casseldine, Georgetown; Arthur Kipp, Louisville; J. E. Kreckel, Louisville; C. B. Waring, Ceredo, W. Va.

First Class Confectionery.

When a customer goes into a drug store for confectionery, it is usually with the thought that the best grade of goods will be procured. The call for Trowbridge's Original Chocolate Chips should find the druggist prepared to meet it. The demand for this delicious chocolate confection is increasing and druggists especially are having increased sales. The name of the maker is on every chip. Sold by jobbers. Made by the Trowbridge Chocolate Chip Co., Meadville, Pa.

THE STANDARD



OF QUALITY IN RUBBER GOODS
 WE WANT YOUR ORDERS DIRECT. PLEASE
 WRITE FOR CATALOGUE AND PRICES.

THE GOODYEAR TIRE & RUBBER CO.
 EAST AKRON STATION, AKRON, OHIO.

MARKET REPORT.

NEW YORK MARKETS.

MARKET MODERATELY ACTIVE.

New York, Nov. 5.—A moderately active market is reported with consuming channels absorbing a fair amount of stock and the undertone continues steady.

OPIMUM.—There is no improvement in demand and the market remains quiet with jobbing quotations unchanged at \$3.25@3.50 for nine per cent and \$3.45@3.60 for 11 per cent. Powdered is moving fairly in small lots at \$4.00@4.60 for 13 per cent, \$4.75@5.00 for granular and \$5.00@5.25 for 16 per cent.

MORPHINE.—A continued fair demand is reported with prices steady on the old basis of \$2.20@2.40 for eighths, as to brand, less the usual rebate of 10c per oz. on lots of 10 ounces or over.

QUININE.—Only routine sales are reported, but values continue steady at the recent advances to 25c for bulk in 100-oz. tins, 25½c in 50-oz. tins, 30c. in 25oz tins and 36c in ounces.

CODEINE.—Competition among makers continues keen and the market is unsettled, but jobbing quotations are nominally unchanged at \$4.25@4.50 for pure in ounces and \$4.50@4.75 in eighths. Sulphate, 45c. less.

MANNA.—Small flake is firmer owing to unfavorable crop news and jobbers have advanced quotations to 40½¢ 45c.

OIL SWEET ALMONDS.—Foreign markets are lower and spot quotations for jobbing quantities show a decline to 55¢@6c. for true and 35¢@45c. for French.

OIL PEPPERMINT.—Under the influence heretofore noted jobbing prices have been further advances to \$1.80 @2.15 for Western, \$1.90@2.25 for Wayne Co., \$2.15@2.25 for H. G. LI and \$2.25@2.50 for redistilled.

OIL LEMONGRASS.—Owing to scarcity both here and at producing points quotations have been marked up to \$2.50@2.75.

OIL WORMWOOD.—A decidedly stronger market is noted with jobbing prices showing an advance to \$7.00@7.50 for prime and \$6.25@6.75 for good.

OIL CAJUPUT.—Holders are somewhat firmer in their views and quotations have been advanced to 70¢@84c.

COCAINE.—Manufacturers have reduced their quotations 25c. per ounce and the revised jobbing range is \$5.50@6.75 for large crystals and \$5.25@5.50 for small.

CITRIC ACID.—Trading is slow and manufacturers' prices are 1c. per lb. lower. Jobbers quote 25c by the keg and 40¢@4c. for less.

CAMPFOR.—The market is seasonably quiet and domestic refiners having reduced prices 1c per lb. jobbers will sell at 56½¢@57c in barrels, 57½¢@58c in cases and 61¢@6c in smaller quantities.

BALM OF GILEAD BUDS.—Stocks are exceedingly small and jobbers have advanced quotations to 45¢@50c.

PRUSSIAN OF POTASH.—Yellow is easier and jobbers have reduced prices to 22¢@25c.

BEEWAX.—Supplies are light and market firmer with jobbing quotations advanced to 38¢@40c for country and 40¢@45c for city.

GUM CHICLE.—Primary markets are easier and spot prices for jobbing quantities have declined to 40¢@45c.

UNION SALAD OIL.—Manufacturers' quotations are lower and jobbers have reduced prices to 47c by the barrel and 38¢@6c for less.

LITHIUM CARBONATE.—Jobbing quotations have been reduced to \$3.40@3.75, as to size of order.

COCA LEAVES.—Primary markets are reported decidedly stronger and jobbers have advanced spot quotations to 35¢@40c for Truxillo and 45¢@50c for Huanuco.

GUM GAMBAGE.—Owing to scarcity and higher markets abroad spot values for jobbing quantities have been marked up to 70¢@80c for whole and 80¢@90c for powdered.

LARKSPUR SEED.—Market again firmer with quotations for small lots further advanced to \$1.25@1.40 for whole and \$1.30@1.50 for powdered.

SUNFLOWER SEED.—Supplies are more abundant and prices have declined to 3½¢@4c by the bag and 7¢@10c for smaller quantities.

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—The New Jersey Board of Pharmacy has granted certificates to the following applicants who successfully passed the examination held at Trenton, October 1, 1901: Registered pharmacists: William Jacob Brokaw, Long Branch, N. J.; Willets Corson, Cape May Court House, N. J.; Charles Otto Dehne, Union Hill, N. J.; Paul Eckels, Camden, N. J.; Anton Gray, Jersey City, N. J.; Albert Heineman, Newark, N. J.; Henry Hodel, Jr., Newark, N. J.; David A. Himadi, Lodi, N. J.; Louis C. Hagny, Newark, N. J.; Robert Jackson, Jr., Trenton, N. J.; William Edward Lightcap, Burlington, N. J.; Fred Russell Neal, Millville, N. J.; Daniel S. Priest, Princeton, N. J.; John Crawford Pringle, Newark, N. J.; Alfredo Pimonia, New York, N. Y.; Charles R. Pignol,umont, N. J.; Edward L. Riegleth, Jersey City, N. J.; William Henry Rose, Newark, N. J.; John G. Schumann, Newark, N. J.; Harry J. Terwilliger, Lakewood, N. J. Registered assistants: Richard Frank Decker, Perth Amboy, N. J.; P. Carroll Rogers, Chester, Pa. The next meeting of the board for examination of applicants for registration will be held at Trenton, Jan. 11, 1902. The tri-annual registration will occur on Jan. 1, 1902. Henry A. Jorden, (Bridgeton) secretary.

The Pharmaceutical Era.

EVERY THURSDAY.

VOL. XXVI.

NEW YORK, NOVEMBER 14, 1901.

No. 20.

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SEE LAST READING PAGE FOR COMPLETE
INDEX TO THIS NUMBER.

THE WHOLESALEMS AND THE TRIPARTITE PLAN.

There is still considerable dissatisfaction among retail druggists in certain sections of the country with the National Wholesale Druggists' Association for failing to adopt drastic measures for the discipline of violators of the tripartite agreement.

The writer of a letter which appears upon another page of the present issue, in discussing the necessity of recognizing the community of interests which all branches of the trade have in common, takes the wholesalers severely to task for not taking their share of the responsibility for what he calls the failure of the tripartite plan. According to this writer, the utterances of the various members at the convention at Old Point Comfort indicate a desire to wash their hands of the whole matter, and leave all of the work of making the plan now in force serve the purpose for which it was designed to the retailers. He charges this branch of the trade with inconsistency, the expressions of surprise at the patience of the retail druggists and the hope that they would severely discipline delinquents not being in harmony with the disposition to leave them to fight their own battles.

In view of the fact that the tripartite plan has been on trial only a little more than one year, and that good results have undoubtedly followed the employment of the measures which it provides, it may be suggested that the writer of this letter and his brethren who are of a similar opinion are possibly just a bit too impatient. The conviction of the majority of those present

at the Buffalo meeting of the National Association of Retail Druggists seems to be that the tripartite plan is very far from being a failure. Reports have been received from St. Louis and other western cities which show that the increase in profits to retail druggists, directly attributable to the influence of the plan, amounts to thousands of dollars. It is impossible to ignore the expressions of confidence which are constantly coming in from different parts of the country. A method which accomplishes such results and holds the confidence of a majority of the trade cannot justly be considered a failure.

On the whole, it is also somewhat difficult to consider the attitude of the National Wholesale Druggists' Association as being unfavorable to the wishes of the retail trade. The sentiment, so far as this is indicated by the utterances of those present at the convention at Old Point Comfort, is practically unanimous in condemning any failure on the part of wholesalers to live up to their part of the agreement. The resolution providing for the expulsion of members who proved untrue to their promises, was favored by a majority of those present, and failed of adoption for what seems to be a very sufficient reason. The desire to avoid the charge of coercion appears to have been a valid reason for placing this question in the hands of the authorities of the Association.

It must also be admitted that the power of the wholesalers to force members of their branch of the trade to fulfill the terms of their agreement is very limited, as compared with that of the body of retail druggists. The penalty which the Association can inflict is no more severe than expulsion from the organization. The retail druggists, on the other hand, have the power of withholding patronage, and the business of the retailers is of vastly greater importance to the jobber than membership in any organization. The power of the retail druggists to compel the jobbers to agree to any plan is almost unlimited, so long as there is unity in the ranks. But the action of a mere 5 per cent can accomplish nothing unless they succeed in gaining the support of their fellows. The one thing necessary for the success of any plan is unity of action. Organization must be thorough and efficient. Druggists must be made to take greater interest in matters which affect them in common with all other members of the trade. That an improvement in the unfavorable conditions under which the retail trade is now suffering is possible, is proved by the success which has been achieved in the sections where organization is most complete.

This writer proves that there is a community of interests between the retail and wholesale branches of the trade; the reasons why druggists doing a retail business should cooperate are still more obvious.

THE PURPOSE OF PHARMACY LAWS.

The pharmacy laws which are in force in the various States at the present time are the result of a process of selection and elimination. The different provisions have been gradually developed and have undergone such modifications as experience has shown to be desirable. No doubt these laws are still far from perfect, and will later be subjected to further change and improvement. Much still remains which might be improved, but it is doubtful if any law will ever be framed which will accomplish the results which a writer of a letter appearing upon another page of the present issue seems to think pharmacy laws should accomplish.

It seems that in the town where this writer conducts a retail drug business, clerks bearing the proper certificates of registration are scarce, and those who are available are unusually unreliable. He finds fault with the laws because he is not permitted to employ pharmacists registered in other States, but is compelled to accept those who are worse than unfit for the duties of the dispensing pharmacist, although they bear what he calls a "guarantee" from the authorities of the State. He thinks there must be something wrong with a law which allows unreliable and drunken men to hold certificates of registration, while competent persons registered in other States are not permitted to practice.

It seems that the writer of this letter is expecting somewhat more from pharmacy laws than most people. As the matter is commonly understood, these laws are intended primarily to protect the public from errors in dispensing due to ignorance of the nature of the materials handled. It is not usually considered within the scope of the law to prevent errors which are due to carelessness, drunkenness or other forms of moral delinquency. In some States the boards of pharmacy may require an affidavit of proper moral character before a certificate is granted, or may even revoke a license in cases of known unfitness. But no board could undertake to guarantee the continued good conduct of those whom they examine.

Unfortunately there is at present no means of preventing moral degeneracy in pharmacy any more than in other walks of life. A locomotive engineer to whose charge many lives are daily entrusted may, although properly qualified as far as mental equipment is concerned, cause great harm through carelessness or drunkenness. The authorities try to protect the public from disaster by carefully selecting the men employed, and by means of punishments for past offenses, but it is impossible to predict the future conduct of any one, and no laws or rules, however perfect, can absolutely guarantee the public safety. In view of the fact that the druggist in question knew that many clerks were unreliable, he is himself not entirely without fault in entrusting his store to persons whom he had reason to believe were not perfectly reliable without at least a short period of probation.

ANTIVENENE THE NEW REMEDY FOR SNAKE BITE.

The progress made in the treatment of the bites of poisonous snakes by means of antivenomous serum has been noted from time to time in our columns. From recent reports it seems that the success of Dr.

Calmette's antivenene in saving life is not disappointing to the most sanguine expectations. Two cases of recovery from the bite of the deadly cobra of India bear witness to the importance of the discovery.

A doctor recently administered the serum to a Hindoo woman who had been bitten by a large snake, and was apparently in a hopeless condition. The effect of the remedy is described as marvellous, consciousness returning in fifteen minutes, and the patient recovering completely within three hours. The discoverer of antivenene was not quite so fortunate. He was recently bitten by one of the cobras which he keeps for experimental purposes in his laboratory. Although the serum undoubtedly saved his life, it has been found necessary to remove the extremity of one of his fingers.

It now seems probable that the use of this serum will prove to be the means of saving thousands of lives annually. The number of deaths caused by the bites of poisonous snakes in tropical countries is surprisingly large. Among ourselves, where the idea of snake bite is associated with humorous allusions to liberal doses of spiritus frumenti, it is difficult to realize that in some parts of the world this is a common and constantly dreaded cause of death. The discovery of antivenene seems destined to rank with the highest achievements of medical science.

A GOOD YEAR FOR DRUGGISTS IN POLITICS.

The lists of successful candidates in the recent elections contain an unusually large number of names of druggists. We have frequently had occasion to call attention to the prominent positions which members of the drug fraternity hold in their various communities, but this year seems to have been exceptionally favorable to the political ambitions of the pharmacist. The newly elected mayor of one of our large cities and a number of members of various legislative bodies are representatives of the drug trade. The pharmacists of the country have long been receiving a considerable share of the attention of the law makers. It appears that now they purpose taking a hand in the making of laws themselves. The legislative duties of our body politic were formerly considered the especial function of the legal profession, but of late business men have taken a larger share in the deliberations which are of vital importance to all members of the community. In the discharge of their new duties, these business men trained in the profession of pharmacy may be safely depended upon to acquit themselves with dignity and honor. It will doubtless be a source of satisfaction to the pharmacists of the country to know that they have in their legislative bodies representatives who are keenly alive to the interests of their profession.

THE ERA COURSE IN PHARMACY.

On another page in this issue are printed the names of the graduates of the October class of the Era Course in Pharmacy, and we take this opportunity to extend to these students our congratulations upon the successful completion of their work. We are satisfied that they have gained a good amount of sound information from the lectures and the knowledge is of a character that will stand them in good stead throughout their entire professional experience.

ERA COURSE IN PHARMACY.

List of Graduates for October, 1901.

Matriculation Number.	Grade.
2772 Erhardt Peterson, Hempstead, L. I., N. Y.....	78
2778 Svea M. Erickson, 645 W. Chicago Ave., Chicago, Ill.	80
2850 George A. Nagel, Ravenswood, L. I., N. Y.....	93
3042 L. J. Trophy, 382 Ninth Ave., New York City.....	99
2543 Mrs. M. H. Dickerman, Nevada City, California..	99
2624 Fred. A. Shelley, 444 Main street, Medina, N. Y..	95
2707 Wilfred E. Graves, Keeseville, N. Y.....	90
2678 E. H. Higgins, Hopkinsville, Ky.....	88
2580 Dolphus Whitten, Prescott, Arkansas.....	90
2768 James C. Mara, 205 Main, Norwich, Conn.....	98
2667 Carl W. F. Cramer, McKicken Ave. & Mohawk Place, Cincinnati, Ohio.....	90
2885 John M. Boyd, Sulphur Springs, Texas.....	83
2867 Marvin Earl Pate, Slaughterville, Ky.....	90
2857 R. E. L. Brown, Corning, Ark.....	92
2519 Winifred M. Miller, 128 S. Swan street, Albany, N. Y.....	93
2733 William Hymen Murphy, Wellston, Oklahoma.....	90

The above graduates will receive diplomas within a short time. A large and very handsome engraved diploma, printed on artificial parchment, with the graduates name engrossed, especially suited for framing will be furnished to all who request it for the sum of \$2.00. Those who desire the letter should forward the necessary fee at once, to the Pharmaceutical Era.

OUR LETTER BOX.

We wish it distinctly understood that this department is open to everybody for the discussion of any subject of interest to the drug trade, but that we accept no responsibility for the views and opinions expressed by contributors.

Please be brief and always sign your name.

OHIO IN THE N. A. R. D. CONVENTION

Cleveland, Nov. 6, 1901.

To the Editor: In issue of Oct. 31st, I note a communication from W. Bodemann, dated Chicago Oct. 23rd, wherein he makes use of the following statement: "Ohio filed notice, unless you adopt our scheme we will quit." In proof of the incorrectness of this it is only necessary for Mr. Bodemann to refer to the stenographer's minutes. What Ohio did state is that if the gentlemen who were opposed to the Worcester Plan attempted to "smother" a full and complete investigation of the merits of price protection or attempted to "pigeon-hole the question by referring for future consideration", the chairman of the Northern Ohio contingent would not be responsible for the future action of his constituents; stating expressly that all he asked was an open and above-board investigation by the delegates present and fair play, which manly avowal was greeted with an outburst of sounds more akin to the utterances of reptiles than liberty-loving Americans. Respectfully yours, E. R. COOPER.

PHARMACY LAWS AND CLERKS.

Chicago, Ill., Oct. 28.

To the Editor: Is there not something lacking in our Pharmacy laws? It seems so to me. In fact, it has been demonstrated to me quite forcibly during the past two months, to my sorrow.

Clerks are a scarce article, and to get a good reliable man is next to an impossibility. There are parties holding certificates of registration, and who will make application in reply to your advertisement for help, but who, in a great majority of cases, are far from being worthy of them. There are others who have no certificates, but are perfectly reliable, trustworthy and No. 1 clerks in all respects. Yet the latter are barred from employment, and the druggist from their help, because they are not registered in this State; while the clerk who is registered in this State walks about with his certificate in hand, and you must either give him employment or do without a clerk, no matter how much of a degenerate he may be.

The present law was framed ostensibly for the protection of the public and the pharmacists in order that only those persons who have received the proper education and can show suitable proficiency shall handle drugs, dispense prescriptions, etc. So far, so good, but how about the man with a certificate whose brain is befuddled with "Booze" or "drugs"? Is he capable of so performing his duties to the public that no harm will befall them? Yet he is armed with papers that guarantee him to be qualified for this service. Something is wrong somewhere! I wish to state my experience during the past few months with "guaranteed" clerks.

About September 1st, I engaged a man provided with one of these "guarantees" and fully registered. I left him in charge of my store and went away to a far country for a little vacation of two weeks, earned, as I thought, by hard work and close application. Upon my return, after a pleasant outing, what do I hear about my faithful steward? That he is a drinking man; that on the second night after my departure he was so drunk that he was unable to lock the store, and similar interesting stories. What a pleasant vacation I had! My second "guaranteed" man came to me after the first one left. Twelve days later, upon my return from the store after an afternoon off, at 6.30 p. m., I found my "S. G. M." drunk. Was the public any the safer because these two men were registered in this State? Was my business any safer or more prosperous? Well, hardly. Yet their certificates are supposed to show that they are the proper persons to compound drugs, dispense poisons, etc. I advertise for a clerk; one makes application. Among other questions, I ask him if he is registered in this State. "No, not this State", he replies, "but in Iowa, Missouri or Canada", perhaps. "Well, you cannot work for me; the law says so. You may be perfectly competent and all that a man can desire in a clerk, but unless you are registered in Illinois I cannot use you". Now, what am I to do? Try again until I find a State "guaranteed" man, with corn juice or drugs, he is still fit to handle drugs, etc., because he has passed the State Board and is "registered"?

It is all wrong, and some change in the law is needed. Not "once registered, always registered", as long as the annual fees are paid. You might quite as well say to a man, "You are registered; and although you may have become a fool or insane you will still be perfectly competent to fill prescriptions and handle drugs; and upon a small payment we will give you this privilege for a year, continuing to do so as long as you come out with your coin, notwithstanding the possibility of your having added other accomplishments such as the 'drug' and 'drink' habits." But don't do it; draw the line, and from year to year cut out these degenerates. Give the registered man from some other country or state a chance, if he can come without any of the above accomplishments. Root out the degenerates! PROPRIETOR.

COMMUNITY OF INTEREST.

To the Editor: In his report at the recent N. W. D. A. meeting Chairman Shoemaker mentions "Community of Interest" and in so doing uses a phrase of the day of which we are destined to hear much in the future. Like all new theories there are many definitions given to it and at present they are as varied as the definitions of the word "Temperance". Perhaps the most practical definition of these three attractive words is found in the action of a group of railroads. Something over a year ago certain roads combined to better their conditions by means of "Community of Interest". There was no merging of corporations, no loss of individuality, but merely an agreement. The first act was to stop cutting of freight rates which they did without conflicting with the interstate law, but under an interpretation of it that gave them its protection. Next, they ceased secret discrimination (something not unknown to the drug trade). They agreed on a plan of material improvement of properties, improved the system of business interchange and transfer, and last but by

no means least, adopted a plan for advertising their contributory territory, and getting in closer touch with their shippers and general patrons. At the end of a year they had accomplished these things.—Property values and volume of business increased, relations with both employees and patrons much improved, business details simplified, and profits greater than for years. That was true community of interest; but note where it commenced and ended. It commenced under the sanction of and with the help of the law, and ended in catering to the interests and securing the friendship of those even most remotely concerned.

Ahead of the drug trade stands the gate lettered "Community of interest." But unfortunately there intervenes a stretch of hard and rocky road. This road is littered with debris of selfishness, the rocks of distrust and the weeds of deception. First, the road must be cleared. How? By means of the strength of sincerity; and the strength of sincerity is self-sacrifice. But if we will look backward at the changes of the last twenty years and by this means measure the probabilities of the next twenty, we will see that what appears as self sacrifice now is merely necessity, an investment upon which all the future commercially depends. My life has been less than two score years, yet it contains all the past of the department store, cutter and mail order man. The first attack of the trade pirates was on the trade of outlying retailers, with the result that now in the cities many store buildings have been turned into residences, more are vacant, and the small merchant of twenty years ago is in many cases laboring like a slave in a department store, for a mere pittance. The line of attack has broadened. It is against the retailer still, but equally antagonizes the jobber, and even the manufacturer is within the coils of the octopus. Look at the shoe business. In the large cities two thirds of the retail stores are openly owned and run by manufacturers. They say the department stores forced them to it, and already some of the department stores own shoe factories. Attack is always against the point of least resistance and already it is concentrating against the jobber because he is the least indispensable and therefore the weakest.

It is hard to see the future if this tendency toward concentration is left unchecked. Gradually the circle will contract until all output is through the hands of great corporate monopolies which will also absolutely control production. In this scheme there will be no place for the independent merchant or manufacturer: they will tread the path that hundreds of small retailers have already trod, from independence to slavery. You may say that I am dealing with the far distant future, and you will leave the solution to those who may be living then. Stop! The wheel of so-called progress increases in speed amazingly. The changes of the next twenty years may be five times as great as the twenty past. If so, what will be the commercial conditions at the end of that time? Think carefully and decide for yourself. Don't put your thoughts on paper; you may be accused of yellow journalism or anarchy. Others say, this is "The tendency of the times," "Destiny" and so on, and that it is foolish to contend against fate. The Tories of Twenty-six said the same, so did the slaveholders in the Fifties. The country and at least the colored-slaves are free. That which man creates for evil man for good can destroy. Therefore that which now appears as self sacrifice is in reality self preservation. The first acts of sacrifice or preservation—call them as you choose—should bring a clear understanding of community of interest that we may practice it.

Community of interest among the jobbers, proprietors or retailers severally will accomplish nothing permanent. Community must include all the trade, it must include all of the great river of traffic, from its source in the laboratory and factory to its delta of forty thousand retail druggists. The first thing to do is to "clean house". Each branch of the trade must do its own cleaning. Let me treat of the three grand divisions in their order.

The Proprietor.

This era of substitution and advertising must have shown every proprietor that merit as represented in his formulæ is not the chief consideration. He has seen that an article that merely has a name or appearance similar to his can make great inroads on his trade. He has learned that the confidence of the public in the statements of the retail salesman outweighs his strongest advertisement. For a time he saw the department stores handing out his goods when called for, and flattered himself that they would continue to do so. Now he sees the department stores and cutters not only substituting on everything, but they are doing what the rank and file of the retailers are not; actually manufacturing their own substitutes. He has not even the refuge of the non-secret business so far as they are concerned. He must regain the good will and trade of the legitimate retail druggists or lose his business. To regain that he must prove deserving of it. How? Either he must sell only to legitimate jobbing druggists who will join in and live up to some legitimate lawful plan to protect prices, or if the jobbers will not do so he must sell direct only to such retailers as will join in such plan. He must stop his abusive advertisement of the retail trade and if published warning against substitution is necessary, discriminate and direct such advertisements solely at the aggressive cutters and department stores. He must keep his goods at a price that leaves a fair margin of profit for the retailer and rid himself of the fallacious idea that a high list will do aught but increase substitution. He must withhold his advertising not only from publications that advertise cut prices but he must keep it from the press that vilifies capital and abuses protective combinations. He must stop throwing bouquets at the retailers from a distance but get out of his shell and go among them in person and find out just what manner of man the retailer is. If the average proprietor and jobber too—would turn drummer for two months in the year he would get some very profitable experience. He must show more willingness to join with the other elements of the trade in that which may be suggested even in an experimental way. He must drop the stock excuse of "Too much trouble", shoulder his full third of the burden and not make promises that he does not intend to keep.

He must let every one of his subordinates feel that the solution of trade problems is for them as well as for him. He must make them understand—especially his travellers—that he wants them to tell him the truth and that honest helpful criticism is desired more than "the flattery that falls softly on the ear". If he gives his "Boys" to understand that he who is fit to serve is competent to advise and that fear and respect are very different things, he will not only be surprised at the valuable information that will come to him, but his men will work harder for him than ever before. He must disabuse the retailers of the impression that he is controlled by the jobbers, and that they consider themselves—jobbers and proprietors—a socially superior class. There can be no caste in true community of interest.

The Jobber.

First find the jewel of consistency. At the annual meeting one gentleman said: "That the solution of the whole matter lay in co-operation"—"He emphasized the fact that the remedy lies with the retailer". If the retailers have to apply the remedy where does the co-operation come in? The same gentleman says that—"the solution is not in force or legal statutes", but a little later another gentleman argues for the value of the rebate plan by quoting the legal decisions in its favor. Natural conclusion—Jobbers must have law but retailers do not need it, very complimentary to the retailers. Referring to violations of the Tripartite agreement by jobbers, the confessions are inspiring. Referring to the words of the retailers' representatives, a gentleman said, that he himself had "been surprised at the patience the retailers had shown, and he sincerely hoped the retailers would

apply the discipline that it was out of the power of the wholesalers to apply to themselves. "They held the club and he was glad they proposed to apply it". Another was—"gratified in the manner in which the retailers had taken hold of the matter and added his belief that they would be quite right not only to threaten but punish as well". Still another referred to some unknown jobbers as "Judas Iscariots"—"Hi, Golly, I's so wicked. Please lick me, Miss Lucy". And yet when a resolution was offered proposing that jobbers be expelled from the N. W. D. A. for "repeated violations" it could not pass.

Direct sales at best discounts appears to have been the chief commercial feature of the recent meeting. Whether the Tripartite plan will succeed seems doubtful to the Chairman of the Proprietary Committee even. But whether it does or not the rebate plan must be continued. There was a time when the retail trade thought the rebate plan was for their benefit, but they cannot see that it has affected them except to make certain goods cost them more and add to the trouble of keeping accounts. The published proceedings of the last N. W. D. A. meeting seem to me to be an acknowledgement that the rebate plan is only for the jobbers' benefit, and as its whole structure is based on direct sales what reason has the retailer to approve it?

The legitimate jobber has not a single antagonist in any branch of the trade. Not a man who does not acknowledge his necessity as a distributor to seven-tenths of the trade. When the powers that prey have caused the extinction of the jobber, seven tenths of the retail druggists will have disappeared. Confine sale at best discount to legitimate jobbers and none will complain.

What Is Legitimate?

This question of direct sales is one that best brings out the definition of legitimacy. Is a wholesaler who owns and operates one or more retail stores legitimate? When a jobber so owning buys at best discounts and takes both profits through his retail stores, why should not the legitimate retailers that have to compete with those stores have the same privilege? The jobber may say that he was forced to take the stores under mortgage to protect himself from loss. Very good. But if they did not pay he would not keep them open, and if they do pay they are salable. It is the jobber legitimate who divides that best discount with a few pet customers who do not make one tenth of his business any more right on the jobbing list than the \$50,000 per year man who sells all his goods at retail? When an unknown man can make the rounds of the New York jobbers and buy from each and all except one a quarter dozen of a well known patent at dozen price without a single question being asked, how many legitimate jobbers are there in New York City?

I do not refer to the many violations of agreement in proven sales to people on the cut off list; they have been tacitly acknowledged. But the jobber must do more than stop selling to cutters if he really desires community of interest. A confession of weakness and invitation of punishment is unworthy of this great branch of the trade. The purgative power lies within itself. Penance, not punishment, is needed. The wholesaler has but to be simply true to name, true to himself and perceptive to his own fateful future if he is not. Until he is, it is merely playing with words to talk of "Community of Interest".

The Retailer.

He has not yet sufficiently broadened his commercial horizon. To be more explicit, he has not yet fully forged the link that connects profession and business. That link is solidarity. The jobbers and proprietors have it among themselves, and in it is their greatest advantage. So long as retailers association meetings are attended by five per cent. of the members—and nearly always the same five per cent.—they will accomplish but little. Each man must

realize his own importance more clearly. He must see that his business interests are not confined within the walls of his store but that wherever there is a meeting of retail druggists—even if it be a social gathering—there for the time being is his place of business. So long as he lives and works in isolation from his fellow tradesmen so long will he be powerless against the common enemy. He must throw aside that readiness to believe all that he hears of ill against his competitors. Let him realize that in all probabilities most of the "other man sell it cheaper" accusations are merely efforts to "Jew down" on the part of the customer. He is probably being subjected to the same misrepresentation. Give the other man the chance to deny or explain that you would like for yourself. Go to him either in his place of business or in meeting and have it out. You cannot very well punch a man by proxy, neither can you shake his hand in this way. And when you get close to him, hear his explanations and find what a good fellow he is, the anticipated punch will generally end in a hand clasp. Retailers cannot expect to unite in community of interest until they find amity for themselves. Get acquainted with each other, have your wives do likewise. Intercourse of a social nature brings a business friendliness that acts as a great aid in keeping the other man straight—and yourself also.

Don't judge all proprietors and jobbers by the wrong-doers. Discriminate and give a fair show to those who are trying to be fair. Get personally acquainted with your jobber. Take your complaints direct to him. When you transmit them through subordinates they probably never reach him. Get acquainted with him and make him get acquainted with you. You may say perhaps, but there are others to deal with. And among the largest jobbers of the country are some of the most approachable, kindly and hearty of men. There would be more of the same sort if retailers had been less subservient and humble. If all the telephone wires of the country were to be severed for three months it would be a blessing to the business world.

Treat your employees the way I suggest that the proprietors treat theirs. Keep them posted on trade questions and ask them to do the same for you. Make them feel that they too are of some importance as solvers of trade problems. Don't try to get even with the man you used to work for by treating your clerks the way he treated you. Think how much more you would have done for him had his treatment been different. Wake up and spread out, enthuse a little. It may seem like self sacrifice at first but after the step is made you will find that it is not only profitable but that you have found a world of pleasure you never dreamed of.

No difference what the plan, it can only be successful through Community of Interest, but that cannot be truly had until each branch of the trade goes out upon the intervening road and removes the obstacles it has itself placed there. Set about in the right way, it will not be a hard task, it will not take long.

RETAIL DRUGGIST.

PANCREONE is a new product, resulting from the action of tannin upon pancreatine. It forms a grayish powder, which is without odor, and is only slowly attacked by the gastric juice. It is a powerful peptonizing agent, 100 grams of the white of egg treated with a slightly alkaline solution of one gram of pancreone, and the mixture kept at a temperature of 40 degrees C. during fifteen minutes, being peptonized to the proportion of 85 per cent.

DACRYODES OIL.—A new essential oil has been obtained from *Dacryodes hexandra*, by Schimmel & Co. (Ch. & Dr.) It is a pale yellow oil, having an aromatic odor, and appearing to consist largely of terpenes. Its specific gravity is .888. The entire plant yields about 16 per cent. of this oil.

BUSINESS PHARMACY.

The Experience of Druggists with Profit-Bringing Methods. Hints and Suggestions. Original Papers from Practical Business Druggists. The Various Phases of Drug-Store Management and Economy.

GOLD FISH AS A SIDE LINE.

By J. P.

Are gold fish, as a side line to the drug business, a paying proposition? Decidedly yes, if the business is properly conducted. Location and competition are, of course, two questions to be taken into consideration. The class of patrons who visit your store must be appreciative of a nice fish display in their own homes, and take an interest in making additions to it from time to time. There is a certain class of people to whom the beauties of a home never appeal. If the majority of your customers belong to that class, don't try to handle gold fish for it won't pay. If, on the other hand, your customers are of the better class, people who delight in making their homes in every little way attractive; if your territory is reasonably large and the competition in the handling of gold fish comparatively small, then go in for it with might and main.

A globe or aquarium of nice gold fish is without doubt an interesting object in any home. The handling, care and selling of the little fellows will prove a very interesting divertissement from the dull routine of the drug business. Buy your fish, not a large order to begin with, in the fall of the year so as to be ready for business shortly after the soda season has closed. We usually figure on opening our fish display between October 1st and November 1st. This will apply, of course, only to the druggists in our northern section of the country, where the changes in the seasons are sudden and decided. Order your fish assorted, in sizes to sell for ten, fifteen, twenty and twenty-five cents, or for less, if you feel so inclined. The small sizes you will generally find to be in greater demand than the others. You may also order a few assorted silver fish; and don't forget the tadpoles. They are good scavengers, and a remark to that effect will generally sell one or more to all buyers of fish.

In globes we usually carry an assortment of six sizes, ranging in retail price from 15 cents to \$1.25; also a few aquariums. Ornamental castles and grottos run from ten to twenty-five cents in retail value. You can handle higher priced ones if you wish, but we find no call for them. You must also have on hand a few packages of pebbles and shells, and some of each in bulk as you will often be called upon to arrange globes for Christmas, wedding and birthday gifts. In such cases, you must first of all cover the bottom of the globe with pebbles and a few shells; then your castle with a bunch of grass; and, lastly, the fish. Fish food, in plain boxes, we buy in gross lots, attaching our own label with a neat advertisement.

Now that the goods have arrived how can we best display them? We have tried various ways, among which were the arranging of globes of various sizes, with their contents, ready for sale. This plan will work all right provided you have plenty of room for their display and sufficient help in the store to keep them thoroughly clean and inviting in appearance. As a general thing we have none too much help in our drug stores and plenty of work to keep all busy. Our plan of display is simple, yet all that can be desired. A large tank with running water completely fills one window. In this we keep our stock of small fish. Three good sized aquariums arranged along the soda counter contain the other three sizes, each by

itself. A large globe contains the small number of silver fish which we handle. The tadpoles we scatter promiscuously about in the different aquariums. In this way we have all the various sizes by themselves where they can be netted out at a minute's notice. It also keeps us posted as to the condition of our stock in the different sizes.

The care of the little fellows is a secondary consideration; I have found that the best way to care for them is to leave them to care for themselves. The water need only be changed every two to four weeks and food given every second or third day. Instead of expensive (with so many fish) fish food, I give them fresh oyster crackers. They like it and it makes a very cheap feed. It is a good idea to post yourself on the habits of the fish and the conditions under which they best exist, so as to be able to talk intelligently with those in search of information. Along this line, we have a neat little booklet published by the dealer from whom we buy our fish and bearing our name on the cover. It contains much interesting fish talk and advertises our goods. These we hand out to our patrons, and they aid our sales. The cost is small and the returns generous. We have also found it a good idea to allow people the full price paid for their small globes when they desire to purchase a larger one. They are then ready for more fish.

In conclusion, I have only to say be wide awake and progressive along the fish line and you will make your Dutchman's one per cent everytime, anyway you can figure it out.

MISTAKES.

By J. M. MOSS.

Errors are made in the best regulated drug stores in the land, and often by the most competent clerks. There does not seem to be any formula extant that will prevent "breaks," and no human being is infallible. The man who expects to run a drug store without making mistakes is expecting too much, and the man who claims to do it is going too far. We all know that errors are not always due to carelessness; they are many times unavoidable, seemingly. But it is not the little errors that occur back of the dispensing counter, and which can often be covered up, but the big mistakes that I purpose to treat of in this article. The mistakes that are glaring in their bigness, that cause you to lose customers, and which can often be avoided by the application of a little tact-seasoned judgment. It is a mistake to show your temper when a woman asks for two 2-cent stamps, tenders a 5-cent piece in payment, fools with her packages until you get busy, and then calmly asks for her change. Remember, she is a woman; she wouldn't want that change if she wasn't, and that 5-cent piece will help to buy a 98-cent parasol somewhere.

It is a mistake to refuse to send a 5-cent package of salts two miles out in the suburbs; you may lose a customer by your conduct, and the druggist has always been considered a general utility man by the public, so keep up the illusion, it will pay you. It is a mistake to sell a complexion beautifier to a lady customer and guarantee results—good ones; it may fail to do its duty, and, woman-like, she will "simply hate you" forever afterward. It is a mistake to "call down" your clerk in the presence of a customer; the clerk will resent it, secretly, perhaps, but resent it he

The Era pays \$5.00 for each accepted contribution to this department. Proprietors and clerks are especially urged to relate their experiences and offer suggestions on all phases of the practical business side of pharmacy. Make your papers short, about 1,000 words (one Era page) in length.

will, and you will fall in the customer's estimation. Don't forget that your clerk is human, and that the customer knows it. It is a mistake to blow about what you did not have when you started in business and what you have now: your wife's money may have made you, and the man to whom you are talking may have heard all about it. It is a mistake to let a customer go out because you do not happen to have in stock the article he may want. Get it, if you can, and hand your man a line of talk that will make him forget the boy has gone. It is a mistake to substitute without the consent of the purchaser. I know a druggist who was honest enough to tell his customer that he did not have Blank's fluid extract of cascara sagrada when he might have given him an extract bearing any other label. His honesty secured him an account that now averages \$1.2 per month. It is a mistake to advertise that you have filled one hundred thousand prescriptions without an error. You do it because you think they will believe your statement; it is a reflection on the public's intelligence, so don't do it. They don't believe it, they know you are a liar.

It is not a mistake to be polite to every man, woman and child that comes in your store. It is not a mistake to have your windows washed as often as possible; people don't like to look through windows festooned with dirt, and seldom do. It is not a mistake to treat your clerk to continued doses of the Golden Rule. Make him feel that he is your companion to some extent, and not a machine. You can do it and still hold his respect and confidence. It is not a mistake to make concessions to your customers, to do every thing in your power to make their little visits to your store a pleasure, and to do thousands of little things which would fill a volume if enumerated.

This old world we live in is pretty grateful, after all, and it will smile on even the druggist if he will only give it plenty of encouragement. Now, I don't believe in unnecessary lying, but lies are indispensable, at times, in a drug store. If you must prevaricate, go at it gently, artistically, as it were, and you will usually come out winner. People hate a bad liar, a bungler, but, strange to relate, let him be an accomplished disciple of Ananias and he will be admired. I saw, not long ago, the following quotation on the letter-head of an out-of-town drug store: "We make errors, just as everybody else does; if we have made one with you, give us a chance to correct it; it won't cost you anything, and we will appreciate it."

A Boston druggist, who has recently returned from across the water, has become impressed more than ever with the enterprise always displayed by American tradesmen, storekeeper and the like, through a comparison with the peculiar and old-fashioned methods pursued by those in England, where the people are slow to adopt anything that is out of the ordinary rut. In the course of his travels, he stopped at Bradford, England, and to his amazement found a drug store which actually had an American soda fountain, a rarity in that country. Inquiry of the proprietor elicited the information that he had introduced this American innovation about two years ago and for a time no one would patronize his fountain, for such a thing as cool drinks is only a recently acquired luxury over there. Instead of encouraging the druggist's enterprise the physicians, particularly, vigorously protested against the introduction of such beverages as are ordinarily dispensed from a fountain, arguing that they would prove ruinous to the public health. However, a few persons were induced to partake of the new drinks, and they were followed by others until in time the druggist really built up quite a soda water trade among the people of the city. Now the most liberal patrons of his fountain are those very physicians who were so much opposed to the innovation in the beginning. One thing that struck this druggist as odd in his travels about England was that nowhere did he see the sign of the mortar and pestle, nor did he see the colored globes, so much used as an advertising medium in this country.

(For the Era.)

THE NEW DOCTOR.

By OLIVE GREEN, Whiting, Conn.

As if a new doctor would make much difference in a little town where one doctor has been located for twenty years! Every year, or perhaps twice a year, some of the new doctor will stop off for an indefinite length of time, but this one had stopped off to stay.

A druggist always fights for his doctor, but at the same time I thought this doctor would only stay a week or two and it would not do our doctor an injustice to treat the new doctor with due respect. The first thought that came to my mind was—*is he one of those doctors who carry their own medicines?* Not a month before he came, I thought it would be very easy to talk a doctor out of carrying his own medicine and that it was a druggist's own fault if the doctor still persisted in doing so.

The new doctor called in to see us. He was very friendly, very polite and very determined. He had ordered a few drugs to be shipped to our own town; had he known I kept such a nice clean stock of drugs, —that is, for a little village,—he never would have ordered drugs sent, but just as soon as he used those drugs up, he would write prescriptions and send them in to me to fill. In the meantime, he would need a few drugs and would get them from me.

He succeeded not only in getting drugs but also labels, boxes and bottles for what drugs he had. About half the doctor's time was spent in our store getting acquainted with our customers and with our doctor's patients. Day after day went by; a week passed; just one prescription from the new doctor was handed in for me to fill. Another week passed; the doctor came in two or three times a day but the prescriptions were slow, very slow in coming. Every time the doctor came in, I would tell him how I was waiting for some of his prescriptions to come in. He would say, "Well, Miss Druggist, the prescriptions will come in fast after awhile".

I began to think he would take his departure from our little town. But, alas, a new broom sweeps clean; the new doctor had come to stay awhile. Some influential people took him up and worked hard for him. Although he is not nearly so bright or so well educated as others who have been here, yet he is getting plenty of sick folks to believe he is a genius, not only in diagnosing their cases, but in compounding drugs.

At first I let him have drugs at a discount; then, when the prescriptions did not come in as I thought they should, I raised on the price of drugs. He was willing to pay me whatever I asked for drugs for the first and second weeks. Then he began to think I was a little high. Occasionally I would see his name in our little local paper about visiting surrounding towns. Finally he quoted me prices from another drug store in one of the towns north of us. I very candidly told him I didn't know he was hunting for a place where he could buy drugs the cheapest, but thought he wanted a good place to send his prescriptions to be filled. If he wanted a cheap place where he could buy cheap drugs, that was the best place for him to go.

I am sorry now that I didn't charge him more for drugs than I charge our customers. Even then I was not through with him, for one bright morning he came with a list of drugs he wanted. He handed to me what he supposed was the list. It was not the list he wanted me to see, but it was a list of pharmaceuticals he had ordered that day from a travelling man who represents a large pharmaceutical house in the East. By the way, that travelling man will be here in a few days and I shall send him up to sell his Candy Pills to the new doctor.

The doctor was as surprised as I was when I handed him the slip, saying it was not the list he intended me to see. He said a little swear word, while I looked at him and laughed.

Any druggist would have thought that was enough, but it was only a few days afterwards that he came into the store with a list of drugs as long as my arm,

which he wanted me to send in to the jobber to have hilled, and sent out by express to us, telling me he would like to have the bill for the same and that he would give me \$1 for my trouble. I didn't bite that time; things had been developing in the last few weeks, and I decided that I had paid all due respect to the new doctor and we would part our friendship. So I told him that not another drug could he get out of our store. If he needed anything, he would have to send in a prescription by the person who needed the medicine; that is, if he could write one, if not, no drugs would leave our store.

Now, of course, the new doctor tells that the drug-gist doesn't have any of the drugs he uses, but it is quite a relief to me, for if his patients would not do well he would say our "drugs were old" and we "were not reliable." As it is, I act very independently. He has quite a following, as he is a magnetic healer, and claims to have several diplomas from different Eastern colleges. We shall wait and have the State Board of Physicians look him up. Even now his wonderful power is diminishing, and I think his stay will not be long in our little town.

SOME NOTES ON OLIVE OIL*

By C. F. G. MEYER, JR.

The olive tree is believed by some to be indigenous to Asia and the seeds being carried by migratory birds to the Mediterranean regions, grew into a wild tree called the olistar, having a kind of thorn and short leaves and producing but a very small berry. This variety has been carefully cultivated and is now known as the sativa, which has a lanceolated leaf and bears a larger fruit.

The olive tree prospers best in calcareous, gravelly and dry soil on precipitous slopes which could be used for no other fruit bearing trees. It is a fruit tree of the highest order, but a great deal of care must be given it in order to obtain the best results. The average life of an olive tree is about one hundred years, but it may continue to bear fruit for a great many years after that age. It attains its full bearing capacity at about forty years, so that he who plants the tree does so more for posterity than for his own use, hence the old Tuscan proverb, "Vite di mio padre olive di mio nonno," which, freely translated, means, "The vineyard from my father; the olive yard from by grandfathers."

When the tree has reached its maturity it is about twenty-five feet in height, has a very large trunk with widespread branches and small white flowers which grow in clusters, giving the tree a most beautiful appearance during the early spring months.

The Olive and Its Harvest.

The olives which are intended for preserving are picked early in September while they are still green, while those which are intended for oil are left until November, or even until the following year, by which time they have turned from a light green to an almost black color.

The oil pressed from the olives gathered in midwinter is preferred on account of its keeping properties; but the reason for an early harvest is that the insects have less chance to propagate in the fruit and that the new shoots which are to bear fruit the following year have not started and are thus safe from all injury. The critical period of the olive is during the month of October when the fruit changes color, as in event of heavy rains or strong winds it is liable to be seriously damaged, and it is therefore necessary to have experienced men constantly looking after the olive trees and to gather the nearly ripe fruit to prevent its being affected by these causes.

In former years the crops were gathered by women and children, who carelessly knocked down the fruit with long poles and in that way seriously damaged the berries so that they were unfit for making the finer grades of olive oil. Nowadays, the olives are harvested by experienced men assisted by women and children. At first the ground around the tree is covered with large sheets of muslin to prevent the olive

from being bruised when falling to the ground, as well as to protect them from the dirt which would greatly diminish the quality of the oil produced. The trees are then carefully shaken to bring down the ripe fruit. After this shaking there are still some olives remaining on the tree. These are either hand picked or are knocked down by gently tapping the branches with a long pole. When the fruit is all down it is gathered into large bags in which it is carried to the mill.

The Mills Used in Grinding the Fruit.

The mills in use today for the crushing of olives are very similar to those used for many centuries. One of the largest oil mills, situated in the suburbs of Nice, France, and which has been in possession of the family of the present owner for a great many years, is still being used with perfect satisfaction.

The Grinding of the Olives.

The olives are thrown into large stone crushers very similar to the chasers today used by the spice millers, with beveled edged millstones to fit the concave bottom of the container. The millstones are attached to a horizontal bar erected in the center of the bowl, and it is by means of this bar that the stones are revolved. Some mills are operated by steam power, but more certain and satisfactory results are obtained by animal power, which is generally used, as the olives require slow and careful handling. The millstones can be regulated so as not to crush the stone but simply to reduce the fruit to a paste-like substance. After this has been accomplished, the paste is transferred to flattish round bags loosely woven of grass, and in which it is taken to the presses. These bags are so constructed that they will allow none of the pulp, but only the oil to pass through them.

The Presses and How They Are Used.

These bags are then placed on wooden platters of a trifle larger diameter, having handles on both sides, and are thus placed under the presses which are manipulated on very much the same order as our modern cider presses. The oil is forced out of the bags and caught up by drains which lead into large vats. Warm water is often poured through the presses so as to assist the flow of the oil, and when it reaches the vat the oil can easily be skimmed off the water.

Quality Is the Most Important Factor.

The finest quality of olive oil is that obtained from the first pressing, and this is known as the (olio di polpa) pulp oil, or "virgin oil," and contains nothing but the pure juice of the olive. This is used for table purposes only, while that obtained from subsequent pressings of the residue, and which is a very inferior oil, is used in making soaps, liniments and lubricants. The refuse which remains after the oil has all been extracted is used as a fuel or for manuring purposes.

The Adulteration and Preservation of Olive Oil.

Fraud is often practiced in the manufacture of olive oil by taking olives which are not of a prime quality or which have become mouldy and adding leaves of the olive tree or seed oil to the pulp while it is being ground. These blend perfectly with the oil. To keep olive oil in good condition the clear oil must be separated from the turbid at once, for the longer it remains in the lees the more apt it is to become rancid, as it absorbs oxygen rapidly and will soon reach a condition unfit for food. The original state, can, however, be restored, as a general rule, by washing the oil with alcohol or by using lime water in equal proportions. It congeals very easily when exposed to a low temperature, but by applying a little heat it will return to its original state.

Varieties and Tests of Olive Oil.

Olive oil varies greatly according to its physical characteristics, the finer quality, or "virgin oil," having a pale yellow color with a slightly greenish tinge and only a very delicate odor, while inferior qualities have a more pronounced greenish color, a very unpleasant odor and a decided acid taste. The specific gravity of olive oil varies from 0.915 to 0.918 at 15°C. When heated to about 120° it becomes lighter in color; at 220° it is almost colorless, and at 315° it

* Amer. Jour. of Pharm.

hoils and produces a very disagreeable rancid odor. One of the principal adulterants is cottonseed oil, but rape oil is also used to a very large extent. Olive oil is slightly soluble in alcohol and dissolves very readily in ether, chloroform or carbon-disulphide. One of the best test for olive oil is the following, called—

Becht's Test.

If 15 c. c. of the oil be thoroughly shaken in a test-tube with 5 c. c. of an alcoholic solution of silver nitrate (prepared by dissolving 1/10 gram of silver nitrate in 10 c. c. of deodorized alcohol and adding two drops of nitric acid to the mixture) and heated for about five minutes in a water-bath, the oil should retain its original color, not becoming reddish or brown, nor should any dark color be produced at the line of contact of the two liquids (absence of more than 5 per cent of cottonseed oil or any other foreign oils).

Another test for this oil is known as the "elaidin re-action," which is as follows:

If 10 c. c. of the oil be shaken frequently during two hours with a freshly prepared solution of 1 gram of mercury in 3 c. c. of nitric acid a perfectly solid mass of a pale straw color will be obtained.

There are numerous other tests for olive oil, but the above mentioned will give satisfactory results.

THE ADULTERATION OF DRUGS.

By LYMAN F. KEBLER.

Continued from page 539, October 7.

SIMPLE DRUGS AND ALLIED PRODUCTS.

BEESWAX.—This is one of the most frequently adulterated commodities met with. In former years adulterations were of a very gross nature, but within recent years, this material has been manipulated in a very skillful manner. With ceresin having a color and a melting point practically the same as beeswax, it is very easy to adulterate this article; but the difficulty does not end here, for the up-to-date adulterator knows that beeswax is at present examined in other ways than by simply noting the physical appearance and by the application of a few crude tests; consequently, he has endeavored to so adulterate the wax that it will comply with nearly all the tests to which this article is usually subjected. By adding a little stearic acid he is enabled to bring up the acid number which has been lowered by addition of ceresin, and a little tallow or Japan wax will adjust the disturbed saponification number. From this it can readily be seen that he is practically able to make an artificial beeswax which will comply with the specific gravity test, acid number and other number. The melting point can be adjusted by properly selecting the adulterants. There is now only one test left us, that is, the detection of stearic acid by Fehling's method. It should be noted in this connection that we frequently find stearic acid in beeswax which we have every reason to believe comes from a good source. The reason for the presence of this stearic acid is best explained by remembering that it is not a very unusual thing for beeswax and tallow to be handled together, and that a sample of the former may accidentally find its way into the latter. On subsequently purifying the beeswax with dilute sulphuric acid, the tallow is saponified with the production of stearic acid and glycerin, the stearic acid finding its way into the beeswax while the glycerin remains in the liquid portion. Beeswax is also occasionally found adulterated with paraffin with the addition of coloring matter.

JAPAN WAX is an Asiatic product. Several years ago a large importation was made. Upon the arrival of the consignment, it was found that the goods were liberally adulterated with corn starch. It was not evident where the Chinaman was enabled to secure his corn starch, and upon investigation all evidence pointed to the fact that the wax had been manipulated in this country. The added starch amounted to 20 per cent. After the exposure of this fraud very few cases of similarly adulterated material came to hand, and it is quite probable that this fraudulent material has been entirely withdrawn from the market. The

starch is readily discovered with a microscope. A ready method of detecting the presence of starch is by applying a few drops of tincture of iodine directly to the wax by means of a pipette, if starch is present the starch-iodine reaction will manifest itself immediately.

ACONITE ROOT ADULTERATED WITH TORMENTILLA.—It would seem on first thought that such a clumsy adulteration as this would be too apparent for any one to practice. This point we will not gainsay, but an inspection of a few samples will convince any one that a hasty examination does not reveal this adulterant inasmuch as many of the tormentilla roots grow in forms similar to aconite root.

CAPSICUM VS. PAPRIKA.—The United States and British Pharmacopoeia recognize *Capsicum fastigiatum*, Blume, while the German Pharmacopoeia recognizes *Capsicum annum*, L. The latter is generally considered the source of paprika. Bulletin No. 13 of the United States Agricultural Department on "Spices and Condiments" classes paprika as cayenne. It is, therefore, not surprising that many of us are of the opinion that these two articles are one and the same; but a comparison of samples will show that there is a vast difference. The color of paprika varies from scarlet to yellow. As a matter of fact there are a number of species of capsicum and a host of varieties all varying more or less in degree of pungency. The degree of pungency and certain particular flavors are said not to be dependent only upon the species, but also upon the method of cultivation and the locality. About a year ago the writer's attention was called to a sample considered to be red pepper. An investigation showed, however, that there was a decided difference in physical appearance between this powdered article and the genuine product; the color was considerably brighter and only about one-sixth as pungent as genuine red pepper. A tincture prepared from it also presented an abnormal reddish cast. On submitting the paprika to a quantitative examination it was found that there is little difference between the data obtained for this article and the usually accepted constants for capsicum. A microscopic examination did not offer any assistance. It can thus readily be seen that with such an article as this the adulterator has in his hands a most efficient diluent of red pepper.

That paprika (*C. annum* L.) may be substituted for capsicum fastigiatum Blume is really not unknown, for Flückiger and Hanbury, "Pharmacographia," 2d ed. page 452 say: "It furnishes the largest kind of pod pepper and, as we believe, much of the cayenne pepper which is imported in the powdered form." In the "American Dispensatory," 1808, page 434, we find, "It (*Capsicum annum*) undoubtedly forms a large part of ground red pepper."

COCHINEAL (SILVER AND BLACK).—Pure (black) cochineal is of a purplish-gray or purplish-black color. It is surprising how few druggists know or have seen the pure article. It is the general custom to add some white material to pure cochineal in order to bring out the silvery appearance (sic!) which is so characteristic of the commercial cochineal. The kind and amount of added material varies considerably. The writer has found, as adulterants, barium sulphate to the extent of 30 per cent., talcum, calcium sulphate, calcium carbonate and magnesium carbonate.

ELM BARK, POWDERED.—It is a common occurrence to find this article adulterated with wheat flour. As much as 30 per cent. has been found. The microscope will reveal this diluent.

JABORANDI LEAVES have been found to be mixed with twigs, stems and sticks to the extent of 20 per cent. While this probably does not come directly under the heading of adulteration as it is usually understood, yet there can be no doubt in anyone's mind that an undue amount of such substances must have been added with a purpose, for it is well known that the addition of such material must necessarily impair the medicinal efficiency of the drug. In the liberal sense of the word they must be considered adulterants. This is simply an example of many drugs

that are found to contain such added foreign material. Frequently as high as from 20 to 30 per cent of such matter is found in crude drugs. It might also be stated in this connection that roots sometimes contain as high as 30 per cent of earthy matter. In the powdered form it is nearly impossible to detect such impurities. Such drugs are not fit for medicinal use. If crude drugs free from diluents and other impurities and debris cannot be purchased in the open market, garbling must necessarily be resorted to before use. **LACTUCARIUM.**—There is no doubt as to what the nature of this article should be. The Pharmacopœia distinctly specifies what is wanted. During the past year when lactucarium was materially advanced in price, extract of lettuce was received when lactucarium was wanted. It seems that anything of this character should be denounced in the most vigorous terms, because the two articles are so entirely different and distinct that there is no possibility of confusing the one with the other, except for pecuniary gain.

ROCK CANDY SYRUP is probably an article which is used as freely by the druggist as any other commodity he deals in. It is well known that it generally contains a small percentage of invert sugar which through atmospheric influences finds its way into the syrup in the course of its manufacture. Certain dealers aware of this, thought that a little more reducing sugar would do no harm; consequently when rock candy syrup was ordered, they supplied glucose of the same specific gravity as that of the rock candy syrup usually furnished. A superficial examination might not have revealed the nature of this fraud, but it is easily detected by the application of Fehling's solution or by placing a suitable quantity of the syrup into a porcelain capsule and evaporating on a steam or water bath. A glucose syrup will simply assume a heavier body, while pure rock candy syrup will dry completely with either distinct crystals or crystalline crusts or both.

VENICE TURPENTINE.—There are at present three articles on the market which pass under this name. One is the genuine Larch Venice turpentine; another is an imported artificial product, and the third is a domestic artificial product. The genuine article brings quite a good price, and is of such a composition that it is very difficult to get at the actual composition compounds, but the adulterator has worked along the lines of substitution so skillfully as to be able at present to imitate the genuine article very closely at a very much lower cost. Certain data have, however, been worked up in connection with pure Venice turpentine which up to the present time the sophisticator has not been able to fully reproduce. The writer is at present collecting certain data upon this question and hopes to make them public in the near future. Some useful information will be found in the *Amer. Jour. Pharm.*, vol. 73, page 198, 1901. The artificial product consists for the most part of specially selected rosin dissolved in oil of turpentine. Another article has also been met with which had a decided fluorescence and proved upon investigation to consist of rosin or allied bodies dissolved in a fluorescent rosin oil mixed with a little turpentine.

GUM ACACIA.—On looking over the various price lists we find that there are at least five distinct varieties of this gum varying very materially in price. There are only the following conclusions to arrive at. Either the lower grades of acacia are spurious products, or they are gums of an inferior quality. The latter is probably the correct explanation, inasmuch as we find upon examining the various grades that there are very few which will stand the Fehling's test. This test indicates that there are associated with these poor gums certain substances which ought not to be present in a first-class article. The question naturally presenting itself in this connection is how are we to decide whether a sample of gum acacia is of an A. No. 1 quality or contains more or less of the selected portions of the inferior grades of other gums? Chemical tests practically fail. To be sure we have the ash test, the optical rotatory power, the ferric chloride solution test, the relative viscosity, etc., but after ap-

plying all these tests and asking ourselves this question, is the sample submitted genuine gum arabic, we are compelled to say—we do not know. The writer is inclined to believe from the fact that there is very little gum acacia which will not reduce Fehling's test solution at even a slightly prolonged elevated temperature, that very little A. No. 1 gum acacia is found in the market. The various grades are probably differently selected gums from the same or similar sources.

GUM TRAGACANTH shares the common fate of gum acacia inasmuch as the best quality is about twice as expensive as the lower grades, and with this article we are practically unable to do anything relative to deciding between the inferior and the superior product. There do not seem to be any marked differences except in physical appearance and in the viscosity test between the expensive and the cheaper articles. It can readily be seen, therefore, that the one is liable to be substituted for the other especially in powdered form unless the greatest care is exercised by the purchaser.

GUM KINO.—During the past few years the official product appears to have been in the hands of a monopoly, and an article has been supplied occasionally which represents the genuine very closely. In fact there appeared to be so very little difference between the genuine article and that supplied, that it was necessary to resort to a chemical analysis in order to differentiate between them. One sample, nevertheless, complied with the usual tests so closely that it was impossible to find a point of distinction except that the fresh official product possessed a slight aromatic odor which the sample supplied did not have, but this cannot be considered a distinguishing feature inasmuch as all gum kinos will lose their peculiar aroma in process of time. This sample contained even more tannin and was more readily soluble in alcohol and in water than the pharmacopœial article, as the following result clearly shows:

Kind	Per cent		Per cent		Per cent
	Ash	insol. in 95 per cent alcohol	insol. in water	Tannin	
True	1.48	8.20	31.04	51.07	
True	0.84	10.54	26.98	43.91	
UNKNOWN	1.14	7.08	1.10	51.26	

The sample marked "unknown" is the one referred to above.

ALOES.—It is well known that the various kinds of aloes are substituted one for the other, and it is quite unnecessary to make much comment in this connection. Very little Barbadoes finds its way into commerce. The material labeled such and put up in the usual Barbadoes package, is conceded to be for the most part pure Curacao. There are reasons for believing that curacao is also sold for the other kinds of aloes. We may be in a position in the course of time to be able to apply tests which will distinguish between these several varieties inasmuch as very extensive chemical investigations are at present being made on the composition of these gums.

GUM ASAFETIDA.—The poor quality of asafetida has during the past few years been brought up on a number of occasions. It is referred to here simply to give additional testimony to the inferior quality of the article as usually supplied to the trade in this country. The adulterants are chiefly soft rocks and other earthy matter.

Conclusion.

The reader has undoubtedly noticed in going over the above results that gross adulterations are practiced to a very limited extent at present. In closing this paper the writer wishes to leave impressed upon every mind one last thought viz: Adulterations are generally carried on in such a way that they are not perceptible to the naked eye, and it is necessary to resort to the test tube, the analytical balance, the microscope and the polariscope before positive conclusions can be arrived at. It therefore behooves every druggist who is not in position to carefully examine his own goods to secure them from such dealers or manufacturers as are known to carefully and conscientiously investigate the commodities they handle.

ON TEACHING MICROSCOPY, BOTANY, PHYSIOLOGY, PHARMACODYNAMICS AND URINE ANALYSIS IN COLLEGES OF PHARMACY.*

By ALBERT SCHNEIDER.

The renaissance period of pharmaceutical instruction and practice, initiated some twenty years ago and established upon a firm, lasting basis about ten years ago, makes it imperative that the courses and methods of instruction in our colleges of pharmacy be carefully arranged in harmony with the evolutionary changes. The changes consisted primarily in substituting the laboratory method of instruction for the old-time lecture method. In other words, instead of merely informing students orally how to practice pharmacy they are now given an opportunity to attain actual experience by requiring them to perform pharmaceutical exercises in properly equipped laboratories. It is, however, not intended to imply that the lecture method of imparting instruction has been discarded entirely. Far from it—the lecture method combined with quizzes and recitations is still more or less in vogue in all colleges of pharmacy. In some branches of study the lecture course is the only available means of imparting the necessary information. Even in these instances it is hoped that the future may introduce the laboratory method as an adjunct, if not a complete substitute. This applies, for instance, to human physiology, general pharmacography and pharmacodynamics. Without entering into the discussion of the relative merits of the laboratory methods and lecture method, I shall now outline very briefly certain courses of pharmaceutical instruction, attempting to harmonize them with the present status of the science of pharmacy.

The following tabulation shows the logical sequence of the studies under consideration, without, however, indicating in any way their relative importance.

- I. Microscopy and Micro-technique.
- II. Botany.
 - A. General.
 1. Morphology and Physiology.
 2. Histology.
 3. Taxonomy and Organography.
 - B. Special.
 1. Vegetable Pharmacognosy.
 - a. General.
 - b. Macroscopical.
 - c. Microscopical.
 - a. Crude Drugs.
 - b. Powdered Drugs.
 2. Bacteriology.
- III. Human Physiology and Anatomy.
- IV. General Pharmacodynamics.
- V. Urine Analysis.
 - A. Chemical.
 - B. Microscopical.

The prime object of this paper is to indicate very briefly how much time may be devoted to the pharmaceutical studies named in first-class colleges of pharmacy, having a view to unifying the courses of instruction. Nothing shall be said of other branches, owing to a lack of experience and adequate information. It is hoped that others will outline and discuss the additional courses.

The courses are discussed and arranged in accordance with the following:

1. Entrance requirements.
 2. Time devoted to the college work.
 3. Manner in which the courses are presented at the college. Laboratory work vs. lecture courses.
 4. Educational facilities of the college.
 5. Proportionment of the various courses or branches of study at the college of pharmacy.
 6. Capacity of students, based upon entrance requirement, age and time spent at colleges of pharmacy.
- The above items must be kept in mind in order that an estimate of opinion may be fairly accurate.

In order to make the paper as brief as possible, I have cited the references to a fuller discussion of details regarding some of the branches of study therein referred to.

I. MICROSCOPY AND MICRO-TECHNIQUE.

According to the present status of pharmaceutical education, it is not practicable to give a thorough course in the studies named, yet the student should have some knowledge of the subjects before being permitted to take up the very important subject of vegetable histology, general and special. He should thoroughly familiarize himself with the mechanism of simple and compound microscopes. He should have some instruction in optics and the construction of mirrors, lenses, substage condensers; he should understand chromatic and spherical aberration, and know how correction is made therefor. He should be familiar with the working properties and working capacity of compound microscopes.

Instruction in micro-technique must even be more limited. The student should know how to make free-hand sections, and how to mount them properly. He should familiarize himself with the more useful and common methods of making permanent microscope mounts, including methods of infiltrating with celloidin (or collodion) and paraffine, staining and mounting, using the various microtomes, etc. He should know the properties and utility of the more important micro-reagents, including a few of the more commonly employed stains.

The course should extend over four weeks, with about five hours laboratory instruction weekly, supplemented by lectures, quizzes and recitations. A failure to properly insist on this course interferes quite seriously with the work of the subsequent courses.

I have never found it desirable or useful to request students to make permanent microscope slides of the materials studied, as that entails a great expenditure of time, energy and money, without any adequate return. Nor is there any apparent advantage in using dissecting microscopes. Making permanent mounts of drugs and drug particles for examination under low powers seems a special waste of time and energy.

II. BOTANY.

For some time there has been considerable discussion regarding the value of botany in pharmacy, which seems rather remarkable when we consider the fact that most of our drugs are of vegetable origin. Much of the controversy has been due to a difference in the definition of the term botany. In its broad pharmaceutical sense, it includes all of those branches of pharmaceutical instruction dealing with plants as shown in the above outline. There certainly can be no doubt at present as regards the importance of botany in pharmacy.

A. General Botany.

1. Morphology and Physiology.—A very brief survey of general botany, dwelling upon morphology, physiology and ecology.

In the presentation of this course the laboratory method is not practicable. The subjects should be presented by lectures, recitations and quizzes, supplemented by text-book reading. Some apparatus for class demonstration would be very desirable to illustrate phenomena of growth, root pressure, evaporation of moisture, influence of sunlight and gravity upon the growth of plants, etc. Most pieces of such apparatus can be quite cheaply constructed by the teacher, provided he has some mechanical skill and ingenuity. While it is undeniable that the subject is quite important, yet only a limited amount of time can be devoted to it: a total of about twenty hours of class work, one or two hours per week. To devote more time to this work would be at the expense of more important work in other departments.

2. Histology.—From the standpoint of modern pharmacy, this is a very important division of botany. The extensive use of the compound microscope in the examination of vegetable drugs and their adulterants makes it imperative that the student should be given a thorough course in general vegetable histology, in

* Read before the American Pharmaceutical Association.

order that he may recognize cells, tissues and cell-contents at a glance. This must of necessity be essentially a laboratory course, employing the necessary apparatus, the most important of which is a good compound microscope.

The work should extend over a period of one year, with about six hours laboratory work weekly. The student to cut free-hand sections of the representative plant types to be studied, mount the sections temporarily, and make careful drawings of the microscopic pictures of the sections studied.

The importance of this course cannot be too strongly emphasized. It is a necessary preparation to the microscopic examination of vegetable drugs, crude as well as powdered.

3. Organography and Taxonomy.—Regarding the presentation of this course there is at present considerable difference of opinion. In many colleges of pharmacy this is made the major course in botany, and in most of the lesser colleges this is the only purely botanical course given. To harmonize the course with the other courses, it must be quite brief, especially in consideration of the fact that most students upon entering the college of pharmacy are supposed to have had some of this work in their preliminary schooling (high school, and even in the grammar departments). The course should be presented much like the course in general morphology and physiology above outlined. About twenty hours (one or two hours weekly) of lectures, quizzes and recitations, supplemented by class demonstrations, text-book reading, use of suitable botanical charts, type specimens, etc., should constitute the course. The course should follow course 1. Courses 1 and 3, as here outlined, should be given during the first years, concurrently with the course in microscopy and vegetable histology.

In this course the student should be made familiar with the gross appearance of plant organs, as leaves, flowers, seeds, fruits, root, branches, tubers, bulbs, etc. He should be familiarized with the leading systems of plant classification; he should be taught how to analyze plants and how to prepare herbaria. It is evident, however, from the time allotted to the work, that the subjects referred to can be presented in the form of a hasty outline only, most of the time being devoted to vegetable organography.

II. Special Botany.

1. Vegetable Pharmacognosy.—This is, of course, the important branch of study, and to which the courses in General Botany are simply preparations. This course should, therefore, be given during the second year, and should extend through the entire year. It should be a laboratory course, the student being given good representative specimens of the more important vegetable drugs employed in pharmaceutical practice. These he should study carefully as to form, consistency, color, odor and taste. To be consistent and logical, the student should receive careful instruction in general pharmacognosy before taking up the special examination of individual drugs. He should know something about the methods of growing, collecting, drying, garbling and marketing drugs. He should be informed about the causes which lead to the deterioration of drugs, the preservation of drugs, drug parasites, etc. It is true such information is given, but in an erratic way only, usually little by little as the course progresses, or in some schools references thereto are made under pharmacodynamics, or perhaps some other related course. The fact is, general pharmacography is very carelessly taught.

In the scheme here proposed the student is expected to study six or seven drugs at each laboratory session, all of them as to gross characteristics, as already indicated, and, on an average, two at each session are to be studied microscopically from carefully made transverse and longitudinal (radical and tangential if necessary) sections properly mounted. The student should study the drug-yielding plant itself, but the opportunities for this are very limited; in fact, do not exist in the great majority of colleges of pharmacy.

The histology of drugs should be made a very important branch of study, and is in reality a continua-

tion, or rather the practical application of the course in general vegetable histology. Suitable clearing fluids and other necessary reagents should be employed.

2. Powdered Drugs.—The study of powdered vegetable drugs is really the culmination of the work in vegetable histology. The pharmacist and student will find that the training and experience he has acquired in the above courses is absolutely necessary to enable him to recognize and identify the histological elements as they appear in powders. The student should be given a thorough drill in the microscopical examination of from sixty to one hundred of the more important powdered vegetable drugs, employing the necessary or useful test reagents. Two or three months, with six hours' laboratory weekly, should be devoted to this work.

3. Bacteriology.—The course in bacteriology must be carefully adapted to the needs of the pharmacist. It should be a course in general bacteriology, dwelling upon the role that bacteria play in the deterioration of drugs, pharmaceutical preparations, etc., the preparation and preservation of antitoxines, vaccine virus. He should know something about the significance of toxins and antitoxines in health and disease. He should know how to use disinfectants and germicides. In the laboratory he should be taught the methods of sterilization, germ filtration, preparation of culture media and the preparations of bacterial cultures, and such other bacteriological operations as may prove useful to the pharmacist. It is not believed to be practicable for the pharmacist to attempt making diagnostic bacteriological examinations of disease-germs for the physician; the pharmacist cannot properly qualify himself for such work during the brief time that must of necessity be devoted to this work.

About eight weeks of laboratory work (two hours daily) should be given to this work. There should be, in addition, some lectures, recitations and special reading. The time should be devoted to the study of bacteria in general. Inoculation experiments on animals are not in order.

III. HUMAN PHYSIOLOGY AND ANATOMY.

In many colleges of pharmacy this subject is presented in a very careless manner. The limited time makes laboratory work impossible, yet the subject should not be presented in a superficial manner. The course should be more thorough than the average high-school course in physiology, and the prevailing custom in some colleges of pharmacy to excise those students from the course who have had high-school physiology should be abandoned.

The subject must be presented in the form of lectures, recitations and text-book reading, supplemented by the use of charts, papier mache models, a well mounted skeleton, loose bones, etc., and perhaps some class demonstrations. One hour each week during the first year is perhaps sufficient.

This course is simply a preparation for the course in pharmacodynamics, therefore special attention should be given to the functional activities of organs, in order that the physiological action of drugs may be understood, only minor attention being given to anatomy.

IV. GENERAL PHARMACODYNAMICS.

This course also is usually presented in desultory manner. In some schools only casual reference is made to the subject in connection with the work in pharmacography. This course should follow the course in physiology and should, therefore, be given the second year, devoting one hour per week to the work. Here again the subject is best presented by lectures, but principally recitations and text-book work, devoting nearly all of the attention to the physiological action of drugs, to toxicology and posology. Therapeutics should be almost entirely omitted, as that belongs especially within the domain of the physician. This course really forms the direct connecting link between pharmacy and medicine.

V. URINE ANALYSIS.

To begin with, this subject has no bearing whatever upon pharmacy. It is a branch of study distinct

tively medical. The proper procedure would be to take this course out of the curriculum of pharmaceutical studies. Medical students receive a very thorough course in urine analysis, both chemical and microscopical, and are much more competent than pharmacists to make the required or desired tests and examinations. Pharmacists are, of course, fully competent to make chemical examinations of urine, and it is no doubt true that they may occasionally make such tests for very busy physicians. The pharmacist is, however, not qualified to make the necessary or desired microscopical examinations of urine for disease germs, tube casts, pus cells, blood corpuscles, epithelial cells, spermatazoa, etc. Such work must be left to some one well versed in histology and pathology.

The pharmaceutical course in urine analysis, provided one is given at all, should, therefore, consist of the application of the usually recognized chemical tests to normal and abnormal urine.

To sum up, the following would be an outline of the courses discussed, as they would be logically presented in those colleges of pharmacy giving a two-years' course, of at least six months each, the student devoting his entire time to his studies.

First Year.

1. Microscopy and Micro-technique.—Lectures, recitations, quizzes, with text-book reading. Four weeks, about five or six hours weekly. Total, 24 hours.

2. General Vegetable Morphology and Physiology.—Lectures, recitations, quizzes, class demonstrations, with text-book reading. Two hours weekly (maximum time), first term (three months). Total, 12 or 24 hours.

3. General Vegetable Histology.—Laboratory work. Should follow Course 1, and extend through the entire year, with five or six hours' work weekly (sessions of 1½ hours). Total, 60 hours.

4. Organography and Taxonomy.—Lectures, recitations, quizzes, class demonstrations with text-book reading. Two hours weekly (maximum time), second term (three months). Total, 12 or 24 hours.

5. Human Physiology and Anatomy.—Lectures and recitations, employing charts and a mounted skeleton, and text-books*. One hour each week for the entire year. Total, 25 hours.

Second Year.

6. Vegetable Pharmacography.—Laboratory work. Five months, six hours weekly (sessions of 1½ hours each). Total, 60 hours.

7. Powdered Drugs.—Laboratory work. This course to follow Course 6, and to be continued for one month (minimum time), six hours weekly (sessions of 1½ hours). Total, 24 hours.

8. General Pharmacodynamics.—Lectures and recitations**. One hour weekly during the entire year. Course 5 is a necessary preparation for this course. Total, 24 hours.

9. Bacteriology.—Laboratory work, lectures and reading. Two months; two hours' laboratory work daily. Total, 90 hours.

10. Urine Analysis.—Laboratory work. Two weeks; four hours weekly. Total, 8 to 16 hours.

YLANG-YLANG OIL contains, according to Schimmel & Co. (Berichte), isoeugenol, also benzoic and salicylic acids partly combined with benzyl alcohol and partly free. A small quantity of terpene boiling at 160 degrees C. was also separated. This appears to be dextro-pinene.

* Ashby's Notes on Physiology seems almost an ideal text-book for students of pharmacy.

**One of the available text-books (Culbreth, Malsch, Sayre) is to be used, and each student is to receive good specimens of the more important official and non-official drugs, one or two to be studied microscopically (compound microscope) at each session.

***It is much to be regretted that there is no suitable text-book. The medical texts are too voluminous for pharmacy students, and are, furthermore, not adapted to their needs. Have used Potter's Quiz Compendium with fair success.

QUESTION BOX.

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of the Era. Copies of these may be obtained at ten cents each.

Almond Cream.

(M. A. D. Co.) Various formulas for preparations of this character have been published in the Era. Consult the indexes of previous volumes. Hager gives the following:

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| (1) White wax | 80 grams |
| Spermaceti | 80 grams |
| Expressed oil of almond | 500 grams |
| Water | 280 grams |
| Borax | 5 grams |
| Oil of bergamot | 2 grams |
| Oil of rose | 0.5 grams |
| Oil of bitter almond | 10 drops |
| (2) Cold cream | 5 parts |
| Expressed oil of almond | 5 parts |
| Glycerin | 6 parts |
| Boric acid | 12 parts |
| Solution of soda | 12 parts |
| Mucilage of quince seed (1 to 8) | 25 parts |
| Distilled water | 143 parts |

Perfume, a sufficient quantity.

Heat the cold cream and almond oil together, add gradually the solution of soda (5 per cent.), and heat together until an emulsion is formed. Add a small quantity of water, then the mucilage of quince seed and glycerin. Mix thoroughly, and lastly add the boric acid and the perfume.

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|---|----------|
| (3) Almonds, blanched | 1 ounce |
| Rose water | 4 ounces |
| Beat the almonds to a paste and add the rose water; strain, heat to the boiling point, and add: | |
| White wax | 1 ounce |
| Almond oil | 2 ounces |
| White castile soap | 1 ounce |
| Mix thoroughly and add: | |
| Saturated solution of boric acid | 2 drams |
| Eau de cologne | 1 ounce |
| Oil of bitter almonds | 4 minims |
| Oil of rose geranium | 5 minims |
| Glycerine | 1 ounce |

Bassorin Paste.

(C. M. O.) Bassorin paste as an ointment basis is frequently prescribed, and a paste of gum tragacanth has been dispensed by many in place of it, as it contains great quantities of bassorin. Bassorin is tasteless, insoluble in cold water, and swells up into a viscous mass when treated with hot water. It is found in various vegetable substances, salep root, quince seed, bassora gum, but gum tragacanth, according to Lascar, has proved the most satisfactory. The paste is made as follows: Gum tragacanth paste (15 per cent., triturated with water) is filtered in a steam jacketed funnel. By this process a pure mucilage is obtained, while the cellulose, pectin and other impurities remain in the filter. The slimy filtrate is then carefully evaporated. In making the paste, glycerine is added. Another method used to make the paste is to soak one part of pure bassorin in 15 parts of water, adding after the paste is formed, 25 per cent. of white dextrine and 10 per cent. of glycerin.

As prepared from salep: 5 parts of powdered salep are stirred with 95 parts of cold water until a smooth mucilage is obtained, then heating for half an hour on the steam bath: This contains less bassorin but more starch.

In making bassorin paste employ only moderate heat. The paste made from bassora gum yields a much darker product than that made from gum tragacanth, while from salep root, it is said, the large amount of starch present, greatly impedes the process.

Ebonizing Wood.

(Clerk.) The Scientific American Cyclopaedia of Receipts contains these directions: Dissolve extract of logwood in boiling water until the solution indicates 6 degree Baume. Five pints of the solution is then mixed with two and a half pints pyroligneous acid iron mordant of 10 degrees, and one-half pint of acetic acid of 2 degrees. The mixture is then heated for one quarter of an hour, and is then ready for use.

To imitate black ebony, first wet the wood with a solution of logwood and copperas, boiled together and laid on hot. For this purpose 2 ounces logwood chips with 1½ ounces copperas to 1 quart of water will be required. When the work has become dry wet the surface again with a mixture of vinegar and steel filings. This mixture may be made by dissolving 2 ounces steel filings in half pint of vinegar. When the work has become dry again, sand paper down until quite smooth. Then oil and fill in with powdered drop black mixed in the filler. Work to be ebonized should be smooth and free from holes, etc. The work may receive a light coat of quick drying varnish, and then be rubbed with finely pulverized pumice and linseed oil until very smooth.

Bath Powder.

(L. A.)

- (1) Powdered borax 8 ounces
 White castile soap 8 ounces
 Essence of bergamot 6 drams
 Essence of lemon 3 drams
 Oil of neroli 3 drams
 Oil of petitgrain 8 minims
 Oil of origanum 30 minims
 Oil of rosemary 30 minims
 Oil of rose 5 minims

Mix the powders, add the essential oils, and rub together in a mortar. A tablespoonful of this added to the bath water gives the odor of cologne. By mixing other essences with a similar basis, you might produce other perfumes.

- (2) Borax 4 ounces
 Salicylic acid 1 dram
 Essence of cassia 1 ft. dram
 Essence of jasmine 1 ft. dram
 Oil of lavender flowers 15 minims

Rub the oil and essences with the borax and salicylic acid until the alcohol has evaporated. Use a heaping teaspoonful to the body bath.

Codaine and Codaine Sulphate.

(N. Y. Z.) "The doses of codaine and codaine sulphate are the same. Please give comparative amount of alkaloid in the sulphate. I want to use it in a cough syrup. Codaine costs more than codaine sulphate and I thought I could save something by adding a little sulphuric acid to codaine in solution and using this solution in the cough syrup. How much shall I use?"

Codaine sulphate contains about 76 per cent. of alkaloid, 12 per cent. of sulphuric acid and 11 per cent. of the water of crystallization. To make 100 grains of codaine sulphate take 76 grains of codaine alkaloid in aqueous solution and carefully neutralize with sulphuric acid (about 12 grains absolute H₂SO₄) and crystallize, although if the salt is to be used in solution crystallization is not necessary. One part of codaine sulphate is soluble in 35 to 40 parts of water.

Transparent Lacquer for Wood.

("Pyro") (1) Pale seed-lac (shellac), 8 ounces; alcohol, 1 quart. Dissolve.

(2) A so-called "universal lacquer," which is claimed to be equally good for paper, metal, wood, glass, etc., and which admits being colored with any aniline dye soluble in alcohol, may be made, according to a German technical journal, as follows: Bleached shellac, 60 grams; Manila copal (freshly powdered), 60 grams; gum mastic, 60 grams; alcohol, 95 per cent.; 1 kilogram. Mix, add a small quantity of powdered glass, and allow the mixture to stand for 10 or 12 days, frequently shaking. Add 1 gram of boric acid, and filter.

(3) Turner's Lacquer.—Gum elemi, 4 parts; shellac (bleached), 20 parts; Venice turpentine, 4 parts; strong alcohol, 60 parts.

A Problem for Solution.

(C. C. U.) Asks for a solution of the following problem, which we submit to readers of the Era: A physician wishes to cure a patient of the morphine habit. He prescribes a two-ounce solution of morphine sulphate and atropine sulphate, each 10 minims of solution containing ¾ grain of morphine and 1-14 grain of atropine, or 72 grains of morphine and 2-3 grain of atropine in the two-ounce solution. After giving the patient 10 minims of this solution, he puts in the bottle 10 minims of pure distilled water, thereby always having two ounces of solution. At the end of ten days how much morphine and atropine will the solution contain? At the end of thirty days how much will it contain? The physician gives the patient three doses per diem. Give answer to each question and the process of calculation?

Stove Varnish.

(Country Druggist.) Try the following:

- Asphaltum 2 pounds
 Boiled linseed oil 1 pint
 Oil turpentine 2 quarts
- Fuse the asphaltum in an iron pot, boil the linseed oil and add while hot; stir well, and remove from the fire. When partially cool, add the oil of turpentine. Some manufacturers add driers.

Linseed Oil Varnish.

(Dr. T. H.) Boil linseed oil, 60 parts, with litharge, 2 parts, and zinc sulphate, 1 part, each finely powdered, until all water is evaporated. Then set by. Or rub up borate of manganese, 4 parts, with some of the oil, then add linseed oil, 3,000 parts, and heat to boiling.

Hydroleucine.

(F. C. B.) We cannot give the formula for this specialty. The manufacturers in their literature to physicians state that "each dose contains pure cod liver oil, 80 minims; distilled water, 35 minims; soluble pancreatin, 5 grains; soda, 1-3 grain; salicylic acid ¼-grain."

Elixir Terpin Hydrate.

(C. A. J.) Formulas for this elixir have appeared in the following issues of this year's Era: March 28, page 343; April 4, page 369; August 15, page 204.

Floor Polish for Hospitals.

(E. W.) See this journal September 19, 1901, page 331.

CELLULOSES are divided, by B. Tollens (Chem. Centralblatt), into four groups. Cellulose, hydrated cellulose (hydro- and hemi-cellulose), cellulose with acids or carboxyl groups, such as pectinic acid, and cellulose with aldehyde or ketone groups, such as the oxycelluloses. The acid celluloses are mostly gelatinous substances like that obtained by the action of nitric acid upon wood, which is called synthetic pectin. The acid celluloses are formed by oxidation and by the action of alkalis upon celluloses containing aldehyde groups.

SITOTEN, a vegetable substitute for meat extract, is, according to A. Beythien (Chem. Centralblatt), probably an extract of yeast seasoned with salt. It has been found to contain 8.03 per cent. of albumoses, 32.10 per cent. of peptones and plant bases, 5.39 per cent. of phosphoric anhydride, 7.01 per cent. of chlorine, and 29.02 per cent. of water. The author does not consider it equivalent in dietetic value to meat extract, although it contains similar proportions of certain nitrogenous substance. Sitoten is described as attractive, agreeable to the taste, and comparatively inexpensive.

NEWS DEPARTMENT.

N. A. R. D. NOTES.

On his return recently from California Dr. Julius Garst conferred with National Secretary Wooten in Chicago in relation to the Price Restrictive Plan adopted by the N. A. R. D. at its Buffalo convention. Dr. Garst was not at that time in possession of exact knowledge as to the recent decision of the Massachusetts Supreme Court in the case of Garst vs Hall & Lyon Co., although he had heard that it was adverse to his interests. In spite of this decision he is not at all discouraged, his faith in the ability of proprietors to protect, by law, the selling price of their preparations being unshaken. On his return to Boston Dr. Garst wrote that in the opinion of his attorneys the most important issue is still unsettled, this having been ignored by the court when the recent decision was rendered. The case against Houghton & Dutton of Boston, now pending in the Supreme Court is awaited with great interest, the facts in this case being different from those in the issue with Hall & Lyon Co. If desired a copy of the recent decision may be obtained of the National Secretary.

The following extract from a speech made by Chairman Siman N. Jones of the Executive Committee of the N. A. R. D. at the recent N. W. D. A. Convention at Old Point Comfort clearly defines the future policy of the N. A. R. D. with reference to jobbers who violate the tripartite agreement:

"What I say to you is not said in the way of a threat or menace; but I want to say to you, truly, that if you expect the loyal support of the retail trade in the future some of your members or some of those on the recognized list have to give us a different deal. It is unfortunate that we cannot convince the jobbers of this country that the retailers have for us a very great deal, that we have thrown into your hands 80 per cent of the cream of the business of the United States as relates to the proprietary articles. We have asked nothing from you except your loyal support. We have not asked you to give us a dollar; we have not asked you to do us in any way except in a way that will bring money into your pockets, while it is possible it will not help us at all.

Yet, notwithstanding this, I want to say to you that in these United States we have six or eight men on your recognized list that we know are to-day playing fast and loose with us, and they are being protected to a certain extent by the National Wholesale Druggists' Association. I want to say to you that we intend to winnow these people out, and we are not going to discriminate between friend and foe; these people who do the things we complain of all look alike to us. When we find a man throwing us down we intend to report him to the people who made this contract, report him to the proprietors and not ask any questions of anybody. We will see whether the proprietor is loyal to us; and we will make the balance of them loyal, or else they will get nothing.

"We cannot have a man who is continually thrown down by a dishonest jobber, and the retailer continually suffering. These people go into a town thoroughly organized, and they will pick out one man and start him and disrupt an organization that we have made of dollars to put in shape. We will not stand it. There is no use of my standing here and saying we will continue to lie quiet as we have done now for three years. We have been pursuing a conciliatory course, endeavoring to show you that our interests were your interests, that your interests are our interests, that our interests are mutual all along the line, but if you do not propose to take advantage of this condition we cannot help it. This is not our fault. We have done what we can. If you do not propose to give us loyal support you cannot blame us for using other means to protect ourselves. We do not ask anything unreasonable, we ask you when we report a man to start with us, and say, 'This is a good fellow and did this thing thoughtlessly.' We have had regrets in plenty expressed to us during the past year, and they do not fill the bill. We had a case of one jobber who first laid on the confidential man that we called to the confidential man he laid it on the bookkeeper, who in turn laid it on the clerk. The clerk passed it along to the bill maker and finally the shipping clerk got the blame for it and he was discharged. We do not propose to stand that sort of thing and we do not intend to put up with it. When a man does a thing through inadvertence we might forgive him once but we will never forgive him the second time."

As far as possible the organization work of the Association will be prosecuted in the South for the next few

months. Because it is necessary to do considerable driving, it will be impossible to accomplish much in the north in the winter. The Minnesota organizer has been transferred to Alabama and the northern Iowa organizer to Kentucky in both of which States vigorous work has been started. Work has been resumed in the State of Missouri where it was discontinued last summer on account of the hot weather. It was voted at the Buffalo convention to empower the Secretary to issue a membership certificate to each member of the associations organized by the organization department. A suitable certificate will soon be procured for these members.

Among the associations recently formed are the following: ILLINOIS: McDonough county with 16 members; Selby county nine members; Montgomery county 12 members. IOWA: Southern half of Lee county nine members; Van Buren county 15 members; Cerro Gordo county 11 members. MICHIGAN: Osceola county 10 members; Newaygo county 8 members; Mecosta county 12 members. MINNESOTA: Carver county 6 members; Renville county 14 members; Lac Qui Parle county 7 members. NEW YORK: Orleans county 10 members; Genesee county 12 members; Livingston county 20 members. OHIO: Hancock county 13 members; Henry county 11 members; Darke county 11 members; Fairfield county 16 members; Paulding county 11 members. WISCONSIN: Waukesha county 13 members; Iowa county 12 members; Columbia county 19 members. In this State about one-sixth of the membership is composed of general merchants and department store proprietors. The effect of this merging has been found to be very desirable since the chance of adopting a uniform price schedule for the county is greater.

Through the efforts of the N. A. R. D. price cutting has ceased at Allentown, Pa., after a period of ruinous demoralization.

The Bulletin issued monthly by the Philadelphia Association of Retail Druggists evidences the activity of the officers and members of the P. A. R. D. and cites numerous instances in which the druggists of Philadelphia have been benefited by the vigorous work of their organization. Other associations should emulate this example. We do not know what we can do until we try and the results accomplished by this association are in the highest degree encouraging. Not only are the officers of the association doing their whole duty but the members have evidently learned the truth that many of us need to know, that if any thing is accomplished by organized effort we must attend our association meetings. No one should expect this association to accomplish needed and satisfactory results unless he individually contributes his share toward its welfare and the very least he can do is to attend the meetings, encouraging the officers by his presence, and making the work easier by his counsel. If the rank and file of the organization affiliated with the National Association were as active as this one, no influence could withstand the power of the N. A. R. D.

Copies of the P. A. R. D. Bulletin may be obtained of Secretary Frederick T. Gordon, 162 Eider Street, Philadelphia.

AUGUST A. MOVUS, a retired drug importer died at his late home, No. 139 West Ninety-second street, New York, November 5, as a result of injuries received from a fall from a window at his home. Mr. Movus was 41 years old and a son of Joseph Movus, founder of the firm Lantz & Movus, American agents of antipyrine. The elder Movus became very wealthy and retired from business in 1892 leaving the son to continue to direct the firm, which he did until his health broke down and the firm was dissolved. Mr. Movus had traveled a great deal during the last few years in company with his wife and a nurse, but failed to regain his health.

NEW YORK AND VICINITY.

STATE BOARD OF PHARMACY INSPECTOR ARRESTED.

Charged With Extorting Money From a Pharmacist for Neglecting to Report Violations of the Pharmacy Law.

Jacob Cipes, a pharmacist of No. 73 Belmont avenue, Brooklyn, caused the arrest of Theodore Lorenz, one of the inspectors employed by the State Board of Pharmacy on Saturday November 9. The charge preferred against Lorenz was that of extortion, and that he had demanded and received five dollars for protection.

Druggist Cipes alleges in the complaint that Lorenz had called on him repeatedly and requested money, telling him if he paid it his leaving a junior in charge of his store would not be reported to the board.

Before the arrest was made Mr. Cipes put the case before the police of his precinct. The sergeant marked a five dollar bill and instructed Mr. Cipes to give it to Lorenz when he called. An officer secreted himself in Cipes' store and when at the appointed hour Lorenz appeared and received the money from Cipes, he was arrested and taken to the police station, and on being searched the marked bill was found in his possession.

Lorenz was taken before Magistrate Furlong and in defense said that Cipes had asked him to try and find a customer for his store and had given him the money as advance commission. He claimed that the whole affair was a put up job concocted by a number of druggists inimical to him on account of his activity in watching and detecting them in violations of the pharmacy law and that this was the way they wanted to get square with him. Magistrate Furlong held Lorenz under \$500 bail to await the action of the court of special sessions.

When the report reached the Board of Pharmacy that one of its inspectors was alleged to have demanded money from a Brooklyn pharmacist for overlooking a violation of the law, Dr. Albert H. Brundage and Secretary Sidney Faber at once commenced investigations. Both members of the board were in the neighborhood where the transaction was to take place, ready to act, but through an error respecting the date of transaction nothing transpired while they were on hand. The board has suspended the inspector from further duty pending the outcome of the trial.

Theodor Lorenz, the accused inspector, has always borne a good reputation, and had been highly recommended to the board for appointment. He has been doing good service for the board for three months, and was at one time employed by some of the large wholesale concerns as an inspector and detective.

ATTEMPT TO SWINDLE DRUGGIST.

Two young men entered the drug store of M. Stein at Twenty-Seventh street and Sixth avenue on the evening of November 8 and ordered three syphons of vichy and several proprietary preparations, together with change for \$10, to be sent to a flat house at No. 140 West Twenty-ninth street. The order amounted to two dollars and ninety cents, and as the manager of the store, F. Grotta, was suspicious, he sent Philip Leizer, one of his trusted employes, with the goods and change. When he opened the door at the flat house a voice called out to Leizer and asked if that was the "drug store man." Leizer replied that it was, and the voice then requested that he place the change and goods on the dumb waiter and the ten-dollar bill would be sent down. Not caring to part with his property in such an uncertain way, Leizer proceeded up-stairs to investigate, but inquiries in the house revealed nothing and the tenants declared no goods had been ordered and that they knew of no young men as described.

Leizer returned to the drug store with the goods and change after reporting the case at the West Thirtieth street police station. Detectives are looking for the young men who ordered the goods.

THE PHARMACISTS' MANUFACTURING CO. A New Co-operative Drug Concern.

The Pharmacists' Manufacturing Company, of New York City, held its first meeting since incorporation at Albany, Oct. 22, at No. 305 West Forty-fifth street, Wednesday morning, November 6, and the following officers were elected: President, George H. Hitchcock, of Kellogg & Co., druggists No. 1031 Sixth avenue; vice-president, Reuben R. Smith, pharmacist, No. 198 Ninth avenue; secretary, Bruno R. Dauscha, pharmacist, No. 1204 Madison avenue, and treasurer, Saleem F. Haddad, pharmacist, No. 89 Broad street. Board of Directors: G. H. Hitchcock, V. C. Daggett, J. M. Pringle, Jr., G. T. Reeder, William L. Schaaf, O. Boedicker and George Kleinau.

The Pharmacists' Manufacturing Co. was incorporated to manufacture and sell drugs of all kinds. The capital stock is to be \$20,000, made up of 800 shares of \$25 each. Until it has been decided otherwise by the Board of Directors, stockholders will be limited to the purchase of four shares each and no druggist can become a stockholder until he has invested \$100, or bought four shares of stock. The company is designated as a co-operative organization and only retail pharmacists are eligible as stockholders. Any druggist will be allowed to purchase goods of the company but only stockholders will get the advantages of a reduction in prices. The membership list contains thirty-seven names at present.

G. H. Hitchcock, V. C. Daggett and J. M. Pringle, Jr., have been appointed a committee to look for a site, and as soon as a suitable place is decided upon by the Board of Directors the company will commence operations, probably about January 1, although everything is being done to bring about an early opening.

The company will do a strictly ethical manufacturing business, according to statements made by several of the members. They all express the greatest confidence in the success of the new company and think that as the membership is not confined to any one city or state druggists from all over the country will become stockholders and thus be able to derive benefits from corporation and organization. They also express the belief that the more druggists become interested in the concern the more successful it will be. For the present the officers and directors will give their services without remuneration. The company will confine its operations to manufacturing at first; later it will probably do a general wholesale drug business as well.

GERMAN APOTHECARIES' SOCIETY.

The German Apothecaries' Society of New York held its regular monthly meeting at No. 192 Third avenue, Thursday evening, November 7. A large number of members was present and interesting reports were received. President Charles F. Schleussner called the meeting to order, and after the minutes of the last meeting had been read and approved the report of the Jubilee Committee was called for and presented by Chairman Paul Arndt. The report was favorably received and much satisfaction was expressed when the committee announced a surplus of \$61.

Felix Hirsman, the delegate to the N. A. R. D. convention at Buffalo, from the State Pharmaceutical Association, made upon request some remarks, which were commented upon quite freely and followed by a discussion of the N. A. R. D. by many of the members present. The members praised the New York Consolidated Drug Co. and many stated that the co-operative plan as carried out by that company would furnish the best and most practical form of relief for the pharmacist at the present time.

Dr. George C. Dickman gave an address and read a number of humorous answers given to questions asked by the State Board of Pharmacy and the New York College of Pharmacy. Dr. Gustave Pfingsten introduced Jay C. D. Curtiss, a retired retail pharmacist of Rochester,

who exhibited an apparatus of his own invention designed to aid pharmacists in laboratory work. The following members were elected: Robert M. Ullrich, 222 Throop avenue, Brooklyn; A. Vanderbergh, 147th street and Amsterdam avenue, New York; Louis F. Rupp, 206 Seventh avenue; George Marlamson, 753 Union avenue.

AMERICAN CHEMICAL SOCIETY.

The New York section of the American Chemical Society, held its regular meeting at the Chemists' Club, No. 108 West Fifty-fifth street, Friday, November 8. The following papers were read: (1) C. W. Volney, "The decomposition of sodium nitrate by sulphuric acid (third paper)." (2) Martin L. Griffin, Mechanicville, N. Y., "The proximate analysis of the spent alkali liquor from the reduction of poplar wood for paper stock by the soda process, with a description of the method." (3) Phoebeus A. Levene, "Preliminary communication upon gluco-phosphoric acid." (4) William Campbell, London, England, "The alloys of copper and tin." (5) Daniel D. Jackson, "The photometric determination of sulphates." (6) John A. Mathews, "Alloys and the Phase Rule."

NOTES.

—Thomas Stoddart, the well-known retail druggist of Buffalo and president of the New York State Pharmaceutical Association, was elected a member of the upper house of the common council in that city Nov. 5. Mr. Stoddart is a Republican and his popularity is attested by the fact that he received next to the highest vote of all the candidates. His term of office will expire Dec. 31, 1905.

—C. E. Carritte, at present connected with Linton's Pharmacy, No. 48 Union square, is about to open a new drug store on Third avenue, corner of Twenty-eighth street. Another store soon to be opened by Isador Wilson is at Lexington avenue and One Hundred and Seventh street in the new theater building. Mr. Wilson has been seven years with his brother, James Wilson, at No. 215 Columbus avenue.

—Jay C. D. Curtis, a retired retail pharmacist of Rochester, New York, is in the city this week. Mr. Curtis is introducing an improved device for assisting pharmacists in laboratory work and dispensing, such as filtering distilling, etc. He appeared before the German Apothecaries Society and the King's County Pharmaceutical Association at their recent meetings and explained the apparatus, which is his own invention.

—The Kings County Pharmaceutical Society received more than forty applications for membership at its last meeting. Druggists on the other side of the river are convinced that the association is doing everything in its power to elevate pharmacy. It now is one of the largest local associations in the country, having a membership of more than 400.

—Charles H. Gaus, one of the best known druggists of Albany, has been elected Mayor of that city. He received a plurality of 2,500, running on the Republican ticket. Mr. Gaus is very well and favorably known in New York State drug circles and was a member of the Legislative Committee, which drafted the present pharmacy law.

—H. G. Shaw, of McKesson & Robbins, was on a short trip in Connecticut last week and visited many of his friends in the drug trade. Mr. Shaw says the druggists of New Haven are complaining of a dull season, but thinks it is probably due to the relapse after the rush and excitement connected with the Yale Bicentennial celebration there recently.

—The Alumni Association of the College of Pharmacy of the city of New York will hold its annual dinner at the "Arenas" on 21st street near Broadway, Wednesday, December 4. Music will be a feature of the evening and the price of tickets will be as formerly, \$2.00 per cover. B. R. Dauscha is chairman of the committee in charge of the dinner.

—L. L. Walton, a well-known wholesale and retail druggist of Williamsport, Pa., has been in the city several days looking after some importations of fancy China and holiday goods consigned to him. Mr. Walton does

a good business in these lines every year and is a well-known visitor in New York drug circles.

—A number of out of town druggists visited the trade on Thursday, November 7, among others were: Henry Woodward, Middletown, Conn.; Frank Rowley, Plainfield, N. J.; L. J. Schlesinger, Yonkers, N. Y.; C. F. De Vries, Sayville, L. I., and C. Milsbaugh, of Milsbaugh & Co., Liberty, N. Y.

—P. G. Wolff, druggist at No. 1052 Fifth avenue, corner 50th street, Brooklyn, has sold his business to Edwin Burlan who has been connected with the Roche Drug Co., at 57th street and Tenth avenue, New York for the past two years. Mr. Burlan conducted a store on Columbia avenue some years ago.

—Samuel Felt, the Watertown, N. Y., pharmacist, is at the Waldorf, and has visited the drug trade; other recent visitors were W. G. Albertson, Amityville, L. I.; W. E. Durkee and Mr. Cutler, of Cutler Bros.' Pharmacy, Boston, Mass.

—A. L. Goldwater, druggist at No. 532 Willis avenue was elected alderman for assembly district number 38 in the borough of Bronx, in the elections of November 5. Mr. Goldwater defeated his opponent, D. McGrath by 103 votes.

—James A. Goodale, a retail druggist of Dover, N. J., spent several days in New York last week, and in company with Mrs. Goodale took in some of the amusements. Mr. Goodale did not forget to call on his friends in the drug trade.

—The drug store at No. 23 Beaver street, owned by the late A. L. Cochran, is being conducted by Charles A. Engel. A brother of the deceased has charge of the estate.

—Guests registered at the Drug Club November 4 included August Merz, Newark, N. J.; Judson S. Snyder, and W. H. Durr, of New York; Dr. Dannebaum, of Philadelphia was a guest of H. T. Jarrett, Nov. 6.

—J. W. Morrison, member of the wholesale drug firm, Morrison, Plummer & Co., Chicago, Ill., spent last week in Richmond, Ind., where he is largely interested in financial circles.

—S. Wexter, of the well-known retail drug firm, Public Drug Co., No. 150 State street, Chicago, was seen in the downtown drug district last week, buying goods for his regular holiday trade.

—E. T. Green, representative in the Southern States for the Mallinkrodt Chemical Co., and A. C. Robertson, the firm's Eastern representative, were in New York several days last week.

—Ben Pearson, formerly with the Rio Drug Co., St. Paul, Minn., was in New York last week. Mr. Pearson now holds a position with the National Lead Co., in the Detroit offices.

—Fred. Weissmann, a druggist at Union Hill, N. J., has been elected a member of the Assembly on the democratic ticket.

—The firm of R. F. Lyon & Co., Danielson, Conn., has dissolved and Charles H. Burroughs has acquired the business.

—Druggist F. Casella, of No. 507 Pearl street ran against T. Foley in the recent aldermanic contest in Assembly district number 2 and was defeated by 2,984 votes.

—The wholesale and jobbing houses and some of the downtown retail drug stores were closed on election day, Tuesday, Nov. 5.

—J. S. Harrison, Newark, N. J., E. W. Wakelee and E. W. Burdick, New York, were registered at the Drug Club Nov. 7.

—F. W. Buescher, in charge of Parke, Davis & Co.'s Buffalo office, was in New York last week, accompanied by Mrs. Buescher.

—Theodore L. Bristol, of the Bristol Drug Co., Ansonia, Conn., and E. A. Gessner, of New Haven, Conn., were visiting druggists in New York trade circles November 7.

—Charles H. Harvey, a druggist of Manchester, N. H., has notified the New York trade that his business has been discontinued.

—Thomas Burns, employed in the dry department at McKesson & Robbins for upward of thirty years, died Friday, November 8.

—C. H. Goodwin, of the Eastern Drug Co., Boston, was in the city looking after his firm's interests last week.

—A. N. Agne has opened a new drug store at the corner of Ralph avenue and Marion streets, Brooklyn.

—George A. Squires has purchased the drug business of C. B. Root at Herkime., N. Y.

IN AND ABOUT BOSTON.

SALEM LICENSE CASES BECOMING FAMOUS.

Boston, Nov. 9.—After a hearing in the now-famous Salem druggists' license cases, the full bench of the Supreme Court has taken the matter under advisement, regarding Mayor Hurley's refusal to sign the sixth-class licenses. The hearing was attended by a great crowd of interested people. Chief Justice Holmes presided, and the assistant justices were on the bench. United States District Attorney Henry P. Knowlton appeared for the thirteen druggists who are the petitioners and ex-United States District Attorney Boyd B. Jones appeared for the mayor.

It was brought out in the matter of licenses when a city has voted "Yes" and has a license commission, that the board grants all licenses, including those of the sixth-class. When a city has voted "no", then the Board of Aldermen is to grant these licenses. This is an anomalous state of affairs, and what the legislature did was to give authority to the license commissioners to grant all kinds of licenses not only in "yes" years, but also when a city had voted no license. Chief Justice Holmes asked if it was supposed the legislature did this and unintentionally omitted to provide that the pay and office and other expenses of license commissioners should cease in no license years, and yet they still continue to act. The mayor's counsel replied that that was not inconsistent, as the law made no provision for paying boards of aldermen in the years when they voted licenses. He presumed that the legislature did not think the duties (in these no license years) of granting one or more druggists' licenses sufficient to warrant paying them.

It was allowed that the druggists were proper persons to receive licenses; that their places of business were proper places; that the mode of procedure in the application for licenses was proper; and that the only question at issue was whether the Board of Aldermen had authority to grant licenses. It is agreed that, if it is found by the court that the aldermen did have the authority, a writ of mandamus against the mayor would be issued immediately. If the court should not so decide, the petition will be dismissed.

PRACTICAL INEFFECTIVENESS ON THE PART OF A DRUGGIST.

Boston, Nov. 9.—Frank A. Davidson, president of the Theo. Metcalf Company of this city, recently has come into public prominence because he was one of the several remonstrants against establishing, as it was proposed to do, the Boston Nursery for Blind Babies in the street in West Roxbury where Mr. Davidson and others who raised objections live. The project went so far that the selected house had undergone needed repairs and improvements for its intended purpose, and a supply of coal for the winter's use was put in. Quite a sum of money was raised by the neighborhood to reimburse the landlord, who lost his expected tenant, between whom and himself, fortunately for the remonstrants, no lease had been signed or had passed. The sum of \$500 was paid him and several hundreds more were given to the nursery for the inconvenience caused it in being obliged to seek a home elsewhere, which was done most reluctantly. Mr. Davidson, in an interview on the subject, told your correspondent that he personally objected to the nursery only because he could not bear the thought of constantly seeing the poor, unfortunate infants out in their baby carriages, a sight which would greet him every time he went in and out of his home. To show his interest in the institution, however, Mr. Davidson offered to furnish the nursery at his own personal expense all the medicines,

prescriptions and such like things needed from a drug store, for the next year at least. The nursery was glad to receive his liberal offer.

TRADE CONDITIONS EXCELLENT.

Boston, Nov. 9.—There is no falling off in the excellent trade conditions which recently have been found with the druggists, and as a class they feel that there is little or no ground for complaint. There seems for some reason to be a little more impetus to the prescription end of the business, and this of course adds to the general amount of trade. Drugs in the general market are moving moderately, without special feature to mark the list. Chemicals hold firm, as a whole, with perhaps the exception of oxalic acid in bulk, which has a lower tendency. Dye-stuffs and tanning materials meet with a good demand and quotations keep rather steady. Only a moderate call for alcohols is reported this week. In hops the market seems to hold well, on sales of comparatively small proportions, and with hesitancy on the part of consumers to buy largely at this time. Waxes show only a fair market.

BROOKLINE TAKES THE INITIATIVE IN A REGULAR EARLY CLOSING OF DRUG STORES.

Boston, Nov. 9.—A movement has been inaugurated in Brookline the wealthiest town in the world, so its figures of population and valuation show, which might well be followed in all towns and in many cities, especially those of smaller size. Several of the leading and prominent druggists in that town, including the Theo. Metcalf Company, which has there one of the three stores which it operates; Young and Brown, the Butler Pharmacy, Arthur W. Bowker, etc., have agreed to close their places of business every evening in the week, except Saturday, from now until the first of April next, and, if the system works well as it is believed that it will, there probably will be a continuance of the custom right along after that time. This initiative step may lead to decided reform in this matter.

NOTES.

—Some of the Taunton druggists lately have been before the courts there, as a result of a general raid in that city. The Whittenton Drug Company's place has always been considered as one conducted on admirable principles, and it has been a matter of pride for the business and for professional men of Taunton to point out the store as a model of its kind. Spotters claim to have bought liquor at the store, but Arthur P. Coffin, the proprietor, said he was registered pharmacist and did a regular prescription business, keeping liquor for medical purposes. He could not recall ever selling these spotters any liquor and his liquor book shows no such sales. V. J. Bourgeois, his clerk, said that he had never seen the spotters in the store and was positive that he had never sold them any liquor. The court found that it was a licensed store and the presence of liquor there was no evidence that the proprietor had any inclination of violating the law. Both he and his clerks were honorably discharged. In the case of the Weir Drug Co., of which Joseph Lang is manager and Charles Kierney, clerk, the testimony of the spotters was about the same as in the case of the Whittenton Drug Co. The proprietor said that he was a licensed druggist and conducted a regular drug store. Mr. Kierney testified that he never sold the spotters any liquor. The court said there was no evidence against the proprietor and he was ordered discharged, as was the clerk.

—Early in September, Henry D. Padefford, a Somerville druggist, accepted a check for \$10 from a man who, it afterward appeared, had forged on it the name of H. R. Gay—whom no one can find. The New York police have just arrested the forger in that city, so that the druggist will perhaps have at least some satisfaction—that of seeing the swindler get his deserts. A brother of the man arrested in New York is now at the Charles Street Jail, Boston, awaiting trial on the charge of having passed a forged check in this city. He has also been in-

dicted by the Middlesex Grand Jury for a similar offence, committed in Somerville.

—Pittsfield fears the possibility of a cut-rate drug store, as the outcome of some dissatisfaction there among the trade. Nearly all the druggists belong to the local association, and it is among them that there may possibly be a backslider in the near future. The one druggist who did not join the others in the association acted most squarely in making certain promises akin to those which bind the members of the organization, and he has lived up to his agreements steadily. Some of the pharmacists look with rather envious eyes upon the success which the cut-rate stores in other cities seem to have.

—S. W. Gould and Brothers, who for a great many years have had a flourishing herb depot at Malden, where a chief industry has been the distilling of witch hazel, have sold out to a New York syndicate this branch of the business. The price is said to be about \$75,000. They have a plant in New Hampshire which is included in the sale. The herb business at Malden will still go on as in the past.

—In the State election this week, Walter E. Nichols was elected a Republican member of the House of Representatives. He has a pharmacy at 154 Chandler street, Daniel J. Kiley, a druggist at 301 West Broadway, South Boston district, also was elected as a Democratic member of the House. In years past he has been president of the Boston Common Council.

—The drug store of the late F. O. Covel, at Winchester, has been completely renovated and much improved for the new owner, A. B. Grover. It will now rank as one of the finest pharmacies of Massachusetts. The interior finish, although expensive, is quiet and attractive and represents the latest and best ideas in shop decoration.

—Many alterations and improvements in the drug store of W. H. Wood, at South Hadley Falls, will make that place much like a new store. A brick addition, two stories high, has been on the rear and a new shed has been built. The store and the prescription desk have been much enlarged and the interior will be greatly changed.

—For the purpose of manufacturing and selling drugs, medicines and like articles, the Davis Medicine Company has been organized, with headquarters in Inman Square, Cambridge. Among those concerned in promoting its interests are J. H. Cunningham, H. J. Cunningham and J. A. Melver. The capital stock is to be \$10,000.

—The Holyoke druggists who recently were implicated in the crusade against liquor selling have been in court, where, by request of all concerned, their cases were continued for a future hearing. The lawyers concerned in the cases were much occupied with a far more important court case.

—A new Massachusetts enterprise is the Pine Needle Company which has taken out its corporation papers under the laws of the State of Maine. The company is to establish itself in Haverhill, where it will make pine needle liniment, which is to be its business.

—A new drug store at Norwood fills a needed want. J. Theodore Wellington is the pharmacist in charge, and to be near the store he has moved his home from Chapel street in that town to an apartment in the same block in which the store is situated.

—James H. Sullivan, employed at Week's drug store, 363 Atlantic avenue, this city, while cleaning a revolver in the store recently, accidentally shot him-elf in the palm of the left hand. He was sent to the City Hospital where his wound was dressed.

—On the charge of breaking and entering the business place of the Potter Drug & Chemical Company, Columbus avenue, this city, Michael P. Brennan, 27 years old, of Shawmut avenue, has been arrested. The larceny of a box of fancy soap valued at \$50 is thought to have been his work.

—After a pleasant vacation trip to the Pan-American Exposition and to New York City, John McDermott, clerk at O'Donnell's pharmacy in Cambridge, has returned to his usual duties at that place.

—The former Durgin's Pharmacy in the Maconic Block at Newtonville has been bought by George A. Loring, who is to open the place for the same business.

—J. B. Smith has purchased, and will continue to carry on, the drug business of A. C. Campbell & Company at Miltonague.

PHILADELPHIA.

LOCAL ASSOCIATION WORK.

Philadelphia, Nov. 9.—Now that convention season is passed and the prospective policy for the coming year has been outlined by all branches of the drug trade the retailers begin to feel as if they knew where they stand and can go ahead with local work confident of accomplishing solid results. Here in Philadelphia the P. A. R. D. is now devoting its energies to closer organization and more action in districts; it having been shown that it is easier to get the druggists of a section influenced by the same conditions to unite on prices or policies than by taking in the whole city. Philadelphia is a big city and conditions in Manayunk and Frankford are different from those of West Philadelphia or the "Neck," different prices often rule, and certain practices in one section have no counterpart in another. Therefore success in raising prices on drug staples and sundries and prescriptions can better be achieved by local endeavors. The question of a general increase in prices of proprietary medicines, however, is more general and calls for close organization; it is a thing only to come (in this city) after continual hammering along the line and the awakening of the retail druggists to their power to enforce whatever the majority will get down to work and fight for.

For the purpose of bringing druggists of neighboring wards together for discussion of plans and exchanges of ideas for local work, the P. A. R. D. has begun a series of "Ward Meetings"—to cover the whole city. A week or so ago the druggists of the Seventh and Thirty-ninth wards were got together, Friday night druggists from the twentieth, twenty-ninth and thirty-second wards met in Elfreth's Hall, Twelfth street and Columbia avenue. At this latter meeting the progressive element of these wards was very well represented, and after the ice had been broken almost everybody took some part in the discussion in frank statements of their conditions and what they would be willing to do in the way of agreeing on fixed prices. It was the sentiment of the meeting that it would be possible to stop cutting on the meeting that an agreement was made that the three wards be thoroughly canvassed and a date set for the adoption of the full price-list. The idea of adopting a code for marking prices on copies of prescriptions was favorably received. A separate code would be assigned to each ward to prevent the public from learning the meaning of the marks used and a copy would be given to each member of the P. A. R. D. This plan will probably be laid before the Association soon. After discussing other practical questions until a late hour, an agreement was made for future meetings to settle further details and to provide for closer union of interests. Great credit is due to D. F. Little, the official "organizer" of the P. A. R. D. for the success of these meetings.

A GOOD WEEK FOR BUSINESS.

Philadelphia, Nov. 9.—The first week of November has shown quite satisfactory trade; business has been pretty good all over the city and has not as yet given any signs of falling off. The number of prescriptions coming in is larger than for some time and sales of remedies for coughs and colds are brisk. Certain of the well-advertised proprietary articles of this nature are being largely sold, although many retailers are selling lots of their own make by local advertising, and claim that the public now prefers something made by their druggist to an unknown article. Business has been good with the jobbers and dealers in drug sundries. Sales of staple drugs and proprietaries have been of good volume, and the demand for drugs and chemicals is increased. Heavy purchases of domestic essential oils in anticipation of expected high prices, are reported to have been made by a local firm, the "spot" stock of oils here being rather low. Glassware, it is said, will soon be advanced also.

NOTES.

—The Entertainment Committee announce that the "Smoker" to be given by the Philadelphia Association of Retail Druggists to the druggists of this city will take place Friday evening, December 6, at the North Broad Street Drawing Rooms. The programme for the even-

ing will comprise a vaudeville entertainment of fourteen "sketches" by excellent talent, music, singing and lunch, with a final chorus by a "druggists' glee club"—members as yet incognito. Lunch and liquid refreshments will be served throughout the evening and 1,500 "Cubanola" cigars have been donated by the makers to raise the smoke. Invitations and admission tickets will probably be sent out next week. Any druggist not receiving one should notify at once the secretary of the Committee, W. W. Chalfant, Fifteenth and Tasker streets.

—The second of the years' series of "Pharmaceutical Meetings" held under the auspices of the Philadelphia College of Pharmacy will be held Tuesday, November 19 at 3:00 p. m. in Museum Hall. Henry P. Hynson, of Baltimore, formerly chairman of the Section on Practical Pharmacy and Dispensing of the American Pharmaceutical Association, will be the guest of the meeting and he will present a paper on "Modern Drug Store Methods." M. I. Wilbert, of the German Hospital, will describe and show a "metric medicine glass." All druggists are cordially invited.

—A meeting of the Nominating Committee of the P. A. R. D. will be held some time this month to present a list of nominees for officers of the Association for the coming year, who will be voted on at the January meeting. Rumors are floating around that a change of officers all along the line will be made at the election and an active canvas is now being made for certain "dark horses" for the principal offices. No doubt the conservative element will oppose so radical a change, so there will be lively politics betwixt now and then.

—On account of the death of a number of persons of St. Louis from tetanus following the use of anti-diphtheritic serum, the Philadelphia Board of Health has issued orders that all antitoxins supplied by the city shall not only be tested for its anti-diphtheric strength but shall in addition be subjected to rigid tests for determining if it is contaminated with tetanus or other germs of infection. Local manufacturers of vaccine and antitoxine have adopted special precautions to insure safety of their products and will issue a guarantee if demanded.

—Dr. William A. Auffurth, a well-known retail druggist and practicing physician, died at his home Roschill street and Indiana avenue October 31, aged 47 years. Dr. Auffurth was a prominent member of the P. A. R. D., formerly having been chairman for his ward, and took an active interest in local work. His drug store was one of the first opened in that section, at one time when it was sparsely built up and he made quite a success of his venture. He leaves a wife and several children.

—The second "Social Meeting" of the students of the Philadelphia College of Pharmacy will be given by the Alumni Association to the classes on Tuesday evening, November 19. Cards of admission may be secured by any member of the College or Alumni Association, from the Alumni Committee, or from Mr. Stym, Registrar of the college, as these will not be sent out unless so requested.

—Dr. S. L. Cheek for several years located at Ninth street and Girard avenue, has sold his drug store there to C. H. Harber and has given up his residence here.

BALTIMORE.

ADAM J. GOSMAN.

Baltimore, Nov. 9.—Adam J. Gosman, a manufacturing chemist and retail druggist, died last Friday at his residence, 344 North Charles street, at the age of 68 years. Mr. Gosman had returned from Europe only two weeks before and was taken seriously ill on the night he reached home. He had been in the drug business the greater part of his life, starting as a boy with Dr. James McKenzie, the well-known pharmacist of half a century ago, on the corner of Baltimore and Gay streets. For more than thirty years he conducted successfully the pharmacy on the corner of Charles and Mulberry streets, and also engaged in manufacturing. His ginger ale attained extensive fame and he was induced, several years ago, to identify himself with a company, which has since conducted the making of the beverage on a large scale. This venture proved advantageous in a pecuniary way and added considerably to Mr. Gosman's possessions. Having gained a competency, he sought retirement, and

spent a part of his time in travel. The drug store has been disposed of to other persons. He is survived by his widow and stepson. The funeral, which took place last Monday from the Cathedral, was largely attended.

DRUG TRADE BOWLERS.

Baltimore, Nov. 9.—The members of the Baltimore Drug Trade Bowling Club kept at it this week regardless of the election, the Ferrell & Kellam Company's quintette being scheduled last Tuesday night to meet the Stanley & Brown Drug Company, while last night the same team encountered the Root and Herb men. Last night's contests proved a Waterloo for the Ferrell & Kellam men, for they lost all three games by large margins, the scores being 784, 652, 810 against 606, 581, 613. A total of 152 was the highest individual score rolled up by any member of the losing team, while Davis, of the Root and Herbs, managed to make 185 in the first game. Last Tuesday the Stanley & Brown Drug Company took two out of the three games.

The standing of the several teams is now as follows:

	Games Won.	Games Lost.	Percent.
Sharp & Dohme.....	6	0	1.000
Root and Herb.....	10	2	.833
James Bailly & Son.....	4	2	.667
Stanley, Brown & Co.....	4	8	.333
Armstrong Cork Company.....	2	4	.333
McCormick & Co.....	1	5	.167
Ferrell & Kellam Company.....	1	11	.083

DRUG TRADE ACTIVE.

Baltimore, Nov. 11.—The drug trade conditions remain favorable. All the jobbers report marked activity both in the local and out-of-town market and a movement large as to volume. Retailers are buying with considerable freedom and the demand includes all of the stock articles. The prevailing activity also affects the manufacturers of pharmaceuticals, who report a good inquiry for nearly all their products. There are also various strong features about the market for botanicals. From all that can be ascertained the supply of American wormseed, angelica, lobelia seed and pink root is relatively scarce. At any rate, the crop gathered has fallen below expectations and all these articles are accordingly going up. Holders, it is said, may reasonably anticipate realizing higher figures on the supplies in their hands. The movement of heavy chemicals is without special features and about normal for this season of the year, while the retailers, as usual, vary greatly in their estimates of the trade conditions, some representing them as prosperous, while others express pessimistic views.

NOTES.

—J. Emory Bond, formerly with Parke, Davis & Co., and afterward in the insurance business, only to make another change back into the drug trade, this time with the H. K. Mulford Company, has come with the H. K. Wampole Company, of Philadelphia, and is at present located at Lexington, Va. Mr. Bond is an active member of the Wedgwood Club.

—Among the out-of-town druggists in Baltimore last week were J. W. Saea, Frostburg, Md.; J. R. Knight, Franklin, Va.; George A. Meyer, Dallastown, Pa.; E. M. McComas, Washington; Dr. W. Dorsey, Delta, Pa., and L. H. Dickman, New Windsor, Md. Mr. McComas came to Baltimore to attend the funeral of his brother, who was widely known to the drug trade, having supplied many pharmacists with cigars.

—Druggist George W. Eichner has moved from the Forest Inn, at North Walbrook to Madison, above North avenue, Dr. Melvin's old stand. North Walbrook is a suburb of Baltimore.

—At the last meeting of the Maine Commission of Pharmacy held in Augusta, Oct. 16, eighteen candidates presented themselves for examination, and the following were granted certificates as registered apothecaries: Geo. Treggett, Rumford Falls; C. W. Jackson, Portland; J. Frank Sheehan, Portland; Geo. G. Brown, Sanford. The next meeting will be held in Augusta Wednesday, Dec. 11, 1901.

CINCINNATI.

NEW WHOLESALE DRUG HOUSE.

Cincinnati, Nov. 9.—It is said that negotiations are on between certain local capitalists and Chas. F. Weller, of Omaha, looking to the establishment here of a new wholesale drug house with about \$500,000 capital. Mr. Weller has been in the city a number of times recently, and it is said that he has been in conference with Otto Stein, formerly of the Stein-Vogeler Drug Co., and Andrew Hickenlooper, president of the Cincinnati Gas & Electric Co. This city offers exceptional advantages for the wholesale drug business and it is said that there is plenty of room for another house here. Mr. Stein when seen denied the report and said he knew nothing of any negotiations to this end. He is no longer connected with the Stein-Vogeler Drug Co. at least in so far as the management is concerned. "If Mr. Weller was here on such a mission," he said, "he certainly would have approached me on the subject." General Hickenlooper was more frank and admitted that such negotiations are on, but denied any connection with the projected enterprise, either financially or otherwise. It is stated that the negotiations have reached that stage wherein a location is being considered, and that a prominent building on Fourth street is under consideration.

NOTES.

—This city is proud of Magdalene Schreck, a young lady of eighteen who is not only a graduate in pharmacy, but a registered druggist, the State Board of Pharmacy last week having granted her a certificate. Her story briefly, is that of a bright young girl, who has done everything toward becoming a breadwinner, the same as a male member of the family would have done had there been one old enough to put his shoulder to the wheel. Two years ago Leo S. Schreck, druggist at Warner and Wheeler streets, died after a lingering illness. After his death his wife, Anna Schreck, conducted the drug store and qualified as a pharmacist, having begun her studies before her husband's death. Her mainstay has been the daughter Magdalene, who with some younger brothers completes the family. She also felt it her duty to aid in maintaining the business, and after close application, was graduated with the class of 1901 at the Cincinnati College of Pharmacy; now she is assisting her mother. In the neighborhood she is pointed to as an example of the results industry and fortitude will gain for one of even the gentler sex.

—A fire of supposed incendiary origin was discovered shortly after noon Wednesday on the fifth floor of the wholesale drug house of Hale, Justis & Co. at 241 Walnut street. The fire started near two boxes containing bottles and was extinguished with small loss. Shortly before a fire was discovered in the front part of the building and was also extinguished. The members of the firm are satisfied that both fires were of incendiary origin. An office boy in the employ of the company told the police a dramatic story about a strange man whom he claimed to have seen looking about the building. A further investigation will be made.

—J. P. Hemphill of Rising Sun, Ind., was in town this week purchasing fixtures for his new store which will be opened about December 1.

—M. M. Neal Co. will open a new drug store at Mt. Olivet, Ky.

DETROIT AND MICHIGAN.

THE NATIONAL PHARMACAL CO.

Detroit, Nov. 9.—The latest aspirant for honors in the field of pharmaceutical manufacture is the National Pharmacal Co., which has outlined a policy of supplying physicians with pharmaceutical products at a much less price than they can be procured through the usual trade channels. The sponsors for the new company are Victor Vaughan, M. D., Ann Arbor; Henry G. Walker, M. D.; John J. Mulheron, M. D.; B. R. Hoyt, M. D.; Guy L. Kiefer, M. D.; and J. B. Kennedy, M. D., Detroit. In its prospectus the company calls the attention of the medical profession to the fact that they are supporting at the present time pharmaceutical houses and are paying them advanced prices made necessary by the large force of representatives employed, high salaries of officials, etc. The National Pharmacal Co. state that this would all be done away with when they are firmly established and the business will be transacted entirely through the mails without the intervention of the drummer, or the necessity of paying exorbitant salaries to executive officers. The physician is requested to invest in a certain amount of stock, running anywhere from one to ten shares at \$10.00 per share. By so doing he is to be allowed a discount of 40 per cent. from its list prices and his share of the dividends of the company (if any accrue).

NOTES.

—A number of years ago W. W. Fiero purchased the drug store of Henry Haigh, located at 264 Jefferson avenue, where he has since conducted the business. He recently purchased from Mr. Haigh the three story brick building and the fixtures and furniture of the store, together with the interest in the remaining portion of the lease, and will make extensive alterations and repairs. This store is one of the oldest drug stores in Detroit, and many years ago had the distinction of being patronized by the most aristocratic element.

—H. J. Fisk, of the London, England, offices of Parke, Davis & Co., sailed for home last week, after spending five or six weeks at the Detroit laboratory and his home at Adrian, Mich. Mr. Fisk came to Detroit for the purpose of securing up-to-date facts concerning processes and machinery which could be put in force at the London establishment.

—L. S. Hutchins, secretary and treasurer of the Hazeltine & Perkins Drug Co., of Grand Rapids, recently returned from the annual meeting of the National Wholesale Druggists' Association at Old Point Comfort, Va. He was accompanied by his wife, and they together inspected a number of places of interest in the East, returning home well satisfied with their outing.

—W. H. Burke & Co. intend to remove from the old Seeley Pharmacal Co.'s store the stock of physicians' supplies and surgical instruments, locating them at the Central Drug Store. J. W. Seeley has been engaged to give his entire attention to this feature of the business.

—Charles F. Mann expects to become installed in his new pharmacy at the corner of Woodward and Forest avenues within a few weeks, and intimates that the new store will be up-to-date in every respect.

—E. B. Longwell, of Paw Paw, has purchased the stock of the Charles Drug Co. of that place and will combine it with his present stock in connection with his large department store.

—S. E. Ludwig, formerly with Wm. S. Merrell Chemical Co., as traveler, has been engaged in a similar capacity by Parke, Davis & Co.

—John B. Collins, of Frankfort, for thirty years or more a prominent pharmacist of that place, recently died from heart failure.

—W. J. Mills, of Farmington, has purchased the drug stock of E. F. Holcomb and will continue the business at the same location.

—Walton & Vorheis, of Onnaway, have purchased the drug stock of George F. Barharin and will make decided improvements in the store and will increase the stock.

—J. W. Hicks will soon open a new drug store at Harbor Springs, Mich., and it is intimated that it will be one of the finest drug stores in the State.

The Merz Santal Compound Perles Follow The Flag.

The fact that the Merz Capsule Co. of Detroit, report receiving orders from both the Philippines and Porto Rico for their Merz Santal Compound Perles, seems to indicate that the citizens of our new possessions are taking kindly, not alone to their new government, but also to the best capsules on earth. The Merz Capsule Co. guarantees that there is nothing to equal the Merz Santal Compound as a reliable and quick cure. If you do not have them in stock, do not lose any more time in getting a supply. The price is only \$3.00 per dozen bottles.

—O. A. Fauckboner, of the Hill Drug Store, Grand Rapids, intends to install during the winter a twentieth century soda fountain.

—M. W. Porter, of Quincy, has disposed of his drug stock to W. J. Austin and will retire from the business.

CHICAGO.

AN ANTI-CUT RATE PLAN.

Chicago, Nov. 9.—Among the subjects discussed at last week's meeting of the Chicago Retail Druggists' Association was the attitude of the Supreme Court of Massachusetts concerning the Worcester plan, the court holding that the contract was not binding beyond the first purchaser.

The druggists of the First District in Chicago are not wholly in favor of the plan announced to fight the cutters by inaugurating a cut rate war, because, as they assert, they are unable to keep up the pace for lack of money. They assert that to cut prices is a fruitless proceeding, since it brings no profit except to the manufacturers whose wares are advertised to keep the war going. As a manufacturer once said, "You Chicago fellows and those who sell at cut rates everywhere are doing just what we want you to do. You are advertising our goods, we get our price and the benefit of your advertising. We don't care how much you cut, because the more you fight among yourselves the bigger the demand for our goods. We never had free advertising to such an extent as we have since cutting began."

It was suggested at the meeting that instead of ordering a general cut, the order be reversed and that full prices be restored all along the line. If the goods are called for, ask full price, and if the customer says, "I can get this at the department store for such and such a price," the druggist could then answer that the department store can afford, by reason of its many other lines, to sell some goods even at cost or little above, something which druggists can not do. When the customer went to the department store he would find the clerk there anxious to sell him some preparation put up by the store instead of the article he asked for.

Whenever druggists find that a proprietary will not sell at full price, let them cease to order it. Gradually the sale of the leading proprietaries would be restricted to the department stores. One by one the channels of distribution would be closed, until at last the manufacturers would be forced to do something in self defense. And here comes in the Worcester plan as construed by the Massachusetts Supreme Court. If the manufacturers would establish supply depots in all the principal cities and make the jobbers agents or consignees merely, then their sales would in law be to the retailers direct as first purchasers, thus bringing them within the purview of the recent decision and making the contract enforceable. The manufacturers would then be able to control the sale of their own goods and prevent cutting. Such was the suggestion that was made. It may never be tried, but it is at least worthy of consideration.

U. S. P. CONVENTION NOTES.

Chicago, Nov. 9.—The Executive Committee of the Board of Trustees has been reorganized and now consists of S. A. D. Sheppard, of Boston, chairman; Joseph P. Remington, of Philadelphia, and Charles E. Dohme, of Baltimore. The Auditing Committee now consists of George W. Sloan, chairman, Indianapolis; Albert E. Ebert, Chicago; and Prof. J. H. Beal, Scio, Ohio. Prof. J. H. Beal was elected a member of the Board of Trustees to fill the vacancy caused by the death of W. S. Thompson, of Washington, D. C. Charles E. Dohme has been elected president of the Board. Dr. Murray G. Matter, of Philadelphia, is now secretary of this body.

NOTES.

—On Monday night, Nov. 4, the teams of the Chicago Drug Trade Bowling League rolled the following games at Bensinger's Alleys: E. H. Sargent & Co., 747, 751, 684, against Sharp & Smith, 733, 674, 685. Parke, Davis & Co., 727, 758, 715, against A. M. Foster & Co., 753, 684, 722. Lord, Owen & Co., 694, 694, 707, against Buck & Rayner,



J. W. GAYLE, Frankfort, Ky.,
Secretary of the Kentucky Board
of Pharmacy.

592, 626, 709. The standing and percentage of the teams are as follows:

	Won.	Lost.	Percent.
E. H. Sargent & Co.	11	5	.733
Lord, Owen & Co.	10	5	.667
Sharp & Smith	9	6	.600
Parke, Davis & Co.	7	8	.467
Buck & Rayner	5	10	.334
A. M. Foster & Co.	4	11	.267

—The annual election of the Chicago Drug Trade Club will be held on the first Thursday in December next. The Board of Directors has appointed the following nominating committee: Messrs. Albert N. Hunt, Harold Sorby and B. T. Van Allen. Among the visitors to the Club this week were Messrs. J. F. Stephenson, San Jose, Cal.; Frank Rogers, Omaha, Neb.; Bahnsen, Rock Island, Ill.; and N. S. Weller, Omaha.

—An attempt was made early this week to burglarize the drug store of Erskine McMillan, 490 West Madison street. While the burglar was boring holes in the front door the night clerk, William Mankey, telephoned the police and they came around and gathered the burglar in.

—The Executive Committee of the Chicago Retail Druggists' Association held a meeting this afternoon at the office of Secretary Wooten in the Y. M. C. A. Building.

—Dr. Propeck, who owns a drug store at Ann and Randolph streets, has opened another store at 395 West Harrison street under the name of the American Pharmacy.

—F. Bibbey, for fifteen years with R. J. Livesey at Grand and Claremont avenues, has opened a new store at West Lake street and Campbell avenue.

—It is reported that Frank J. Knowles, the well-known Ogden avenue druggist, has sold his store to a Mr. Stewart.

—Matthew F. Bozinch, a druggist of Chicago, filed a voluntary petition in bankruptcy this week.

—J. M. Winns, a druggist of Forest City, Ill., has gone out of business.

Iron Glue is what the name indicates, a strong glue, and is said to be the best made. It is claimed to cost less than half what other does and is put up in 5 and 10 cent bottles and collapsible tubes. Sold by wholesale druggists. Samples free from the makers, McCormick & Co., Baltimore, Md.

LOUISVILLE.

Louisville, Nov. 7, 1901.

—The Peter-Bauer Wholesale Drug Company loses an account with a New Albany druggist because of a queer law in Indiana. The Louisville wholesale firm ran an account with the Hoosier druggist and apparently found that he was a slow payer. At any rate they sued to enforce payment. Then came a ruling that the Kentuckians think strange indeed. The Judge held that the Louisville concern could not recover any part of the account. He held that the Peter-Bauer Drug Company was a foreign company and under the laws of Indiana they could collect no accounts there until they established a branch house or office within the state. The drug company immediately took a demurrer; stating that the ruling was incorrect, and if it was correct that it was unconstitutional. Union B. Hunt, Secretary of State of Indiana was appealed to and the Louisville Board of Trade took up the fight. Mr. Hunt's attitude is more favorable to the Kentucky druggists. He says the law which was passed on March 15, 1901, is not directly against corporations who do business entirely by mail and through traveling men as the Peter-Bauer Company does. It is probable, however, that the case will be appealed to the highest court in Indiana before a final decision is reached.

—The plant of the Robinson-Pettit Drug Company came near being destroyed by fire last Saturday night. About midnight fire was discovered in the J. V. Reed Company printing establishment and the next instant the whole building was a mass of flames. The wholesale drug store was next door and it seemed that it would be impossible to save it. The window panes burst from the heat and the woodwork was charred. By desperate work the firemen saved the building, however, from total destruction. The loss was small and was fully covered by insurance.

—Thomas J. Penrod, a Bloomington, Indiana, druggist was terribly shocked under peculiar circumstances on Thursday. Penrod's store is located next to the Hotel Gentry and a live wire ran down the hotel roof and charged the iron doorpost of his drug store. When the druggist entered he stepped upon the charged iron. He fell to the pavement unconscious. It was at first believed that he was dead, and after having been unconscious for twenty-four hours, the physicians say that he can not recover.

—Several of the druggists are discussing the advisability of a fight on the department stores because they are carrying lines usually to be found in a drug store. The movement against the department stores has not reached open warfare and the druggist who gave the tip said that he was engaged in trying to find out how sentiment stood on the subject. It is said that the department stores are doing a large business in toilet articles, etc.

A. L. COCHRAN, a prominent retail druggist of New York who conducted a store at No. 23 Beaver street for many years, died Tuesday, November 5. Mr. Cochran received a shiv's medicine chest to be filled on Thursday, Oct 31, and when opened, the chest was found to contain three rockets used as ships signals. Mr. Cochran held one in his hand and ignited the fuse, the powder burned his hand and wrist severely, and made a very painful wound. A physician was called and dressed the burn and the patient was doing well until Monday when he complained of intense pain. After several applications had been made without effect, some powdered opium was used as a dusting powder, and then an ointment of rose water applied. The patient was soon asleep from the effects, and died about 15 hours after the application of opium. Mr. Cochran was about 45 years of age and well known in down town drug circles.

Vera-Vanillin, manufactured by George Lueders & Co., No. 218 Pearl street, New York, is stated to be the strongest and best Vanillin on the market. It comes in large crystals and "you see what you get." With this product any adulteration can be detected by the eye, whereas in powdered Vanillin or small crystals this is not possible. Free samples will be sent on application.

ST. LOUIS.

ST. LOUIS RETAIL DRUGGISTS.

St. Louis, Nov. 9.—The Retail Druggists' Association of St. Louis, held a meeting at the college building last Wednesday afternoon. President R. S. Vitt and Theodore P. Hagenow made their reports as delegates to the N. A. R. D. convention at Buffalo. They were congratulated by the members present upon their success in obtaining recognition for the Western contingent. The question of the small attendance and lack of interest shown by the local druggists in these monthly meetings was discussed. Those present seemed to fully realize the danger which may arise from the lack of interest manifested by druggists in the attempt to put the N. A. R. D. plan into operation. They rightly judge that the small attendance at their monthly meetings is a fair indication of the interest taken by the druggists in what the N. A. R. D. has accomplished in St. Louis. The local workers also feel that much more would have been accomplished had their four hundred and some odd members attended these meetings and taken a more active part in helping the work along. It was decided at this meeting to give a "smoker" either the latter part of this month, or early next month, and the association will make a special effort to get a majority of the members together. It will be a combined business and social affair.

NOTES.

—President H. M. Whelpley, of the A. Ph. A., reports a number of applicants for membership in that organization. Two of them express regrets that they did not join in time to enjoy the privileges of the St. Louis meeting.

—Fred Forthman has bought out Dr. John Reuter at Lee and Fair avenues. Dr. Reuter will return to his native town, Nashville, Ill., where he will practice medicine.

—Wm. C. Bolm has resigned his office as secretary of the St. Louis College of Pharmacy and his resignation has been accepted by the board of trustees.

—Wm. Laumann is now employed as chief clerk for Theodore F. Hagenow, 1500 Chouteau avenue. He is one of the best-known drug clerks in the city.

—Dr. Oscar Elbrecht gave an illustrated lecture on bacteriology before the students of the St. Louis College of Pharmacy last Tuesday forenoon.

—Dr. John Frank has purchased the Belt avenue Pharmacy, Belt avenue, and Suburban road.

—J. M. Nixon is opening a new drug store at Neustead and Elmbank avenues.

Preparations that are well advertised and pay such handsome profits as Mrs. Gervaise Graham's Toilet Preparations do, should be found in every well equipped drug store. The Cactico Hair Grower, Quick Hair Restorer and Cucumber and Elder Flower Cream are particularly well advertised, being extolled in several handsome booklets published by Mrs. Graham. A supply of advertising matter will be sent to any druggist who writes for it. Address Mrs. Gervaise Graham, 1250 Michigan avenue, Chicago.

T. A. Willson & Co., makers of street spectacles and eye glasses, Reading, Pa., state that they are now prepared to furnish neat spectacle sample cases for salesmen of wholesale houses that carry this line. Anyone interested should write for prices, which are low. This firm employs no traveling salesmen, but relies on the merit and low price of the goods to market its product of 10,000 pairs of spectacles per day.

If you have not the time to write your own advertisements or do not feel satisfied with the returns from newspaper advertising it would probably be to your advantage to communicate with A. J. Embree, Belton, Texas. He is an expert advertisement writer and guarantees his ads. to bring results. Having been brought up in the drug business Mr. Embree is specially qualified to do good work for druggists.

THE NORTHWEST.

"NO GROUND FOR DESPAIR."

St. Paul, Minn., Nov. 8.—Under the above heading the "Josh" man of the Minneapolis Journal's editorial page has all kinds of fun with people who write testimonials for patents. He says: "A Wheaton, Ill., lady who had 'tried everything in vain until I commenced taking your valuable remedy,' has written, if the Wheaton News can be believed, and we doubt it, the following testimonial to a country druggist who is booming a new tonic:

"Dear Sir: Before taking your medicine, I was too weak to spank my baby, but now I can lick my husband. Heaven bless you."

"This reminds one of the Shakopee man who was nearly blind and took Dr. Sawyer's wonderful Elixir. He wrote,

"Dear Sir: Before taking your Elixir, I could not see six inches before my face. Yesterday I saw wood. I feel that I ought to let these facts be known. Send me another bottle."

"Phineas E. Perkins of Mound Center, S. D., says that before trying the Snake Cure 'he had not drawn a sober breath for twenty-five years.' Last Sunday he drew several sober breaths, greatly to the astonishment of his wife, and without injury to his health. He expects a perfect cure—some time.

"All these examples show that it is never too late to hope for 'that perfect cure' so freely held out by the irregulars."

CAUSAL CAUSE OF ACTION.

St. Paul, Minn., Nov. 8.—Nels A. Winslow, a druggist of Camden Place, Minneapolis, has been sued by Enoc Szlachetowski for \$2,000 for personal injuries. He claims that while suffering from a sore leg he sent to the defendant's drug store for a bottle of liniment. Instead of getting a mixture that would stop the pain, Szlachetowski claims Winslow sent him a fluid, the principal compound of which was carbolic acid. This fiery concoction, when applied, burned the limb badly, it is alleged, and caused blood poisoning and other troubles, which the plaintiff asserts "caused him to pass sixteen days and nights without sleep"; to be confined to his house for about six weeks, and to lose his job.

SATISFACTORY TRADE.

St. Paul, Minn., Nov. 8.—Druggists report business very satisfactory these days and the volume of transactions is again on the increase. There is less activity for paints, oil and glass, although the demand is still good. In fancy goods and druggists' sundries the business is very heavy, more so than at any other time just before the winter holidays.

NOTES.

—Successions: F. A. Groezinger, Worthington, Minn., by A. D. Hard; George H. Betz, Avoca, Neb., by Ora E. Copes; Martin & Roberts, Dorchester, Neb., by Martin & Ferguson; W. E. Stoutemeyer, Luverne, Minn., by Chat Echoff.

—The Eenkema Co.'s drug stock having totally been burned up last Saturday night the proprietors and their pharmacist, Mr. Jensen, are in the city this week selecting a new drug and sundries stock.

—New: Stenmo & Co., Hatton, N. D.; D. E. Crowley, Mound City, S. D.; Pearson & Wood, Grangeville, Idaho; H. M. Jogens, Council, Idaho.

—Allen Bresler, who has been running the soda fountain department in S. F. Boyce's store at Duluth, has returned to Minneapolis.

—J. E. Schindler, after a few weeks in the wilds of North Dakota, has returned to this city to re-enter the drug business.

—L. V. Wells, is selling out at Wenatchee, Wash. So is N. F. DeBerge, who deals in paints at Kenosha, Wis.

—George W. Chamberlain of Wells & Chamberlain, paint dealers, Livingston, Mont., has sold to his partner.

—W. A. Barnard's drug store at Ogallala, Neb., was recently entered by burglars who got away with \$300.

—Dr. Holland has sold his interest in Holland & Drummond, Mt. Pleasant, Ia.

—J. Roscholt is to sell his interest in A. W. Swenson & Co., Maddock, N. D.

—J. D. Fisher has left Minneapolis and is now with the Eveleth Drug Co., Eveleth, Minn.

—P. S. Henderlite, Council, Idaho, has sold.

WESTERN PENNSYLVANIA DRUGGISTS PROTEST.

The Western Pennsylvania Retail druggists' Association, through its Secretary E. F. Pritchard, has sent the following letter and resolution to the Governor of the State protesting against his recent appointment to fill the vacancy on the Pennsylvania Pharmaceutical Examining Board:

To the Governor: "Please find enclosed resolution adopted unanimously at a meeting of this Association. I also send herewith a directory showing the scope of our membership. There are several similar associations in the State and there is a general feeling of dissatisfaction over this appointment everywhere. We feel that offices of this character should be filled by men who are acceptable to the trade as represented by the Societies composed of the best class of the members of the trade and they should be entitled to some consideration. This is the course followed in other States having similar laws on their statute books, and has been found to bring about much more satisfactory appointments than where mere political qualifications are made the rule for filling such important positions as the one under consideration."

Resolved: That the recent appointment made by Gov. Wm. A. Stone, to fill the vacancy on the State Pharmaceutical Examining Board is extremely distasteful and disappointing to the members of this Association, as well as to the drug trade throughout the State.

The reasons for this action are that the appointee is not in any sense a representative druggist; is not in harmony with the members of the craft in his own city and is not affiliated with any of the various organizations intended for the protection and advancement of the profession. These we deem good and sufficient reasons for not regarding the appointee as fitted to represent in a becoming manner, so important a section of our great commonwealth as the western end of the State.

Therefore we hereby express our disapproval of this appointment and regard the selection as extremely unwise and unfortunate.

QUININE SACCHARINATE may, according to H. Defournel (Bull. Soc. Chim.), be obtained in basic form by treating basic quinine sulphate in 95 per cent. alcohol solution with sodium saccharinate dissolved in warm, 60 per cent. alcohol, one molecular weight of the former salt being employed with two of the latter. Sodium sulphate crystallizes out, and the basic quinine saccharinate is obtained in well formed needles by evaporating the liquid residue. The taste of the salt is at first sweet, then bitter. The crystals are almost insoluble in cold water, but dissolve in the proportion of 1 to 130 in boiling water. The substance melts with decomposition at 194-195 degrees C.

SCUTELLARIN is a compound separated from the leaves and flowers of *Scutellaria altissima*, by Molisch and Goldschmidt (Chem. Zeit.). These investigators also find the same, or a closely allied compound, in the leaves and flowers of various other plants. Scutellarin has been given the formula $C_{15}H_{12}O_8$. When treated with sulphuric acid it breaks up into scutellarein, and a substance which is not a sugar. Scutellarin can, therefore, not be considered a glucoside. The decomposition product, scutellarein, forms compounds with mineral acids, and when treated with alkalis is decomposed into phloroglucin and paroxybenzoic acid.

OLIVE LEAF OIL has been obtained, by Haenzel (Pharm. Zeit.), by distilling dry olive leaves with steam. The oil is of an unctuous, volatile character, possessing a peculiar and very pleasant odor. The yield is .04 per cent.

RIGID CLEANLINESS—ABSOLUTE ASEPSIS—CONFIRMATORY
PHYSIOLOGIC TESTS—THOROUGH EQUIPMENT—ENSURE THE
HIGH STANDARD OF **MULFORD'S PREPARATIONS**



MULFORD'S

**ANTITOXINS
& VACCINES**
ARE PRODUCED UNDER
IDEAL CONDITIONS

KEEPING THE HORSE IN PERFECT HEALTH

KEEPING THE HORSE IN PERFECT HEALTH

MULFORD'S
VACCINE
ALWAYS
TAKES



MULFORD'S
ANTITOXIN
SAVES MORE
LIVES

THESE LABORATORIES ARE THE MOST COMPLETE
IN EXISTENCE



STABLES—VACCINE DEPARTMENT

PREPARING BLOOD VACCINE LABORATORY

H. K. MULFORD COMPANY
CHEMISTS
PHILADELPHIA NEW YORK CHICAGO

REPRODUCTIONS FROM LIFE, SHOWING DEVELOPMENT
OF THE DIPHTHERITIC MEMBRANE AND ITS DIS-
APPEARANCE FOLLOWING THE USE
OF MULFORD'S ANTITOXIN.



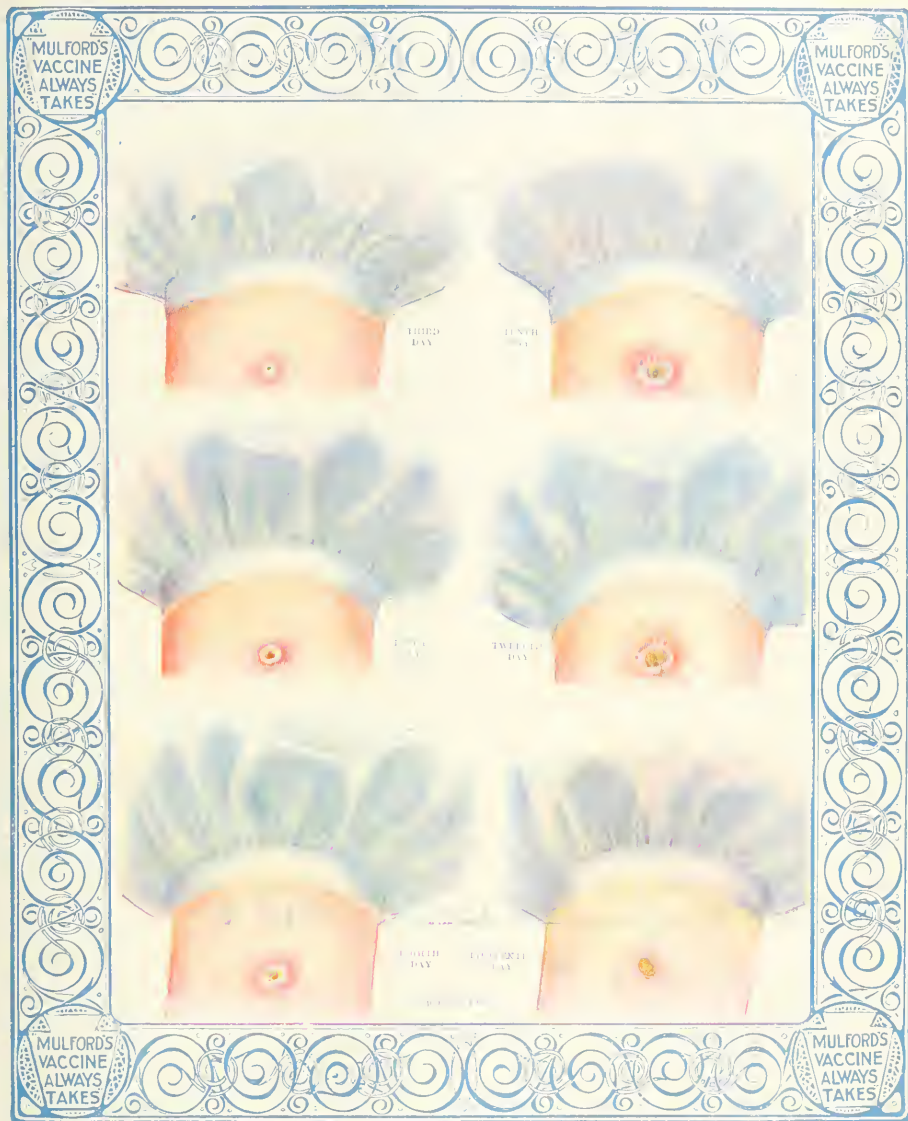
All investigations prove that Mulford's Antitoxin SAVES MORE LIVES
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REPRODUCTIONS FROM LIFE, SHOWING CYCLE OF VACCINATION
 TYPICAL VACCINE VESICLES FROM INOCULATION TO
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Excessive Inflammation never
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MULFORD'S
VACCINE
ALWAYS
TAKES



MULFORD'S
ANTITOXIN
SAVES MORE
LIVES

ALL OUR PREPARATIONS are the results of the persevering effort of expert pharmacists, chemists, and bacteriologists to produce, without sparing care or expense, the best products obtainable. The unanimous approval of the profession proves them ❀ ❀ **THE STANDARD OF EXCELLENCE**

H. K. MULFORD COMPANY
CHEMISTS
PHILADELPHIA NEW YORK CHICAGO

MONTREAL.

Montreal, Nov. 8, 1901.

—The firm of Evans & Sons, Limited, has lost two valued employees by the death of W. H. Stanley and George Moore. Both had been in the services of the firm for the past twenty years and were held in high esteem by their employers. The former previous to his death had been ailing for some four or five years with Bright's disease, while the latter suffered from the same disease for about six months; it is a strange coincidence that both were about the same age and died of the same disease on the same day within four hours of each other. Mr. Moore leaves two sons, the eldest Alex. B. J. Moore, who is head chemist for Evans & Sons, Ltd., and Alfred, who is head clerk for H. R. Gray.

—The semi-annual examinations of the Pharmaceutical Association were held last week, nineteen minors and twelve major students presented themselves. The following were successful—Majors: J. Valois, M. J. Gadois, V. Le Doux, C. I. Lamontagne, A. E. Labonte, E. Vadebonceur and S. Moisseau. Minors: Oscar Paquette, J. A. Marceau, J. A. Monat, H. E. Archambault, J. Pigeon, R. Pasquin and C. P. Saboutin. The examiners were: R. W. Williams, Alex. B. J. Moore, W. H. Chapman, Henri Lanctot, A. J. Laurence and Edmond Geroux. The successful preliminary students were: J. E. Turcotte, D. B. Hopkins, A. Merrill and A. Meloche.

—The Retail Druggists' Association is up in arms against one of the city druggists for cutting on patent medicines and prescriptions; the latter has openly advertised big cut rates in the city papers to the consternation of his confreres in this province. The Association is not letting the grass grow under its feet and has already formed several committees to interview all the wholesale houses and manufacturers' agents with the intention of cutting off supplies, and has received several promises already which if carried out will prevent the cutter from procuring any more goods.

—A rumor gained ground a short time ago that a pharmacy was to be shortly opened in Haycock & Dudgeons dry goods block; it has certainly proved only a rumor as the proprietor of the block has not yet been successful in procuring the right man for the position and several of the city chemists have been approached but none of them seem to consider the idea feasible as the store would be run as a cut rate pharmacy and this does not coincide with the views of the majority of Montreal druggists.

—The Druggists' Rifle Association has had a very successful season and since the ranges were opened there has been a large attendance of members of both the retail and wholesale trades. Quite a large number of the members took advantage of the holiday on the King's birthday and spent the entire day at target practice. This will about end this year's work and during the winter a regular schedule of matches will be drawn out for the ensuing year.

—The many friends of A. J. Laurence will be pleased to learn he has so far recovered from his late serious illness that he is able to take over the full charge of his pharmacy at St. Denis and Ontario streets. It is reported that a new pharmacy will shortly be opened on St. Catherine street near Panet street.

—The recent Government analysis of granular effervescent sodium phosphate showed that only 20 per cent. of that manufactured in Canada and the States was genuine; this is quite a blow at some of the so-called reputable manufacturing houses.

—The optical course at the Montreal College of Pharmacy has proved a great success. Quite a large number of the students are taking the full course of lectures and several of the city druggists are doing likewise with a view to adding an optical branch to their business.

—H. H. Wootton, apothecary Royal Victoria Hospital, has returned from a shooting expedition in the back woods.

—Wallace Dawson has moved into more commodious premises within a door or two of his former stand.

—A. E. Brethour, of Ottawa, has assigned at the instance of Evans & Sons.

—The wholesale druggists have again formed an association and it is to be hoped that it will not meet with the fate of its predecessor.

—A. W. Moffat's only daughter was married last week to J. McCarthy, of Niagara Falls, Ont.

BOOK REVIEWS.

THE MEDICINAL PLANTS OF THE PHILIPPINES.—

By T. H. Pardo de Tavera, Doctor en Medicina de la Facultad de Paris, Comisionado Científico de S. M. en las Islas Filipinas y Delegado General en las Mismas de la Societe Academice Indo-Chinoise de Francia, Miembro Pundador Correspondiente de la Sociedad Espanola de Higiene, etc. Translated and Revised by Jerome B. Thomas, Jr., A. B., M. D., Captain and Assistant Surgeon U. S. V. Published by F. Blakiston's Son & Co., 1012 Walnut Street, Philadelphia. 1901. Octavo, cloth, pgs. 299. Price, \$2.00 net.

This book is a translation of a work written by a native of the Philippine Islands, and is intended to facilitate the study of the native medicinal plants by the numerous medical officers stationed at small posts throughout this newly acquired American territory. In order to aid in recognizing the various plants the translator has added to the descriptions found in the Spanish text, much new material, including English names, the sizes of leaves, etc. The uses of the various drugs in Malay and Hindu medical practice are faithfully described, including scientific therapeutics as well as the curious methods employed by the curanderos or native herb doctors. This treatise should be especially interesting to members of the pharmaceutical and medical professions in the United States. Besides introducing some new medicinal plants which by reason of their powerful action upon the animal system merit a careful study, a great store of information about Oriental methods of treating disease is rendered accessible to English readers. The work has not lost its local color in the process of translation, and will be interesting to many non-professional readers, giving as it does an insight into the curious customs, habits and methods of thought of the natives of the East not found in ordinary books of travel and Government reports.

THE PHYSIOLOGICAL ACTION OF DRUGS.—An

Introduction to Practical Pharmacology, by M. S. Penney, M. A., M. D., Joint-lecturer on Physiology in Guy's Hospital Medical School, and C. D. F. Phillips, M. D., L. D., Examiner in Materia Medica and Therapeutics in the University of Aberdeen; late Examiner in the Universities of Edinburgh and Glasgow. London, Edward Arnold, 37 Bedford street, Strand, 1901. Octavo, cloth, pgs. 100. Price \$1.50.

This work contains a description of a series of experiments upon the physiological action of drugs. The details of the experiments are carefully explained so that they may be performed by medical students. For a similar reason they have been limited to those operations which can be performed upon a brainless frog. The results are based upon numerous observations and graphic records. A very interesting series of reproductions of tracings showing records obtained by the action of the drugs upon the heart and muscles of the frog are distributed through the text.

Among the publications recently received at the Era office is a copy of the third edition of Dr. F. Hoffman's compilation of Popular German names, of Domestic Drugs and Medicines, published by the Pharmaceutical Review Publishing Co., Milwaukee. This little book which is bound in paper and is sold for 50 cents, contains a list of German names with their Latin equivalents arranged in alphabetical order. It is intended for the use of American druggists who are called upon to supply the domestic remedies the names and the uses of which have been brought from the fatherland by our fellow citizens of German birth. Many of the names applied to these remedies are purely traditional and are found only in the larger books of reference, so that the pharmacist is in many cases unable to supply the wants of his customers precisely because he has no means of knowing that the article called for is a familiar occupant of the shelves of his store. Reference to this list is almost certain to prevent an occurrence of this kind.

Six book-plates which serve as distinguishing features of as many notable pharmaceutical libraries have also been received. The appropriate and unique designs of these plates are of special interest to the pharmaceutical bibliophile. The book-plates exhibit the various artistic designs chosen to decorate the volumes in the libraries of the Pharmaceutical Institute of the University of Berne, and the Pharmaceutical Society of Switzerland, and those of the private libraries of Professor A. Tschirch, George W. H. Ehrhardt, Dr. O. A. Oesterle, and George Meyer.

EVOLUTION OF THE EMPLOYEE.*

Capable employees, unlike poets, are made, not born, and the makers have almost as much responsibility as their Creator. What spirit has the master breathed into the unformed mind of the office boy? What zest of action, of hope, of aspiration has the employer imparted to the young souls entrusted to his care? As the employer works, so will the employee develop. It need not be a kindergarten system, nor yet a prayer meeting, but inevitably it must be a training school, where example will be the most potent factor.

"Am I my brother's keeper?" was the shambling avoidance of the first murderer. Ages of progress toward light and right refuted that argument, yet twenty centuries of Christian civilization have hardly sufficed to turn the calcium light of public scorn on the employer who neglects his working force.

It took the mind of a Napoleon to step out of the path of a heavily loaded bearer of burdens, saying to his companion, "Respect the burden, madame." It takes some sense and some perception to see the burdens of the clerk, to respect them and to make them lighter. Some employers are to dense for this, but there is money in it.

What does this twentieth century call for in this line? It has already taught the commercial world that it pays to consider the health, comfort, improvement, and even the convenience of the working force. Modern life demands and provides greater conveniences and comforts every year in the office as well as in the home.

What shall we do for them? Not only what we would have others do for us and for ours, but more than was done for us when as beginners we entered the commercial field.

The boy arrives. His childish heart and inexperience make him tremble every hour in his new occupation. His relation to the outer world has begun—some rough hazing by his fellow-employees may take the starch out of him, and make him realize that this is not "home, sweet home," but the employer, from now on, will be his leader and his example.

Women, too, are coming more and more into office life—exerting a retarding influence—making things better, at least for the men. Who doubts that they deserve double consideration? Who would deny it to them? Who would not put the brand of Cain on the employer who wronged, when it was his duty to protect them?

Three forms of encouragement should be extended to all employees—the encouragement of pay, of protection and of progress. Fair pay, improved if the work justifies it. Positive protection against the outer world. If the force is to stand like an army corps, no leader can afford to take the part of an outsider, as against his own clerk, or humiliate his own employee to show favor to some customer. A fair chance to go ahead must be given to all, or ambition will die out and indifference take the place of zeal.

Justice—if you are acquainted with it—should be the basis of all the relations between employer and employee. Insist on justice toward yourself and the business. Give equal justice to the hired man. Build your own dealings with the public on justice, and see to it that your employees do the same.

Trust begets trust, and confidence confidence—give your employees your confidence, not carelessly or without thought, but gradually and just as rapidly as they show that they deserve it.

To the employee I would say that truth and willingness

*To Fame.

go far to make a model worker. They are dependable qualities. Loyalty, real unwavering loyalty, is sadly lacking in the present hour—it will come to a good market. Of course, the worker must not be alone willing to work, but also to put up with the conditions under which he is called to work. A grumbler never made a good helper in any walk of life.

My heart goes out to the employee, for ever since my seventeenth year, with very narrow lapses, I have been both employer and employee, and still am. Those thirty-five years have grounded in my mind a firm belief that, when Saint Peter balances up those great books, in which all our life work is recorded, many a man will find that a reference to the commercial agencies will be of no avail, but that the glad testimony of his employees, "This man did this and this for us," may save him not a little trouble. "Inasmuch as ye did it unto one of the least of these, ye did it unto Me."

WRITE PROMPTLY.

It has been well said that punctuality is the very life of the universe, all the planets revolving around the center of the solar system at the very moment when they are due. It is the same in business. It is the very soul of industry, without which all its machinery gets out of gear. A successful business man is always noted for his keen sense of the value of time, and considers it not only an act of courtesy, but one duty, to answer all letters on the day on which they are received. This rule is golden and should be strictly adhered to even at the risk of some inconvenience. It is one of the most trying situations in business life for a man who is in earnest in anything he does to have his natural promptness and temper strained by those who are in the habit of neglecting to answer correspondence till the last moment, and yet it is a very common defect in all departments of business life.

Those of our readers whose experience has brought them in contact with such characters need not be told how aggravating it is to wait in vain for letters on important business matters that have not been written and may have been even forgotten altogether. It may be, and often is, that the party written to does not consider the subject-matter one that calls for a reply, but even in most of such cases a courteous return may be called for, and should be made.

Another matter of importance in relation to business correspondence should be also noted, and that is that the answer should cover all the points at issue and be couched in concise and legible form. Of late years it has become a very general practice to carry on business correspondence by means of the typewriter, but this is a matter of convenience rather than of necessity. The main point is to convey your thoughts in a way that will obviate the danger of misunderstanding, whether the letter be typewritten or by the pen. Brevity, they say, is the soul of wit, and brevity and clearness are the essentials of a good business letter. Say what is to be said in the fewest words. You know how "please remit" has taken the place of rambling, apologetic request of former days.—Keystone.

NORI, a preparation of seaweed used as food in Japan in the form of dried tablets, has been examined by K. Oshima and B. Tollens. The seaweed used in its preparation is *Porphyra laciniata*. The investigation showed that nori contains a number of sugars. By oxidation with nitric acid, mucic and saccharic acids were obtained. After hydrolysis the phenylhydrazine compounds of d-mannose and l-galactose were obtained. This food was also found to contain fructose and other ketoses, and probably also some fucose as well as other pentoses and glycoses.

THE MULFORD LABORATORIES. THE ANTITOXIN LABORATORIES.

On the firm's private farm at Glenolden, Delaware County, Pa., in one of the richest and most healthful agricultural districts, H. K. Mulford Company has erected new antitoxin laboratories, illustrated in the accompany-



Antitoxin Laboratories.

ing cut. No pains or expense has been spared in endeavoring to make these laboratories the most complete in existence. The H. K. Mulford Company was the first American firm to produce Diphtheria Antitoxin, and it is the high quality and potency of their product that has so materially reduced the previously high mortality rate of diphtheria, to its present low level. As a matter of fact the history of antitoxin in America is largely a history of the Biologic department of the Mulford Company. In all tests, Mulford's Antitoxin has proved that it is worthy of preference, because it saves more lives than all other serums. Official reports have been made by the American Medical Association, the American Pediatric Society, the Ohio State Board of Health, the various Departments of the United States Government, and practically by all of the State Societies in the United States and Canada, and Mulford's Antitoxin has received more official endorsements than any other foreign or domestic serum.

In these new Biologic Laboratories Antitoxin will be produced under better conditions than prevail at any other place in the world. The Laboratories have been especially designed and erected for the single purpose of producing reliable serums. Every commendable feature of the leading bacteriologic and hygienic laboratories, connected with American and European universities, have been incorporated in these new buildings. They are, scientifically, ideal; all departments are separate and distinct. The stables are models of sanitary perfection, and are cleansed and disinfected by a special corps of employees. Each of the two hundred horses is kept in a separate stall; every stall is well lighted, ventilated and thoroughly drained. Each horse, before admission, is tested for tuberculin and mallein to prevent the possibility of an animal suffering with tuberculin or glanders being admitted; furthermore, a rigid physical examination is made in every case. It is the special duty of a skilled veterinarian, not only to examine the horses but to keep

them constantly under his personal observation. The horses are bled and the serum collected in an absolutely aseptic bleeding room, which prevents any possibility of contamination of the serum.

The practical production of antitoxin in the Mulford Laboratory is entrusted to a corps of specially-trained bacteriologists, who devote their entire time to this object. Especially worthy of notice is the earnest and painstaking care with which the unit strength of toxins and antitoxins is determined. The methods employed enable the exact strength of these to be fixed to a degree of absolute mathematical precision, this work being performed by a corps of bacteriologists who work in collaboration and later individually corroborate each others observations and results.

Mulford's Antitoxin is standardized, so that each cubic centimeter always contains a definite number of antitoxin units. All the animals producing antitoxin are constantly immunized by tetanus antitoxin against tetanus. Trikre-sol, the preservative employed, is a powerful non-toxic germicide. No other antitoxin in the world is so accurately standardized, so scrupulously prepared, so uniform-potent, so absolutely germ free and reliable; consequently, no other serum is of such uniform, definite unit strength.

It is safe to predict that with the increased facilities afforded by these new laboratories, the antitoxin of this well known firm will be even more widely employed, and further advances made in the domain of bacteriologic research.

THE VACCINE LABORATORIES.

The accompanying cut illustrates the Mulford Company's Vaccine Laboratories, which are located at Glenolden, Pennsylvania, entirely separate and distinct from the Antitoxin Laboratories. This vaccine establishment embodies the response to the requests of many of the leading American physicians for a pure vaccine. The Mulford Vaccine Laboratories embody the latest developments of science and represent the first and only effort in this or any country to produce, exclusively, absolutely



Vaccine Laboratories.

pure glycerinated vaccine on a commercial basis. All the buildings have been especially constructed for the purpose, each separate building is a hygienic model and the principles of aseptic surgery are as rigidly adhered to as in the operating room of any hospital.

The inoculation of animals and the collection of virus are executed in a strictly aseptic manner, in a separate operating room entirely remote from the stables. The animals are kept at all times under the most rigid sanitary surroundings in buildings, the materials of which permit of immediate and thorough disinfection. The system of drainage is perfect; all the refuse matter is conducted in iron pipes to a special incinerating plant, where it is burned. These laboratories are under complete bacteriologic control and are the most extensive and scientific in existence. Suckling female calves, varying in age from four to eight weeks, are, according to all authorities, the producers of the best vaccine. Only this class of animals is used in our laboratories. The animals are fed exclusively upon milk, and the excretions are disinfected and removed as soon as voided. Each calf is subjected to a thorough physical examination by our veterinarian, and injected with tuberculin in order to assure its freedom from disease. Only healthy animals are admitted, and the appointments of the stables and the care exercised, keep the animals in healthful surroundings and free from disease. Each animal, after the collection of vaccine, is killed and subjected to a careful post-mortem examination. The virus from absolutely healthy animals is used exclusively. The inoculation of animals and the subsequent collection and preparation of virus are practised in a room modelled after the operating rooms in the most recent constructed modern hospitals. This operating room is unexcelled in aseptic features by any hospital operating room in this country or abroad; it has no connection with the vaccine stables, and is capacious, well-lighted, and carefully guarded against outside contamination. Sterilization of everything connected with the operation is executed by the latest approved instruments and methods. So rigidly aseptic is this room maintained that in it there could be safely performed abdominal operations upon the human being.

The bacteriologic purity of Mulford's glycerized lymph is its chief attribute; it is pure glycerized virus—not mixtures and cultures of the organisms of various infectious diseases. Every tube of this glycerized lymph has the guarantee of one of the best known scientific bacteriologists in America that the vaccine is pure and free from all pathogenic bacteria. Repeated bacteriologic examination of each separate yield of virus is an invariable routine practice in Mulford's Laboratories, and its physiologic activity is determined by repeated tests on animals. Mulford's Vaccine is the purest and most active ever prepared. The capillary tubes containing the glycerized lymph are charged from the bacteriologically and physiologically tested vaccine; each individual tube is, therefore, of guaranteed purity and activity. The capillary tubes are filled by means of the negative pressure of a water-power generated vacuum; contamination of virus by outside air is, therefore, impossible.

The immense demand for Mulford's Vaccine necessitates the service of a large number of employees, each of whom is selected with especial reference to faithfulness and aptitude for the careful execution of the details required by the high standard of their product. Their advantages for the production of large quantities of vaccine are unequalled. The laboratory facilities and the plentitude of skilled labor enable the preparation of one hundred thousand tubes of glycerized lymph daily. Each separate yield under competent scientific supervision, and the absolute purity and physiologic activity of each tube of lymph is guaranteed.

Mulford's Glycerized Vaccine Lymph is generally employed by the City and State Boards of Health throughout the country, as well as by the various branches of the United States Government. This widespread employment of Mulford's Glycerized Vaccine is due to the fact that it yields from 98 to 100 per cent. successful takes, without causing excessively sore arms.

The increased sales of G. B. Kent & Sons' English Tooth Brushes in this country speak well for the quality of the goods put out by this firm, which will celebrate its 125th birthday next year. Druggists who have not handled Kent's brushes will find it to their interest to write to the American agents for information concerning them. McKesson & Robbins, 91 Fulton street, New York.

BUSINESS RECORD.

We desire to make this a complete record of all new firms, all changes in firms, deaths, fires and assignments which occur among houses connected with the drug trade in the United States. Our readers will confer a favor by reporting promptly such items from their respective localities.

Subscribers to the ERA DRUGGISTS' DIRECTORY can correct their copies from the record, and the term "D. D. List," used here, refers to this directory.

We exercise due care to insure the authenticity of items here recorded, but the writer cannot claim a variety of sources that their absolute correctness cannot be guaranteed.

Address, THE PHARMACEUTICAL ERA,
New York.

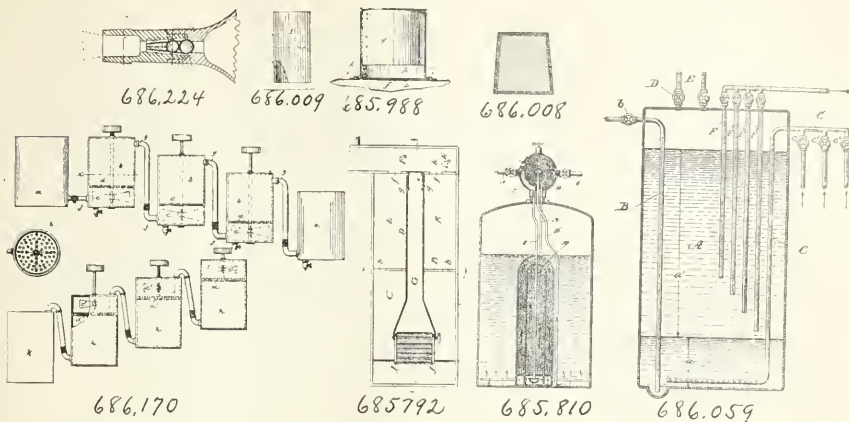
ALABAMA.—Montgomery.—Barron Drug Co., 212 Dexter avenue, succeeded by Enterprise Drug Co.
ARKANSAS.—Black Rock.—H. W. Townsend, sold to Dr. J. H. Myers.
ARKANSAS.—Queen.—Morgan & Buck, succeeded by Morgan Drug Co.
ARKANSAS.—Rison.—Ackerman & McMurtry, succeeded by Rison Drug Co.
CALIFORNIA.—Los Angeles.—A. L. Cook, 421 Downey avenue, sold to D. R. Sands, G. V. Hale, 2300 S. Main street, sold to R. H. Blossie.
CONNECTICUT.—Waterbury.—Mattatuck Drug Co., 282 Cherry street, assigned.
DELAWARE.—Milford.—Mulliken Bros., succeeded by Moore & Pleasanton.
DISTRICT OF COLUMBIA.—Washington.—W. S. Thompson, 703 Fifteenth street, N. W., deceased.
ILLINOIS.—Chicago.—J. E. Hellerbach, corner Sixty-third street and Wentworth avenue, sold to Yeomans & Klore.
McLeansboro.—V. S. Benson & Son, succeeded by Benson & Smith.
INDIANA.—Ashley.—Mrs. M. V. Ott, sold to Mintzer, Weaver & Co.
Lafayette.—H. A. Gilmore, 406 S. Fourth street, sold to The Owl Drug Co.
Matthews.—Judy & Pence, succeeded by C. B. Judy.
Sullivan.—Samuel A. White, sold to E. M. Muehter.
INDIAN TERRITORY.—Ray & Brock, succeeded by J. W. Brock.
IOWA.—Alta.—E. Larson, sold to N. A. Christensen.
Emerson.—A. O. Blair & Co., sold to Schultz Bros.
Searsboro.—C. E. Quire, sold to J. S. Elerich.
KANSAS.—La Harpe.—J. W. Fuller, succeeded by Fuller & Richards.
McPherson.—O. Swedlund, sold to C. F. Peters.
MAINE.—Dexter.—D. H. Mudgett, sold to E. A. Brewster & Son.
MICHIGAN.—Coldwater.—H. P. Eldridge & Son, sold to Roby & Balley.
MINNESOTA.—Hutchinson.—F. W. Hart, sold to F. W. Congdon.
St. Paul.—A. W. Brook, 548 Mississippi, sold to Graben Drug Co.
MISSOURI.—Purdin.—Brown & Hale, succeeded by S. S. Hale.
NEW JERSEY.—Rutherford.—Bergen Pharmaceutical Co., Park and Erie avenues, new store.
NEW YORK.—Fort Plain.—Shumway & Beekman, succeeded by W. F. Shumway.
Johnstown.—Wm. A. Liswell & Co., discontinued.
New York City.—Edward Sher, 176 Delancy street, removed to Park avenue and 102nd street.
PENNSYLVANIA.—Philadelphia.—Egel & Booth, 3849 Lancaster avenue, succeeded by John H. Booth.
Pittsburg.—Wm. C. Tomlinson, 2513 Carson street, S. S., sold to P. A. Hellerbach.
TEXAS.—Glen Rose.—Chandler & Adams, succeeded by J. G. Adams.
Industry.—Dr. R. L. Knolle, sold to Dr. R. J. Schmid.
Weslerville.—Walter O'Callahan, sold to Cullum & Son.
VERMONT.—Underhill.—W. S. Nay, succeeded by W. S. Nay & Co.

Six Per Cent. Dividend.

The Empire State Drug Co., 26-32 Wells street, Buffalo, N. Y., has paid a dividend of 6 per cent. on its stock. More than 1,600 druggists who own stock in this company received this dividend on November 1, and are consequently well pleased with their investment. This company claims to have a very good proposition for the trade and would be pleased to send its prospectus to any one asking for it.

The Clough Corkscrew Co. are prepared to furnish* druggists with corkscrews of any size in any quantity. Free samples will be sent on request by writing to the Clough Corkscrew Co., Alton, N. H.

PATENTS, TRADE MARKS, ETC.



PATENTS.

Issued November 5, 1901.

- 685,779.—John A. Marsden, Lyon Falls, N. Y., assignor of one-half to A. R. Paul, Lyon Falls, N. Y. Apparatus for burning sulphur.
 685,792.—Henry Pemberton, Jr., Philadelphia, Pa. Process of dehydrating glauber salt.
 685,810.—Edwin C. Worns, New York, N. Y. Carbonating apparatus.
 685,833.—Joseph Z. La Jole, Terrebonne, Canada. Composition for beverages.
 685,832.—Alfred S. White, Chicago, Ill. Ammonia-Condenser.
 685,894.—Mortimer S. Williams, Newton, Mass. Hot-Water bag.
 685,988.—Carl J. Holm, Jurjew, Russia. Apparatus for measuring pulverulent articles.
 686,008.—Georges A. Trombert, Lyons, France. Cork and method of preparing same.
 686,009.—Charles E. Wade, Scranton, Pa., assignor to the Lackawanna Lubricator & Manufacturing Co., Scranton, Pa. Glass-Tobing.
 686,021.—Henry S. Blackmore, Mount Vernon, N. Y. Process of making sulphur trioxide.
 686,022.—Henry S. Blackmore, Mount Vernon, N. Y. Process of making sulphuric anhydride.
 686,059.—William D. Hartshorne, Methuen, Mass. and Emile Maertens, Providence, R. I., assignor to International Safety Solvent Company, Saco, Me., a corporation of Maine. Process of separating volatile solvent from various emulsified solutions.
 686,170.—Charles N. Waite, Cranford, N. J. Process of purifying lactic acid.
 686,224.—Warren Hill, Los Angeles, Cal. Non-Refillable bottle.

TRADE MARKS.

Registered November 5, 1901.

- 37,271.—Eau-De-Cologne, Soaps, Waters, and Lotions for Toilet Purposes. Naamlooze Vennootschap Eau de Cologne Fabriek Voorheen, J. C. Boldoot, Amsterdam, Netherlands. A prominent inner border inclosing a panel and an outer broad ornamental border composed of the representation of a vine with the representations of swans.
 37,272.—Eau-De-Cologne, Soaps, Water, and Lotions for Toilet Purposes. Naamlooze Vennootschap Eau de Cologne Fabriek Voorheen, J. C. Boldoot, Amsterdam, Netherlands. The representations of a cathedral with its dome shown in finish and unfinished condition, respectively, associated with a view of the city of Cologne and the representations of a woman and chemical appliances, and a woman gathering flowers.
 37,281.—Medical Compound for Certain Named Diseases. Francis W. Hovey, Worcester, Mass. The words "Angel of Peace and Solace of Life", and the representation of an angel flying and carrying an open book with surrounding scrolls, on which are printed the words "Peace and Joy to All I Bring".
 37,282.—Topical Remedies and Disinfectants. The Hancock Liquid Sulphur Co., Orlando, Fla. and Richmond, Va., A diamond-shaped figure with the letters "H. L. S." arranged thereon.
 37,283.—Medicine for Cows. Dairy Association, Lyndonville, Vt. The letters "K-K."

LABELS.

Registered November 5, 1901.

- 8,753.—Title: "Haematogen". (For a Pharmaceutical product.) Nicolay & Co., Zurich, Switzerland. Filed October 11, 1901.
 8,764.—Title: "Knight's Rheumatic Cure." (For Rheumatic Cure.) Alfred P. Knight, Chicago, Ill. Filed September 11, 1901.
 8,765.—Title: "Anatolian Popolene". (For an Insecticide.) Oriental Chemical Co., Boston, Mass. Filed October 10, 1901.

PRINTS.

Registered November 5, 1901.

- 417.—Title: "Isis Tablets". (For a Medicine.) Avery B. Dodge, Manchester, N. H. Filed October 10, 1901.

The inducements to push Moxon's Liniment should be considered by the wide awake druggist. The proprietors claim that this Liniment is the cheapest, strongest and most effective external remedy in the world, "bar none". Any jobber will supply the liniment. It is manufactured by the Moxon Liniment Co., Mt. Clemens, Michigan.

THE SUPERIORITY
OF

Imperial
RUBBER GOODS
LIES: FIRST-IN THE QUALITY OF THE MATERIALS FROM WHICH THEY ARE MADE, AND, SECOND—IN THE METHOD OF HANDLING THEM.
GOOD MATERIAL—EXPERT HANDS
PRICES MAY BE HAD FOR THE ASKING
THE GOODYEAR TIRE & RUBBER CO.
AKRON, OHIO, U.S.A.

MARKET REPORT.

NEW YORK MARKETS.

BUSINESS CONTINUES ACTIVE.

New York, Nov. 12.—There is no diminution of activity in the demand for jobbing parcels of the various seasonal articles and business in the aggregate continues of satisfactory volume, but very few price changes have occurred during the past week and the developments are of only minor importance.

OPIUM.—Consumers are keeping close to actual requirements when making purchases and the movement continues light and unimportant with jobbing quotations nominally unchanged at \$3.25@3.50 for 9 per cent. and \$3.45@3.60 for 11 per cent. Powdered continues to move fairly in small lots at \$4.40@4.60 for 13 per cent., \$4.75@5.00 for granular and \$5.00@5.25 for 16 per cent.

MORPHINE.—Small parcels continue in fairly active request for consumption with the tone of the market steady, jobbing quotations being well maintained on the basis of \$2.20@2.40 for eighths as to brand, less the usual rebate of 10c. per oz. on lots of 10 ounces or over.

QUININE.—Very much to the surprise of the general trade, German manufacturers on Friday last reduced their quotations 2c. per oz. and the decline was met on Saturday by the American makers. The speculative market is in consequence somewhat demoralized, but the principal holders are not inclined to follow the downward course of prices and prefer to hold off awaiting developments. Jobbing quotations have been reduced to 27c. for bulk in 100-oz. tins, 27½c. in 50-oz. tins, 28c. in 25-oz. tins, and 34c. in ounces.

COCAINE.—Competition among manufacturers continues more or less keen and the market is still unsettled but jobbing prices are nominally unchanged at the decline noted last week to \$5.50@5.75 for large crystals and \$5.25@5.50 for small, according to size of order.

CACAO BUTTER.—Lower prices at the regular monthly auction sales held last week in London and Amsterdam, have had a depressing effect on the local market, and jobbers have reduced their quotations to 44@45c. in boxes and 48@53c. for broken lots.

ALCOHOL.—Grain is firmer in sympathy with the crude material and prices have been marked up 2c. per gallon, the revised jobbing figures being \$2.55@2.56 in barrels and \$2.62@2.80 for smaller quantities.

LITHIUM CARBONATE.—The market is again easier owing to competition among manufacturers, and jobbers have further reduced their quotations to \$3.00@3.35 per lb. and 27@32c. per oz.

ASAFTIDA.—Foreign markets are cabled stronger but the local market is easier on account of competition among dealers and jobbers are quoting 35½@40c. for prime grades, 30@35c. for fair and 25@30c. for No. 2.

OIL CLOVES.—Manufacturers have modified their views somewhat and the market is a shade easier with jobbing quotations reduced to 68@78c., according to quantity.

OIL PEPPERMINT.—Values in producing markets continue to harden and local jobbers have further advanced quotations to \$1.85@2.20 for Western, \$1.85@2.30 for Wayne Co., \$2.20@2.30 for H. G. H. and \$2.30@2.50 for redistilled.

Each month the Tyer Rubber Co. of Andover, Mass., show in their space on the back cover of the Era a cut of a Tyrian specialty. Probably there are few druggists in the United States or Canada who have not handled some of the Tyer goods. The name stands for quality unexcelled in the stores of dealers who have sold this company's goods. Write for a catalogue of Tyrian Rubber Goods to The Tyer Rubber Co., Andover, Mass.

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The Pharmaceutical Era.

EVERY THURSDAY.

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SEE LAST READING PAGE FOR COMPLETE
INDEX TO THIS NUMBER.

THE PROPER SPIRIT.

The results of the recent meeting of the Kings County Pharmaceutical Society, a report of which appears upon another page of the present issue, are of no merely local interest, but are of great importance in a consideration of the present position of the National Association of Retail Druggists. At this meeting were represented the most important divisions of the forces which so strenuously advocated the substitution of the Worcester plan for the tripartite agreement at the Buffalo convention. The members present were firmly loyal to Prof. W. C. Anderson, a member of this society and ex-president of the N. A. R. D., and were loud in their denunciation of the element to which was directly due the failure to adopt the measures which he recommended to the Buffalo convention.

Loyalty to Prof. Anderson seemed quite naturally to mean opposition to the methods now in force in the organization, and the prospects for a continued harmonious co-operation of the society with the authorities of the National Association seemed decidedly unfavorable. A number of speakers mentioned the failure of the tripartite agreement, and freely criticized the action of the Buffalo convention. The deliberations continued with an undertone of dissatisfaction with the existing order of things, but the meeting was prevented from creating an impression of hostility to the N. A. R. D. authorities by a most courageous and manly action on the part of the central figure in the movement for the substitution of the Worcester plan for the tripartite agreement—Prof. W. C. Anderson.

Prof. Anderson did not pose as a person with a grievance, as ninety-nine out of every hundred men would have done under the circumstances, but tersely and distinctly discouraged any sentiment of this kind, employing the entire weight of his great influence in encouraging a loyal support of the N. A. R. D. authorities. He stated that, in his opinion, there was no cause for discouragement, the indications being decidedly favorable. He said, in effect, that the N. A. R. D. deserved the support of every druggist, and believed that in time the Worcester plan, if found practicable, would gain the support of the organization.

This manly submission to the will of the majority merits the applause of everyone. For the few remarks made at this meeting, at Brooklyn, Prof. Anderson deserves the gratitude of every druggist in the country. With a few words he has probably done more for the cause of harmony in the National Association of Retail Druggists than the authorities of the organization could have accomplished in weeks of agitation. He has shown a wisdom and an ability to recognize the true spirit of co-operation which cannot fail to win for him the confidence of the entire organization, not only of his immediate friends, but of those who felt compelled to reject the measures which he advocated at the Buffalo convention.

COMMERCIAL INSTRUCTION FOR THE PHARMACIST.

In an address recently delivered before a body of students at one of the foreign colleges of pharmacy, the speaker drew the attention of the future apothecaries to the necessity of adapting themselves to the different conditions under which they might be called upon to practice their profession. He spoke of adaptability as a kind of intelligence, and drew examples from an article by Prince Kropotkin in which the influence of surroundings upon the physical and other characters of animal and vegetable life are discussed. These examples were used as a text for urging the advantage of systematic training to meet the altered conditions of pharmaceutical environment. The speaker added that if plants and animals have the power of modifying some of their characteristic features in order to render them more suitable for their surroundings, surely man, with his higher intelligence, should, with advantage to himself, be able to adapt himself to the altered conditions which are continually arising.

These remarks were not made in criticism of more or less antiquated methods of teaching in vogue at many schools, but were apparently meant to serve as arguments in advocating the continued study of new phases of pharmaceutical science. The same exam-

ples and arguments may serve to direct attention to the necessity of altering the courses taught in the schools and colleges of pharmacy to keep pace with the changes in pharmaceutical practice.

In most institutions the courses of instruction are, with the exception of certain 'additions in keeping with the progress of science in general, the same at the present time as they were at a time when pharmacy was considered more a profession than a business. Formerly a knowledge of the properties of the materials handled and the processes of preparing them for use constituted a fair equipment for the apothecary, the process of buying and selling these commodities being then much less complicated than at present. Business methods have since that time undergone far more radical changes than even the sciences of chemistry and botany, and in all branches of trade, a training in the methods of carrying on commercial enterprises is now generally considered desirable if not positively necessary. It has frequently been pointed out that American pharmacy is quite different in character from that of the countries of Europe, yet in most of the colleges of pharmacy in the United States the courses of instruction follow the lines of those in force in Europe. A large proportion of the students of our schools leave the halls of learning with the idea, that the science of pharmacy is of paramount importance, and that the commercial side of the calling is beneath the notice of the man of brains. When these students begin their life's work, the discovery that the science which they have been studying plays but a secondary role in the druggist's life, their respect for the profession suffers.

A thorough knowledge of the properties and doses of the various drugs and medicines is necessary for the protection of the public, and the examinations conducted by the boards of pharmacy are necessarily intended to serve the same end; but is it entirely fair to the student to devote all of his time at college to instruction useful principally to his future patrons, while the training which would be of use to him in gaining a financial success is almost completely neglected? Pharmacy in the United States is now largely a commercial pursuit, and business problems demand much more of the druggist's time and attention than questions of chemistry and botany. It seems, therefore, that the instruction given in American schools of pharmacy should include at least some training in business methods. The commercial courses recently introduced in some of the colleges are still in a measure in an experimental stage, but it is not difficult to predict what the verdict of the graduates of these schools, upon training of this kind will be, when they have tested the knowledge thus gained in actually conducting a general drug business.

DRUG STORES IN SCHOOLS.

According to a report which appears in one of the New York dailies, the druggists' societies of Austria have a new grievance which is exercising the combative faculties of the members of these organizations. The authorities in Vienna have, it seems, been annoyed by the demoralization caused by the trifling accidents which are constantly happening in the crowded schools of the city. In the words of a report upon the subject, "Pupils often scratch their hands with their penknives or pens, and at times some of

them bleed at the nose and suffer from toothache and headache." The course usually followed in such cases in Vienna is the same as that which has proved so eminently satisfactory to the American school-boy—the pupil is sent home, the treatment of the little patient being left to the child's parents. The powers that be in Vienna look upon this apparently rational arrangement as involving an unnecessary waste of time, and a useless clogging of the wheels of the educational machinery. Every child is, so to speak, a necessary peg in this machinery, and the directors of affairs conclude, not without reason, that if any repairing is required this can be done in the most economical and satisfactory manner without removing the peg from its accustomed place. They have, accordingly, established a drug store in one of the largest schools in the city, and are freely supplying the pupils with bandages, medicines and other requisites. They claim that this arrangement has proved highly satisfactory, presumably to the authorities, for it is entirely probable that the small boy suffering from a convenient headache still prefers to consult his mother about it instead of taking an educational pill.

Although the educators of the Austrian capital find this new departure eminently desirable, the druggists are of an exactly opposite opinion. They naturally claim that only a pharmacist should dispense medicines, and to entrust this important duty to an ignorant professor of schools seems to them dangerous and likely to do more harm than good. Doubtless mingled with the fear of harm to the rising generation there is in their minds a dread that their future patrons, in seeing drugs so freely handled, will lose the respect for the druggist's calling which is so important to the welfare of the nation. The druggists of the United States have cause to be thankful that this latest menace to their peace of mind has not yet been added to the numerous difficulties which they are now called upon to combat.

A DEMAND FOR TALL DRUG CLERKS.

Among the advertisements for apothecaries' assistants in the want column of one of the British journals are two inquiries for tall men, applicants being requested to state height, in addition to salary expected, etc. This naturally gives rise to considerable speculation as to the reason for this greater demand for tall druggists than for those of smaller stature, inquiries for short clerks being entirely absent from the want column.

A number of reasons for this preference have been advanced, but no satisfactory solution of the problem has as yet been found. It cannot be that a tall person is believed to present a more dignified appearance, for it has never been successfully held that dignity is a matter of inches, a four-foot matron being in this respect far superior to a lanky youth of six feet, two. The theory that the tall clerk is expected to draw trade by reason of a greater attraction for the feminine members of the community must also be abandoned, for statistics show a preponderance of tall men among those who never succeed in finding a mate. It has been suggested that the English being somewhat cramped for ground, extend their buildings in a vertical direction, and that the correspondingly tall fittings in the pharmacies necessitate the employment of

clerks provided with an extra long reach in order to avoid the constant use of a step-ladder. This suggestion may not be without value to the American druggist of an economical turn of mind. An unusually tall clerk having a complete command of upper shelves would, in many cases, undoubtedly be a great convenience. Another reason advanced for this preference for tall pharmacists is that English druggists may prefer to have a force of clerks in assorted sizes to facilitate the operation of washing windows, or to give greater variety and symmetry to the pharmacy interior. Whatever may be the reason for this curious demand, it is to be hoped that unusual stature will never become a requisite for success in pharmacy in the United States, for this would leave members of the gentler sex hopelessly out of the running.

A MANICURE DEPARTMENT AS AN ADVERTISING DEPARTMENT.

By JOSEPH F. HOSTELLEY, Collingdale, Pa.

A druggist of energy on a prominent street with an active home and transient trade wanted to execute an unconventional stroke of advertising. Something original was to be done that would bring his store further to the fore. Inquiry along a line of thought discovered a nearby manicure, prepossessing and chatty, with whom time was plenty and patrons few. She was easily interested in a proposition to collaborate with the druggist in effecting a novel advertisement for his pharmacy, and certain specialties of his own introduction. An exhibit case was moved from the vicinity of the largest window, affording a well-lighted position for a small center table and two cane-seated chairs. A folding screen of liberal dimensions, inexpensive but tasteful in appearance, enveloped these preparations in mystery. A figured curtain of white Swiss stretched across the back of the window veiled the purposes of this corner from passers-by. Here the manicure, surrounded by the mechanical instruments of her art, invested herself in office. A small, neat placard in a plain black frame hung on the screen, introducing the lady and her calling to the customers of the store: "Manicuring 25 cents. Miss Edythe Blank."

The service of a printer were now enlisted and a 5x9 circular was distributed among the townspeople to the number of two thousand, one thousand being reserved for counter distribution. This advertisement had toilet goods and preparations for its theme, and described several specialties pertinent to the season. The manicuring department, however, was the keynote of the circular. The purpose to afford patrons the rare opportunity of a manicure sitting free was outlined. The purchase of special toilet products peculiar to this store, to the sum of 50 cents, would render the patron eligible to a sitting without charge. Some half-dozen specialties were enumerated, which the circular said was only a suggestion of the liberal variety of toilet aids on exhibition at the store. Emphasis was given to that condition of the scheme which entitled a customer to the privilege mentioned—the 50 cent purchase must be for some toilet product or specialties prepared by the druggist.

The pharmacy from which this idea emanated was patronized by people of refinement—polite society; the store was modern, really, not expensively fixtured, but it gave one the impression of an up-to-date pharmacy with ample accommodations. Chairs were there for the use of waiting patrons, and while it was a modest pharmacy one quite forgot its modesty in its cleanliness, taste of arrangement and welcoming air. The manicuring scheme was a decided innovation and it met with favor as something ingeniously original and merited attention for its very novelty. Many customers of the store were patrons of a manicure; some were sufficiently skillful in the practice to please themselves. To these the plan appealed

most particularly, and increased sales at the toilet counter attested the approval with which the project was received. Many who had always been somewhat remiss in the care of their hands and finger tips were moved to action through the knowledge gained by observation and the report that the manicure department of the Standard Pharmacy was a popular institution. The preparations offered for sale in the interest of this advertisement were those that might be properly numbered among the toilet equipment of every home. The sum of 50 cents was a trifling outlay for a desirable article, especially when consideration was given to the value received. Naturally a figure slightly in excess of "cutter price" was exacted for the products, but this feature, as a matter of course, was received graciously as an evidence of superiority, or, possibly, as a claim of appreciation for services rendered.

The manicure was paid a small sum for her services. She was in attendance three days of the week—Tuesdays, Thursdays, and Saturdays. Her engagement was for two months. In broaching the subject to the artist, the druggist directed attention to the mutual advertisement and profit in such a departure. Three days' work each week to his advantage would further her own interests and, at the same time the arrangement would leave her at liberty to do justice to her old patrons. The logic of this argument was instrumental in procuring her services at a very nominal figure. Personal cards, with name and address, were handed to her customers as they left her presence. On the reverse of the cards these words had been penned by the artist with her characteristic signature: "The bearer is invited to one professional visit to Miss Blank, Manicurist at the Standard Pharmacy." The possessor when leaving the artist surrendered the card in exchange for a plain one. The placard that declared manicuring 25 cents was to attract an occasional fee, and to impress those who were complimented with the significance of the honorarium.

The manicure department was given a warm, cheerful atmosphere by the presence of a large potted begonia with richly tinted leaves, a tall, thrifty rubber plant in the corner, and an Oriental rug on the floor, the latter borrowed from the sitting-room of the house. On the instrument table of the manicurist several neat little toilet luxuries were displayed to tempt the visitor to an additional purchase. On days when the department was without its principal, the wings of the screen were narrowly opened to invite a peep into the mystic nook where hints and aids to artistic hands were preached and practiced. And we must not omit mention of the significance of those "hints." The artist had her cue, and when red, chapped hands or skin called for an emollient, it was to be had right there in the store, and it was exhibited to the patron by the manicurist who "talked it up" in true artistic fashion. Many preparations for various purposes were sold in this way, particularly to the fair sex.

A few of the toilet specialties of this event might be summarized as follows: A tooth powder; tooth wash; tar shampoo; an egg shampoo; hair tonic; skin ointment for freckles and muddy cuticle; witch-hazel cream to allay the irritation of dry, rough and chapped skin; cream of marshmallow and almond, and rose-glycerin; benzoin-cream for oily skin; a nursery powder; and violet almond-meal, a dainty substitute for soap in the bath.

SALICYLIC ACID IN FRUIT.—Portes and Desmoulières (Jour. de Pharm.) found that strawberries and preparations of this fruit normally contain small quantities of salicylic acid. This substance is probably originally present in the berries in the form of methyl salicylate, and the authors suggest that other fruits may also contain this substance. In the analysis of fruit preparations for the detection of preservatives, the possible presence of salicylic acid in the unprepared material is a matter of considerable importance.

BUSINESS PHARMACY.

The Experience of Druggists with Profit-Bringing Methods. Hints and Suggestions.
Original Papers from Practical Business Druggists. The Various
Phases of Drug-Store Management and Economy.

SPECIAL SALES.

By FRANK B. STYLES, Hempstead, L. I.

The very term "special sales" means extra business, and from that we infer more profits. So, the merchant looks at "special sales" as meaning "more profits." There is no better example of this principle than is set forth in the workings of many of the large department stores. They set a day for special prices, and on that day the price of much of the stock is greatly reduced. Buyers quickly learn of this custom and take advantage of it. By so doing, both parties to the contract are pleased.

The "special sales" are beneficial to the merchant in several ways. First, may be mentioned the chance to work off "shop-worn goods"; second, to get rid of remnants; third, to reduce stock at inventory times; fourth, and not least, purchasers are brought to the store for other merchandise. Special prices may be put on a certain lot of goods, and much stock can be cleared out that was yielding no profit and would in a short time, prove a "dead loss." I well remember a large stock of pocket-books in the first store in which I worked. They had been purchased when goods of that style were high, and had become unsalable at prices asked because the wholesale price had soon dropped, allowing the dealers to sell the same goods at less than half the former retail price. The stock had been in the store some five years before I became acquainted with it. Some of the books had cost a dollar each. The clerks began by selling these books at any price that customers would pay for them. Some of the highest priced brought 25 cents. That was better than to lose the whole cost. This is one example of special prices, and just what end is often reached. The small return of cash is much better than keeping the goods, because the set price can not be obtained.

Let us come closer to the true working of a plan for "special sales," relating to general business. The very idea of such a sale calls for goods of extra value for the price asked; a quantity of these goods, and some judicious advertising. The "sale" is an "ad." in itself. This is the very smallest idea one gets of what a "special sale" is. Each store has its own special methods for conducting such sales. Sometimes only one of a kind will be sold to a person at one time, and that person may return at intervals and get more. Again, only a limited quantity of the low-priced article is on hand, and that is used as a cat's paw to get the crowd in, and then the higher priced articles are sold instead, the clerk remarking at the time of sale: "We are just out goods of that kind, but will have more in a few days."

Another scheme that has been worked is this: The goods advertised are a very small part of the stock on hand, and three of the best clerks are selected from a large force to sell them. At the same time, they are told that they must not sell more than three garments each, and that a clerk will lose his position if he sells more than three garments a day. Still another method is to fill your window with samples of stock, with signs telling the day and hour when the sale will commence, and at the appointed time there will be a grand rush for the goods, and in a short time nothing will remain of the special sale goods.

You may begin to think that this does not apply

to the pharmacist's stock. The principle is there, and it can be applied to your stock as well as to another merchant's goods. You forget that one reason for your present condition is that you have not applied the same principles to your business methods. Toilet soaps and perfumes are a part of your legitimate side lines. How many times do you see "special sales" of these? There are enough varieties that can be had for a special sale, so that you need not interfere with your regular goods, and the quantity purchased need be only what you think you can dispose of at that one sale. Later you can try something else. Make a window display of the specials for a few days previous to the sale. On the day of sale, make an exhibition of your own specialties near the special sale counter. Your own goods will also attract the attention of the people, and will come in for a share of patronage. Special displays are always very helpful in showing goods to the public. A display each week, neatly arranged, will catch the attention of many a passerby who will some day be a purchaser at your store. I have noticed for years the effect of displays. Perhaps several weeks may have elapsed when a customer will remark that the article was in the window some time ago, and that he would like to buy one now. I know of an instance which happened within thirty days, in which a display of school supplies was placed in the window while the children were at school in the morning. When school closed in the afternoon, a large number of scholars were very active buyers of the goods displayed in these windows.

There are many chances every week for an active business man to make special sales. Do not venture into the realm of "patents" with your special prices. That must be left severely alone. Toilet articles of all descriptions can be used at any time. Take one article and make a specially low price on it for a week, and when the week is past put the price up to its regular schedule.

BUSINESS HINTS FOR THE PHARMACIST.

By OSCAR H. WILSON, Frankford, Phila.

In these days of cut-rate prices the pharmacist is called upon to devise various methods by which he may increase his profits and conduct his business on a paying basis. The following few suggestions may prove of value:

A class of goods which may be profitable to the druggist is that including the various spices, such as cloves, nutmeg, mace, cinnamon, allspice, turmeric, red and black pepper, etc. There is nothing more commonly adulterated than these various spices, and the public is becoming more acquainted with this fact every day. If they knew a drug store as a source from which these goods could be obtained, with the assurance of absolute purity and freedom from adulteration, it would soon become a great source of revenue for the pharmacist to supply them. The pharmacist should buy the best spices obtainable, but should not accept the word of the manufacturer or wholesale dealer as to their being the best until he has made an examination for himself. The most common adulterant of spices is starch, in one form or another. This can readily be detected by placing a small quantity of the suspected sample upon a glass slide, adding a little iodine solution, placing over this a small cover-glass and examining under the microscope. If

starch is present it will be revealed by the characteristic blue grains which are readily recognized. The best and most certain way for the pharmacist to secure pure spices is to buy them whole and have them ground in the store; then he can be reasonably assured that he has the best article obtainable. Not only is this the best way to obtain pure spices, but it also offers a very valuable experience to the apprentice. Every pharmacist owes his apprentice this experience which will prove valuable to him in the future.

Having considered the best methods for the selection of spices, we shall now consider the best method of introducing them to the public. This can be done by making a small sample package of each one of the spices, enclosing a circular calling attention to the exceptionally pure quality of your materials, and to the adulteration of the spices usually purchased at the grocery stores. A price list may also be furnished in the same circular. These samples can then be distributed in the vicinity of the store, and thus brought to the immediate attention of the people. It will not be long before they learn the value of your spices, causing a noticeable increase in the demand for these goods.

Another suggestion that will prove of value to the pharmacist is that of supplying to barbers preparations that are commonly used by them in the daily pursuit of their business. These include such preparations as bay rum, lavender and violet water, toilet vinegar, hair tonic and shampoo. In looking over these various preparations in numerous shops I found them to be of the poorest quality, having been made by some one evidently having not the least idea of chemistry or pharmacy. It only remains for some energetic pharmacist to realize this fact and prepare a line of samples of these preparations and distribute them among the various barber shops. They would soon realize the superiority of your goods and it would soon furnish a nice source of income.

It would pay the pharmacist well to look over that much neglected book, the United States Pharmacopoeia, and see how many valuable preparations it contains. A great number of these can be conveniently made up by the pharmacist, and samples of the product distributed to all the physicians in the neighborhood. They would soon use them in preference to the patented articles so popular with a great many physicians, and which afford such small profit for the apothecary. In this way the druggist can not only establish a profitable trade, but it will bring him into closer relationship with the physician who will undoubtedly have a higher opinion of his professional ability.

That well-known drug, sodium bicarbonate, as usually found in our shops has a very disagreeable taste. This unpleasant taste is due to sodium carbonate which is invariably present in the commercial article. In order to free it from the carbonate and other salts, the following process may be employed: Take 64 ounces of commercial bicarbonate soda and distilled water 6 pints. Introduce the powder into a suitable glass percolator, cover it with a piece of wet muslin and pour the water gradually upon it. When the liquid has ceased to drop, or when the washings cease to precipitate a solution of magnesium sulphate, remove the bicarbonate of sodium from the percolator and dry upon bibulous paper, in a warm place. Samples of this purified sodium bicarbonate, together with samples of the unpurified, can then be sent to the physicians so that they can appreciate the value of the purified article and prescribe it for their patients who object to the disagreeable bitter taste of the commercial article. These prescriptions for the purified bicarbonate will invariably come to your store, for there they know it can be obtained. Thus we have another practical business suggestion that may prove of interest to the pharmacist.

ANALAN is an ointment recommended by J. Hirschkrön (Wien. Med. Zeit.) in the treatment of haemorrhoids and affections of the skin. It contains boric acid, bismuth oxide, iodine, zinc oxide phenol and ichthyol.

DISPENSING NOTES.*

By HENRY P. HYNSON, Baltimore.

The motive which leads me to present these notes must quickly disarm criticism, since their presentation involves no greater ambition than to be plain, commonplace, and helpful, and to lend encouragement to those who could do much better, but who persistently withhold the wealth of information and valuable experiences they could easily offer. Ninety per cent. of these notes have been collected within the last year, and more than as many additional important occurrences have escaped record or memory. Those collected, which will be given without any effort at systematic arrangement, are as follows:

Either boric or salicylic acid can be added to a solution of cocaine hydrochlorate without causing much trouble, and either is a desirable preservative; but, if both acids are added, a precipitate occurs. Why?

From a mixture, no matter how prepared, of quinine sulphate, 2 drams; iron sulphate, $\frac{1}{2}$ dram; magnesium sulphate, 1 troy ounce; dilute sulphuric acid, 3 fluid drams; and water enough to make 3 fluid ounces, the alkaloid will be precipitated; but if hydrochloric acid be substituted for the sulphuric, a perfectly clear and permanent solution results, due, of course, to the greater solubility of quinine dihydrochlorate. The bisulphate not being sufficiently soluble in the strong solution of magnesium sulphate.

An attempt to make gelatin lozenges containing orthoform proved that this substance entirely overcame the gelatinizing power of the gelatin. Tragacanth and sugar base had to be used.

A permanent and satisfactory solution of gelatin and salt for venous infusion may be made by dissolving 2.5 per cent. of the former in water and adding .06 per cent. of sodium chlorid. c. p., and sterilizing thoroughly.

The sterilization of fluids for subcutaneous medication and surgical uses is best effected by placing the cork very lightly in the bottle, and covering it with a considerable quantity of absorbent cotton, tied over with gauze. The bottle is then kept in boiling water or an active sterilizer for thirty minutes or longer; the heating is repeated the following day, if time is allowed, when the cork is tightly pushed in place without removing the cotton or gauze.

Neither morphine nor its salts can be made to dissolve in petroleum oil; heat, chloroform or oleic acid are of no assistance.

Occasionally it happens, in making pills of mercury and chalk, that the mercury separates into noticeable globules. This results from excessive kneading of the mass or from poorly made gray powder.

Camel's hair pencils are frequently ordered to be fixed in the corks of bottles containing collodion. Care should be taken that the silk used in wrapping the hair does not contain coloring matter soluble in ether, or the collodion will be greatly discolored.

Care should be taken to cleanse the bulbs of eye droppers dispensed with eye solutions; much of the trouble with these solutions is due to the dropper. Bulbs made of pure antimony maroon rubber are the most desirable to use.

In filtering eye solutions, the best chemical paper should be used; and, in addition, if a small piece of long-fiber absorbent cotton is placed in the neck of the funnel, it will catch much of the fiber which is difficult to get out of the solution. The running over or out of the filtering liquids, due to the fact that the air from the bottles does not escape, can be prevented by using long-stem funnels and by keeping the necks of the bottles dry.

When a customer sends a receipt for a hair tonic containing small amounts of oil of lavender and rosemary, and requests that "something be put in to hide the disagreeable odor of the oils," would it be wrong simply to omit the oils? The answer must be based upon the worth of these oils as hair restoratives, of course.

*Second supplemental report of the Section of Practical Pharmacy and Dispensing of the American Pharmaceutical Association.

Remember that a mixture of glycothymolin and Kennedy's colorless extract of white pine will effervesce.

Strong solutions of salts in aromatic waters have a cloudy appearance because the full amount of oil will not remain in solution. This can be avoided by using not quite all (90 per cent.) of the water prescribed and making up the quantity with distilled water. Add 5 per cent. of the latter to the salt and balance to the solution after it has been strained. This especially applies to camphor water.

For making strong solutions of quinine sulphate, hydrochloric acid naturally answers much better than sulphuric acid.

Lead acetate with alum or zinc sulphate makes a paste or mass which cannot be dispensed, as intended, for making solutions. The dried salts might be used, but these were objected to in one instance by the physician and the substances were dispensed in separate packages with directions.

A good general rule for selecting suspending agents is to use acacia for non-alcoholic liquids and tragacanth for all solids and alcoholic fluids.

Better and quicker results can be secured in the Hayden process for coating pills with salol if a few drops of alcohol are added to the pills from time to time while the smoothing is in process.

Equal quantities of calcium glycerophosphate and the 25 per cent. aqueous sodium glycerophosphate can be made into a mass and capsulated. The capsule will stand indefinitely.

White turpentine, softened with alcohol, makes a better ointment than that made from turpentine softened with heat.

Gumresin of asafetida should be kneaded with water until sufficiently soft, when it is to be made in mass with powdered substances.

Saturated solutions of potassium iodide mix with equal quantities of tincture of cinchona compound without precipitation; further additions of water cause precipitation.

Chloretone is not soluble in petroleum oil, but when dissolved in a fixed oil, the solution will mix with the liquid petroleum in fair proportions.

Only one elixir of iron, quinine, and strychnine on the market will remain clear when mixed in equal quantities of U. S. P. syrup of hypophosphites. This same make will also hold large quantities of sodium sulphate in solution. It contains free hydrochloric acid. There are instances of the same prescription having a different appearance when prepared in different stores.

Carbolic acid, when added to Goulard's extract (solution of lead acetate), causes a heavy mass to precipitate. This can be prevented by first dissolving the carbolic acid in a little glycerin.

The mixture containing bismuth subnitrate and sodium bicarbonate is well-known and understood. When sodium carbonate, not bicarbonate, is prescribed with bismuth, the sediment becomes as hard as marble and cannot possibly be shaken into the fluid.

To make a pill of extract of ergot and potassium permanganate, it has been suggested that a sugar-coated pill of the potassium salt could be used and the extract of ergot worked around it.

It may not be generally known that solutions of zinc chloride may be made clear by the addition of just enough hydrochloric acid to dissolve the carbonate present.

Eucaine B dissolves in solution of adrenalin hydrochloride without objectionable pharmaceutical behavior. Adrenalin hydrochloride cannot be dissolved in petroleum oil alone, or by aid of chloroform, heat, or oleic acid.

Most of the soluble pepsins on the market are entirely too acid to be permissible in elixirs of pepsin and bismuth, and they are, no doubt, the cause of so many failures with these pepsins. They must be nearly neutralized with sodium bicarbonate before they can be used. On examination several specimens made by three different leading manufacturers were

found to contain 3, 2.2, 7.0, 7.8, 2.3, 3.8, and 1.1 per cent., respectively, of hydrochloric acid.

If, in making aromatic spirit of ammonia, the solutions are made and allowed to stand about four days instead of twenty-four hours and the ammonia solution then added in small portions to the alcoholic solution, allowing the mixture to stand fifteen or twenty minutes after each addition, none of the usual precipitate will be formed at the time, and very little if any, will form after longer standing.

In conclusion, I wish to thank Mr. H. A. B. Dunning, manager of our prescription department, as well as Messrs. Singer and Harrahan, for many of these observations and for much of the work done.

PARAGUAY TEA.—The production of Yerba Mate has, according to the *Drogisten-Zeitung*, long been an important industry in Paraguay. The output of the Yerba forests of the eastern part of the Republic is in the hands of a number of companies and a few individuals. Among the most noteworthy of these firms are the Industrial Paraguay and the Sociedad Rural Belga; the Brazilian Companhia Matte Larangeira no longer holds plantations in Paraguay. About five per cent of the total production is consumed in this country, the remainder being exported to the Argentine Republic, mostly in the form known as *emboviro*, the unground material. Mills for grinding the yerba are situated in Asuncion. Corrientes and Buenos Aires. Efforts are being made to introduce the use of this agreeable and healthful drink into Europe. In Paraguay the beverage is prepared by steeping the finely powdered material in small gourds, and the liquid is taken through metal tubes. As this method is not agreeable to the European taste, a firm in Paraguay is now preparing the yerba in a form which may be employed like Asiatic tea.

TESTING HYDROGEN PEROXIDE.—P. Sisley (Rev. Gen. des Mat. Col.) states that commercial peroxide of hydrogen may contain, as impurities, oxalic acid, iron, barium salts, alumina, chloride and sulphate of sodium, ammonium salts, silica and magnesium chloride. For determining the hydrogen peroxide, titration with potassium permanganate and the iodometric method are usually employed. If the results of these two methods do not agree, the presence of oxalic acid or some other substance capable of reducing permanganate is indicated. The acidity of the peroxide should not exceed the equivalent of 1.5 grams of sulphuric acid per liter. Oxalic acid may be detected by means of calcium salt, iron by the color produced by sulphocyanates, barium salts by means of sulphuric acid, and alumina by means of ammonia. The presence of large quantities of sulphate or chloride of sodium renders hydrogen peroxide unstable. The author does not approve of the practice of adding magnesium chloride for the purpose of improving the bleaching action.

PRESERVING EGGS.—United States Consul-General Guenther, of Frankfurt, sends the following extract from an article on preserving eggs: Four hundred fresh hen eggs were subjected to the action of different substances for eight months. At the expiration of that time it was found that the eggs which had been put into brine were all spoiled; of those which had been wrapped in paper and of those which had been immersed in a mixture of glycerin and salicylic acid, 80 per cent. were unfit for use. Of the eggs which had been rubbed with salt, or imbedded in bran, or coated with paraffin, 70 per cent. were spoiled; of those coated with collodion or varnish, 40 per cent.; and of those which had been placed in wood ashes or had been painted with a mixture of liquid glass and boric acid, or a solution of permanganate of potash, only 20 per cent. were bad. Almost all the eggs that had been coated with vaseline, or had been placed in lime water, were in good condition.

TWO NEW METHODS FOR THE QUANTITATIVE ESTIMATION OF BERBERINE.*

By H. M. GORDIN.

In the foregoing paper I have shown that when an aqueous solution of berberine acid sulphate $C_{20}H_{17}N_3O_4 \cdot H_2SO_4$ is precipitated by a large excess of potassium iodide, the filtrate from the precipitate formed is perfectly colorless and one molecule of a monobasic acid is set free for every molecule of berberine. (1) The reaction is probably as follows: $C_{20}H_{17}NO_4 \cdot H_2SO_4 + KI = C_{20}H_{17}NO_4 \cdot HI + KHSO_4$.

It is evident that by estimating the amount of acid set free by means of standard alkali, we can easily and exactly estimate the amount of berberine existing as an acid sulphate in a neutral solution. In order to base an assay method of berberine upon this principle we must then devise a means of converting other salts of berberine into its acid sulphate. This conversion can be easily accomplished with those salts of berberine which are soluble in alcohol. The addition of a slight excess of sulphuric acid to an alcoholic solution of such salts quickly precipitates the desired acid sulphate, even in presence of free hydrochloric acid. In order to make the precipitation more complete it is best to add to the alcoholic solution an equal volume of ether and set the mixture aside for a few hours in a cold place. The reason of this precipitation of the acid sulphate even in presence of free hydrochloric acid in the ethereal-alcoholic solution is because one Gm. of the acid sulphate of berberine requires 14706 Cc. of a mixture of equal volumes of alcohol and ether for solution, whereas one Gm. of berberine hydrochloride dissolves in 1269 Cc. of this mixture. This was established by shaking an excess of these two salts with 50 Cc. of this mixture for two hours, pipetting off 25 Cc., filtering, washing the filter with ether-alcohol, evaporating in a tared vessel, drying at 110 degrees C. and weighing. It was found that 25 Cc. of the above mixture dissolved 0.0107 Gm. of berberine hydrochloride $C_{20}H_{17}NO_4 \cdot HCl$ but only 0.0017 Gm. of the acid sulphate $C_{20}H_{17}NO_4 \cdot H_2SO_4$. (2)

That even in the presence of free hydrochloric acid the precipitate is free from chlorine can be easily shown by dissolving some pure berberine hydrochloride in sufficient warm alcohol, adding a few drops hydrochloric acid, then a slight excess of concentrated sulphuric acid previously diluted with three or four times its amount of alcohol. If the liquid is now cooled, mixed with an equal volume of ether and put in a cool place for a few hours, a large amount of precipitate is formed which when collected on a filter, thoroughly washed with ether alcohol, dissolved in water and examined by means of silver nitrate and barium chloride, will be found to contain no trace of hydrochloride but to give a heavy precipitate with barium chloride. (3).

In this way it can be established that in an ethereal-alcoholic solution, although starting with the hydrochloride and in presence of free hydrochloric acid, a slight excess of sulphuric acid converts the berberine salt into the acid sulphate. The case is just the reverse if the berberine salt be in aqueous solution. Owing to the fact that berberine hydrochloride dissolves in 500 parts of water (4) and berberine acid sulphate requires but 100 parts of water (5) for solution, the sulphate is easily converted into the hydrochloride by a slight excess of the halogen acid, and in presence of both sulphuric and hydrochloric acids it is the hydrochloride that is precipitated. This can be shown by dissolving some pure berberine (6) acid sulphate in a little warm water, adding a few drops dilute sulphuric acid and then a slight excess of hydrochloric acid. If the precipitate which separates out on cooling be collected, thoroughly washed with water, slightly acidulated with hydrochloric acid (7) and tested with barium chloride, it will be found to be perfectly free from sulphate. (8)

Owing to the fact that in presence of both hydrochloric and sulphuric acids it is the sulphate which falls out in alcoholic solution, the precipitate obtained in the assay method of Hydrastis canadensis for berberine proposed by F. U. Lloyd (9) and afterwards slightly modified by F. A. Thompson (10) is not as supposed by these authors berberine hydrochloride, but berberine acid sulphate. This can be shown by dissolving the precipitate obtained in Lloyd Thompson's method in water and testing the solution with silver nitrate and barium chloride. The factor 0.0018 used by these authors ought then to be replaced by the factor for the acid sulphate, which is 0.7736. On the other hand in Linde's method of estimating berberine in fluid extract hydrastis (11) the liquid after the addition of sulphuric and hydrochloric acids containing only about 38 per cent. alcohol, (12) it is not as supposed by this author, the acid sulphate but chiefly the hydrochloride that is precipitated, as only traces of sulphate can be found in the precipitate and these undoubtedly are due to insufficient washing. (13)

If then we have an alcoholic solution of berberine salts, for example an alcoholic extract of barberry or of hydrastis canadensis, the amount of berberine contained in the extract can be found by adding a slight excess of sulphuric acid, diluting with ether to about double the volume, setting the mixture in a cool place for several hours and then collecting the precipitate in a filter and washing it thoroughly with a mixture of equal volumes of ether and alcohol. The precipitate is then dissolved in water, an excess of a strong solution of potassium iodide is added, the liquid made up to a definite volume, filtered, and in an aliquot part of the now colorless filtrate the amount of acid set free is estimated by means of standard alkali using phenolphthalein or any suitable indicator. In order to obtain exact results the amount dissolved in the ethereal-alcoholic mother liquor and washings should be added to the final results. Though this amount is very small the error arising from the slight solubility of the acid sulphate in ether-alcohol will be considerable, for the reason that it is necessary to use considerable ether-alcohol to wash away all free acid. As was shown above, 1 Cc. ether-alcohol dissolves 0.000068 Gm. of the acid sulphate, which corresponds to 0.0000526 Gm. free berberine. Suppose 70 or 80 Cc. of washings are obtained the amount left in solution can be taken to be about 4 milligrams, and as the total amount of berberine in the assay sample is often less than 100 milligrams there would be a loss of about 4 per cent. It is therefore best to collect the mother liquor and washings into a graduated cylinder and add to the final results 0.0000526 Gm. for every Cc. of washing.

In titrating the acid set free from the berberine acid sulphate by potassium iodide by means of standard alkali, care should be taken to standardize the acid and alkali under the same conditions as prevail in the estimation, i. e. the standardization should be carried out in the presence of the same amount of potassium iodide as was used for the precipitation of berberine. I have already shown in several cases that even insoluble substances are capable of influencing the standard (14).

In order to test the accuracy of this method of estimating berberine, I proceeded as follows: At first I added 10 Cc. of a 20 per cent. solution of potassium iodide to 20 Cc. of N-40 H_2SO_4 and using phenolphthalein as indicator, it was found that under these conditions it took 10.7 Cc. N-40 alkali to exactly neutralize the acid. A definite amount of pure berberine hydrochloride, which by estimation of chlorine was proven to have the composition of $C_{20}H_{17}NO_4 \cdot H_2Cl \cdot 2H_2O$, was dissolved in warm alcohol; to the solution 1 Cc. of concentrated sulphuric acid, previously diluted with 5 Cc. alcohol, was added, and the whole when cold diluted with an equal volume of ether. After keeping in a cool place over night, the precipitate was collected on a filter, washed with a mixture of equal parts of ether and alcohol, covering the funnel with a watch-glass, until the washings were perfectly neutral. (15) The washings were collected and measured. The precipitate on the filter was then exposed to the air

*Read before the American Pharmaceutical Association.

for about fifteen minutes, until most of the ether disappeared, the filter pierced with a pointed glass rod and washed down with water into a 200 Cc. measuring flask. When all the precipitate went into the solution, 20 Cc. of a 20 per cent. solution of potassium iodide was added to the liquid and the flask filled up to the mark. The liquid was now filtered through a dry filter, and in 100 Cc. of the filtrate the amount of free acid determined by means of N-40 alkali, using phenolphthalein as indicator. One Cc. N-40 acid corresponds to 0.00837 Gm. of free berberine. Adding to the amount found by titration the correction for solubility, the results were found to be very exact. One Gm. berberine hydrochloride, $C_{20}H_{19}O_4 \cdot HCl \cdot H_2O$, is equivalent to 0.822 Gm. free berberine.

Hydrochloride taken.
1. 0.2283 Gr.=0.188 berberine.
2. 0.2906 Gr.=0.239 berberine.

N-40 alkali for ½
9.9 Cc.=10.2 N-40 acid.
13 Cc.=13.2 N-40 acid.

Washings.
155 Cc.
252 Cc.

Correction
0.0105 Gr.
0.017 Gr.

Found berberine
0.188
0.238

In applying the method to crude drugs, like Hydrastis canadensis or barberry bark, a definite amount, say 20 Gm., are extracted in a Dunstan and Short apparatus (16) with hot alcohol on the asbestos plate until the alcohol comes out colorless, or nearly so. The extract when cold is made up to a definite volume, say 100 Cc., and filtered if not perfectly clear. To 25 Cc. of the filtrate one or two Cc. concentrated sulphuric acid, previously mixed with a few Cc. alcohol, is added, the mixture diluted with ether to about double its volume and the assay finished exactly as just described. In the case of hydrastis, the rest of the alcoholic filtrate can be used for the estimation of hydrastine. For this purpose the alcohol from 25 Cc. of the alcoholic extract is distilled off till only a few Cc. are left, the residue diluted with water containing about 1 per cent. acetic acid and a few per cent. potassium iodide to 25 Cc. The liquid is then filtered and 12.5 Cc. of the filtrate are treated as described in a previous paper. (17) If the liquid in which the berberine is to be estimated is a strong alcoholic extract like normal tincture of hydrastis, 20 Cc. are diluted with four times its amount of alcohol to 100 Cc., filtered if necessary, and 25 Cc. of the filtrate are treated exactly as above described.

This method is not well adapted to the assay of liquids containing a considerable amount of water or containing no alcohol at all, like fluid extract of hydrastis without alcohol. From such liquids, even after dilution with alcohol and filtration, sulphuric acid and ether precipitates much coloring matter besides the berberine salts, so that after the addition of potassium iodide and filtration as above described, the filtrate is sufficiently colored through the presence of the coloring matter to make the final reaction lack in sharpness. Owing to the quickness and simplicity of this assay method, it might be adopted by many even in those cases where the final reaction is not very sharp, i. e., for solutions of berberine salts containing much water.

But a much more exact assay method which can be used in all cases is as follows:

Method 2.

Another method of estimating berberine in liquids containing much other matter is to separate the berberine by precipitating it as an insoluble hydroiodide, washing thoroughly with water containing a little potassium iodide and converting the moist hydroiodide into the very insoluble and beautifully crystalline berberine acetone. The latter can then be thoroughly washed with water and after drying at 105 degrees C. to constant weight, weighed. One Gm. berberine acetone is equivalent to 0.824 Gm. berberine. In order to obtain the acetone compound in a crystalline form suitable for washing it is necessary that the liquid should be warm and should contain about 33 per cent. acetone. It will be seen that the method is based upon the following principles:

1. The crystallized acetone berberine is completely insoluble in cold water. This can be shown by rubbing up some berberine acetone with cold water, filtering, acidulating a few Cc. of the filtrate with hy-

drochloric acid, and boiling a few minutes. In the presence of berberine in the liquid the latter would become more or less colored, and Mayer's or Wagner's reagent would give a precipitate. But neither the color nor these reagents nor even chlorine water show the presence of berberine. (18).

2. The dry berberine acetone is quite stable at 100 to 105 degrees C. This was shown by placing about 0.300 Gm. of crystallized acetone berberine upon a watch-glass, weighing the whole and after exposing it to a temperature of 105 degrees C. for three hours and cooling in a desiccator, weighing again. The acetone compound was only very slightly darkened in color, but there was no change in the weight.

3. Though the acetone berberine is completely in-

soluble in water, it dissolves to some extent in water containing acetone, therefore it is necessary in order to obtain very exact results to add a small correction for solubility. As will be seen from the details given below, the mother liquor from the acetone berberine consists of about 8 volumes water and one volume acetone. Of such a mixture it takes about 31.250 parts to dissolve one part of berberine acetone. Though the amount left in solution is very small, it is best to add a correction for the slight solubility. The solubility was established by digesting an excess of finely powdered berberine acetone in 50 Cc. of a mixture of one volume of acetone and eight volumes of water for four hours with frequent shaking. 25 Cc. were then evaporated off, filtered, the filter washed, and the liquid drawn off in a tared vessel. After drying at 105 degrees C. to constant weight, it was found that 25 Cc. of the above mixture dissolved 0.0008 Gms. acetone berberine. 1 Cc. of such a mixture dissolves then an amount corresponding to 0.0000273 Gm. berberine alkaloid. The way the method is carried out will be seen from the following estimation:

A definite amount of berberine hydrochloride $C_{20}H_{19}NO_4 \cdot HCl \cdot 2H_2O$ was dissolved in hot water and an excess of a 20 per cent. solution of potassium iodide added to the liquid. After cooling, the precipitate was collected upon a filter and repeatedly washed with water containing about 2 per cent. potassium iodide. The precipitate was then washed down with a definite amount of water (10) into an Erlenmeyer having the capacity of about 400 Cc. About 54 Cc. water was used. The Erlenmeyer was now placed for about 5 minutes in a water bath, and then about 27 Cc. of acetone added to the mixture. The Erlenmeyer was then loosely stoppered and gently shaken for about 10 minutes. 5 Cc. of a 10 per cent. solution of sodium hydrate was now added to the contents of the Erlenmeyer, and the latter again gently shaken for about 10 minutes. The deeply yellow-colored hydroiodide disappeared completely, and a large amount of beautiful silky needles of the acetone compound was deposited. The Erlenmeyer was set aside until it was cold, and after adding 157 Cc. water, (20) put in a cold place over night. The acetone compound was then collected in a tared platinum Gooch crucible, thoroughly washed with water, dried 6 hours in vacuo over sulphuric acid, and then at 105 degrees C. to constant weight and weighed. (21) To the results obtained a correction for the solubility of the acetone compound in 243 Cc. mother liquid (0.0066 Gm.) was added.

Hydrochloride taken.	Mother. Correc- Liquor tion. Compound. found.	Weight of Acetone Berberine
0.2334 gr.=0.1919 gr. berb.	243 Cc. 0.0066	0.217 0.1916

In order to apply this assay method to a crude drug, for example hydrastis, the drug, say 20 Gm. is exhausted as in the first method, the alcoholic extract concentrated to a small bulk and then made up to a large definite volume with water (500-600 Cc.) (22), The liquid is shaken ½ hour with about 5 Gm. calcium

filtered, and in an aliquot part of the filtrate the berberine is precipitated by an excess of potassium iodide. The estimation is then finished as just described.

In the case of a fluid extract 10 or 20 Cc. are diluted to 250 or 500 Cc. with water. The liquid is then shaken with talcum, filtered, precipitated by potassium iodide, and the assay finished as above.

The second method is certainly much more complicated than the first one, but is very useful as a control, it being capable of great exactness with hardly an element of error and applicable to all cases.

(Laboratory of the Wm. S. Merrell Chemical Co., Cincinnati, Ohio, August, 1901).

NOTES.

(1) Most probably a similar change of basicity takes place in the salts of berberine with other polybasic acids.

(2) The sulphate and the hydrochloride used in this work were very pure and were the same which were used in the previous experiment, where results of estimations of chlorine and sulphuric acid, showing perfect purity of the salts, are given.

(3) Care should be taken not to confound berberine nitrate or berberine hydrochloride, which are liable to separate out, with silver chloride and barium sulphate; the latter do not redissolve on heating the liquid, whereas the former quickly dissolve by gentle heat.

(4) Allen Com. Org. Anal. 2d edition, Vol. III, part II, page 463.

(5) *Ib.*, page 464.

(6) All salts of berberine can be obtained very pure by first precipitating the crystalline acetone berberine and decomposing this by boiling with the suitable acid.

(7) Pure water would quickly dissolve away the whole precipitate.

(8) In all these conversions of berberine salts too great an excess of either acid should be avoided so as to eliminate mass action.

(9) *Druggs, Circ.*, 1885, 22.

(10) *Am. J. Pharm.*, 1893, 370.

(11) *Pharm. Centralhalle*, 1895, 354.

(12) Supposing a U. S. P. preparation was used.

(13) Linde uses a definite amount of water for washing.

(14) *Arch. d. Pharm.*, 1901, 215; *Am. J. Pharm.*, 1901, 161.

(15) It is best to moisten one piece of blue litmus paper with the washings and compare the tint with that produced by moistening another piece with pure ether-alcohol.

(16) *Pharm. J. Trans.* (3), xiii, 664.

(17) *Am. J. Pharm.*, 1901, 168; *Arch. d. Pharm.*, 1901, 222.

(18) The insolubility of berberine acetone was shown already in a previous article by A. B. Prescott and myself (*Arch. d. Pharm.*, 1900, 443). The reason I repeat the proof here is because J. Katz (*Pharm. Centralhalle*, 1901, 287) seems to doubt the correctness of the statement.

(19) This was accomplished by placing a known volume of water in the Spritz bottle and measuring the amount left.

(20) This makes the liquid contain one-ninth acetone.

(21) The asbestos in the Gooch should be washed with water, acetone and weak alkali. In drying the acetone berberine in the Gooch it is advisable to put on the lower cap, as otherwise the water which remains in the asbestos when it gets hot is liable to dissolve traces of the acetone compound which would then soak through the bottom. It is best to tare the Gooch with cap and cover.

(22) In concentrated solutions, potassium iodide throws down together with berberine hydriodide much foreign matter. As the hydrochloride is very insoluble in excess of potassium iodide, we can dilute the liquid to a very large volume without causing any loss.

METHYL ALCOHOL IN ETHYL ALCOHOL.

—For the detection of methyl alcohol in the presence of ethyl alcohol, A. B. Prescott (*Pharm. Arch.*) proposes converting the alcohols into aldehydes by plunging a red hot copper spiral into the dilute alcoholic solution, oxidizing the acetaldehyde by means of hydrogen peroxide, and detecting the formaldehyde by means of Vanino's color reaction with phloroglucinol (1 gram of phloroglucinol and 20 grams of caustic soda dissolved in 100 cc.). The excess of hydrogen peroxide is removed by means of sodium thio-sulphate.

THE LEAVES OF CONVALLARIA MAJALIS have been found to yield a volatile oil by Haensel (*Pharm. Zeit.*). This oil was obtained by distilling the leaves with steam. This substance is semi-solid, having a greenish brown color and a pleasant odor. It melts at 40.5 degrees C and begins to boil at 120 degrees C. A crystalline white body has been separated from the oil by pressure and solution in alcohol. This body melts at 61 degrees C.

DANGERS OF THE DRUG AND CHEMICAL TRADE.

It should be known that there are trades in which a considerable amount of danger is ever to be guarded against by those engaged in them. The trade of the chemist and druggist, both wholesale and retail, is pre-eminently one of these, as is also that of the chemical manufacturer.

Readers of the "Pickwick Papers" have been wont to smile at the insinuation of the chemist who figured in the "Bardell versus Pickwick" trial—that barber might be committed if he were empaneled as a jurymen, because his boy was apt to compound Epsom salts with oxalic acid; but the passage will not excite much risibility on the countenance of the average chemist, for he knows well that from time to time fatal accidents have resulted precisely from this mistake; some manufacturers having so dealt with these articles as to make them very similar in appearance. Occasionally it happens that spirits of hartshorn is sent out when spirit of sal volatile has been ordered. Fortunately the stronger ammoniacal smell of the former generally prevents the recipient from swallowing it; but every now and then we read of considerable suffering caused by such a mischance.

That death-dealing fluid (sulphuric acid) is in daily use with the druggist, and he must exercise extreme caution in handling it. Frequently he has to dilute the acid, a process which, if heedlessly performed, may cause damage to the surroundings the heat evolved in the mixing often resulting in the cracking of the bottle. An unskilled helper might readily cause an accident of this kind; but fortunately for all concerned, chemists are not wont to entrust dangerous work to inexperienced assistants without due caution, as they are too well aware of the serious consequences which may ensue. Young students in school laboratories occasionally pay the penalty for carelessness in handling bottles of strong corrosive acids, with the result that they get marked for life. It requires constant supervision on the part of the laboratory instructor to prevent such occurrences.

Not long ago a serious amount of damage was caused at a manure-works in Huntingdonshire, where a fire took place which melted some large leaden tanks containing sulphuric acid. Some of this flowed into a tributary of a river in the neighborhood and destroyed large numbers of fish.

The authenticity of the following account of a narrow escape by a wholesale druggist is vouched for: "I was sitting one morning at my desk. My office is just under our wet room" (the usual term for the department where liquid pharmaceutical preparations are kept and prepared). "All of a sudden I heard something splash on my desk close to me. Fortunately I was sufficiently cautious to get up from my seat and go to a corner of the room before looking up. A small trickling stream was coming through the ceiling. I shouted up through the speaking-tube to find out what it was, and received the reply, 'A bottle of sulphuric acid has burst.' I cannot say how thankful I was that I had neither touched the liquid nor remained where I was, for had I stayed another second and looked up I might have lost my sight. It came down close to my seat. Of course, after that I had the whole of the upper floor securely sheeted with lead. The over-filled bottle that burst should not have been brought up and put where it was; but I was not going to run such a risk again. An ominous black stain on the ceiling remained to keep me in mind of my narrow escape."

An engineer connected with one of the largest chemical works in the West of England was walking under some of the vitriol tanks, and felt something drop into his eye. He thought it was a raindrop, and brushed it off, and for a time gave no further attention to the matter; but when he went to bed that night his eyeball began to pain him so badly that he had to get a doctor, and then he found, all too late,

that it was a drop of acid, not water, that had touched his eye. He completely lost the sight of that eye.

Certainly the escapes of some men are wonderful. A carter in the employment of a large railway company was entrusted to deliver two glass carboys of pure sulphuric acid. He drove up to the merchant's door and said to the manager, "Your men must be careful about lifting these, sir. They've got no stoppers in them." Sure enough, their necks were filled with paper. "Good gracious, man," said the manager, "tell me at once—has any of the stuff got on your face?" "No, sir; not as I know on." "Did the company really hand over these two carboys to you to deliver without telling you what they held?" "Yes, sir; no one told me what was inside. I saw the stoppers gone, and so I stuffed paper into the necks." "Why, man, if you had got that acid on your hands, and chanced to rub your eyes, you might have been blinded for life." On the face of the matter, it would appear as if there had been some scandalous carelessness on the part of the railway officials. The stoppers of the carboys could not, in all probability, have been quite tight when the consignment was delivered to the railway company, and the shaking in transit had jerked them out. It happened to be a dark wintry afternoon when they were handed over to the carter on arrival, so that acid fumes from the stopperless vessels were not discernible; and although the accompanying address-tallies had marks on them which would have been sufficient to indicate their contents to an experienced trader, these were not sufficiently clear to be decipherable by an ordinary railway porter or carrier.

That prussic acid is a deadly poison is known to the million; but comparatively few are aware of the extent to which it is prescribed in minute quantities, and how in consequence a bottle containing enough for a hundred or more fatal doses may have to be handled several times in a day by the dispenser. Should he slip with the bottle, break it, and cut himself, he might be a dead man in a moment if the acid touched the broken skin and got into a vein; and yet there are people who think that a chemist ought to be hurried, and complain that they have been charged perhaps 1s. instead of 11d. for a preparation compounded at the risk of his life. Were he to become "an absent-minded beggar," the consequences might be such that it would be beyond the power even of Mr. Rudyard Kipling to win popularity for him.

The distilled essential oil of almonds, which when diluted supplies the popular flavoring for sweets and confectionery known as "ratanfia," contains in its strongest form a sufficient percentage of hydrocyanic acid to make it highly dangerous. A young man who was executing an order by pouring some of it from a large bottle to a smaller, noticed that he had not put the label quite straight on the smaller bottle, and took it off again. Before replacing the label he licked it to make sure of its sticking properly; but, whilst pouring, he had inadvertently let a drop or two trickle on the outside of the bottle where he had affixed the label. Then, when he touched the label with his tongue, he felt as if something shot along that member, and also a jump of his heart, so he rushed to a tap, which was fortunately close at hand, and put his tongue under the running water. Never, as long as he lived, he said, would he forget that poisoning sensation.

Death has sometimes occurred from taking strychnine in mistake for morphia. Here, again, there is sufficient similarity in appearance, when the strychnine has been powdered, to deceive the inexperienced; and a more deplorable mistake is hard to imagine than that of a person in need of a sedative should be given instead that which will cause most frightful pain and contortions. In more than one case the wholesale druggist has been found to have been mainly responsible for this error, having supplied the goods to the retailer wrongly labelled. Fortunately, these occurrences are few and far between owing to the check systems adopted to guard against accidents. It may be asserted that such a mistake would not be likely to occur if poisons were kept separate from other

things, but morphia happens to be a poison as well as strychnine.

With reference to mistakes committed by wholesale drug and chemical firms, it is generally found that when they have resulted seriously pecuniary compensation is very readily offered. Not many years ago one of these firms paid a sum of some thousands of pounds when a death occurred, which, it was thought, was due to a poison the retailer had sent out by a mistake—a mistake which it is alleged had been caused by an error on the wholesale dealers' part in the first instance. No legal verdict had been obtained against the wholesale chemists; but as it was enough for them that there had been some irregularity, they felt morally bound to make that large monetary sacrifice, and in so doing they earned the respect of their conferees.

It is undoubtedly because an excessive amount of care is taken that there are comparatively so few fires at drug and chemical establishments. Were novices left in charge, the number would be increased immediately, as can easily be surmised when the inflammability of so much of the contents is borne in mind, and also that spontaneous combustion will occur if certain articles are brought into close proximity.

The care exercised by ordinary retail pharmacists seems to be recognized by insurance companies, as they customarily grant policies to the chemist at somewhat lower rates than they require from several other classes of traders. These rates, however, are liable to be materially raised should stills and retorts be introduced for manufacturing purposes.

Manufacturing chemists who conduct the process of camphor refining find it extremely difficult to get an insurance company of good standing to accept the risk without charging a very high rate indeed; as, in case of a fire breaking out, there are such inflammable materials on the premises to feed the flames that the are likely to spread with alarming rapidity. Experience, however, usually causes the manufacturer to conduct such operations in an isolated shed; and when a fire occurs, though the shed is enveloped in flames, no attempt is made to put them out until the building is quite burned to the ground, and there is no more material for the fire to feed upon.

It is sometimes asserted that chemists leave dispensing to their errand-boys or at any rate to raw apprentices. This is a most unfounded charge. There are even chemists so scrupulous that they decline the services of medical students who come prepared to pay a fee to be taught dispensing, holding that by so employing the students they would not be dealing fairly with their customers, who have been led to believe that the dispensing department is entirely controlled by able and experienced men.

Many a retail chemist will admit that once in his life the fear has come upon him that he has put up something wrongly, and he has had a sleepless night in consequence but he will generally add that after all he found the mistake had not occurred. His accuracy may be compared to that of the bank cashier. Neither can he said to be infallible; but the wonder in both cases is that mistakes are not more frequent, considering the number of articles with which the compounder of medicines has to deal, and haste with which money is paid in and received over the counter of the banks in busy centres.

It is sometimes a grievance of retail pharmacists and hospital dispensers that reports of poisoning cases appearing in the newspapers do not state quite clearly, so that the public can take in the fact at once, that the fatalities have not been caused by any fault of the parties from whom the poisonous draughts have been obtained. Consequently, there is frequently a misconception of the facts, and a slur rests on the chemist till the exact circumstances of the case are ascertained at the subsequent inquest or by other means.

When cholera or some other dangerous epidemic threatens a district, the article called bleaching-powder or chloride of lime is largely used. It is very offensive to handle, as the smell of it is difficult to get rid of, and some who have to do with it get their stomachs most uncomfortably disordered unless they

take such precautions as covering the mouth with flannel to prevent the fumes of the chlorine from going down the throat.

The members of one high-class drug firm said that if they could do so without giving offence they would never sell another ounce of it. On one occasion, when they had some at the back of the premises, a door had inadvertently been left open, and a strong gust of wind blew a quantity of it over some little children playing near by. The amount of compensation they had to pay for injury to children and their clothes amounted to more than the profit derived from its sale during a period of several years.

There are many articles sold by the chemist which cannot be handled with impunity. Strong caustic potash, for instance, will readily blister the skin; but it is in daily requisition from wholesale druggists. Corrosive sublimate or perchloride of mercury is also objectionable, being likely to create irritation in the throat. So is arsenic. A chemist in Wales nearly caused the death of his porter, when, with a view to saving expense, he set him to pulverize a lump of it in a mortar. Another pharmacist suffered a good deal in grinding cantharides (commonly known as Spanish fly) in a small hand-mill, getting intensely irritated by the blistering particles which flew in his face.

The author of "Lorna Doone" in his "Clara Vaughan" has depicted the agony which his heroine suffered from pressing her face against a pane of glass which had been smeared with a liquid which, by its effect, must have been hydrofluoric acid; and, indeed such contact would be productive of exquisite torture; but this acid has to be sold in comparatively small quantities. It is much used in the stained-glass trade, and manufacturers are required to have it put up in gutta-percha bottles of various sizes, ranging usually from 4 ounces and upwards, at prices which seem somewhat inadequate, considering the nature of the article.

It appears, therefore, tolerably evident that the occupations of the drug-vender and pharmacist and of the chemical manufacturer are attended with far more than average risk of danger when compared with other trades and manufactures. What, then, may be considered the compensations of those who carry them on? The ignorant will say, "Why, the immense profits, of course." If these existed in reality there would not be that severe competition which now exists between druggists, wholesale and retail alike, and between chemical manufacturers also but there certainly is some recompense in the acquisition of the exceptional knowledge which cannot fail to be acquired by industrious workers engaged in these trades, and there is the consciousness that they lend themselves to developments and are part and parcel of the movement for increasing the welfare of the community. The past record of the benefit of chemical discovery and of the blessing of healing drugs is well calculated to stimulate the ardor for further research and to a certain extent to shed some glamour even over the mere dealing in such commodities. Very few pharmacists are really indifferent to a grateful acknowledgement of the efficacy of a medicine which they have furnished and when it does come, it takes the edge off the undeserved imputations of extortion which many are too prone to cast at them.

THE SEPARATION OF POTASSIUM from mixtures of alkalis may, according to C. Reinhold (Pharm. Zeit.), be effected by means of sodium picrate. Potassium picrate is relatively very insoluble in water, dissolving in the proportion of 1 to 260. The picrates of ammonium, caesium and rubidium are also only moderately soluble in water; and these bases interfere with the picrate test for potassium. This does not, however, destroy the value of the test for ammonia may be removed in the usual way while caesium and rubidium are of rare occurrence. If sodium is present in the mixture in the form of the carbonate, this must be converted into the chloride by the addition of hydrochloric acid before applying the picrate test. The reaction is accurate within about .5 per cent. K.

RUBBER AND GUTTA-PERCHA IN THE PHILIPPINES.

By FRANK J. DUNLEAVY.

There is rubber of value in the Philippines, and gutta-percha also, and several varieties of the latter, and many other gums or gutta-like substances which are not gutta-percha, but are mixed with the latter by the Chinese, and the Moros. To-day one of the mountain tribesmen, a Tirirra, came to me with five bundles of what he called Goma (all gummy substances are sold under the name of Goma here, whether it be India-rubber, gutta, balata, or one of the other kinds). To the uninitiated they might have appeared like coils of gutta wound up, rope like, around a bamboo, but when I examined the material every second coil or rope was an adulteration. I passed him out, and he sold the whole as gutta-percha to a Chinaman. The latter will boil it all down, extract some of the chopped bark and dirt, and ship it to Sandakan, in Borneo, where it will be bought up and shipped to Singapore, and appear in the market quotations as Borneo Gutta.

This has been going on here since 1887, more or less, though few outside of the Chinese and the Spaniards knew this island was a gutta producing island. I am not very familiar with the gutta trade under Spanish rule here, except that I know the price used to be from \$10 to 25 Mexican per picul of 133½ pounds. There was not much of it shipped because the Spaniards had very hard and fast forestry laws, and only allowed the gathering of gutta and rubber under strict supervision, and only by tapping the trees in a certain way and at certain times of the year.

When the Spanish garrison was withdrawn from this town, after the late war, the Chinese traders took charge of matters here, under the direction of a half-breed Chinese and Moro Datto. The latter made slaves of every one who opposed his will, and the beautiful valley of the Rio Grande ran riot till the American troops could come and occupy the town, which was some six months after the Spanish evacuated the place. Then, for some reason no sane man could ever understand, the forestry laws as they applied to the gathering of gutta and gum elastic were suspended and the Americans allowed the Chinese to come in great numbers and start cutting down the trees, and thereby destroying them so that they could gather the gutta and rubber. The same destruction of gutta trees that had been going on in the Malay peninsula further south for a number of years was started, and has been kept up till now.

The trees are cut down and then chin ring circles, at intervals of say a meter are cut into the trees. This is continued along the trunk and branches, and the latex is guided into pieces of bark or leaves. They then gather the whole of the product, with chips, bark and dirt, and boil it with a little citreous bark or wild lemons, and coagulate it, with dirt and everything mixed in to make it heavier and weigh more. Another method is to chin ring the tree standing, and then light a fire around the trees, so as to hasten the flow of latex by heat. This method, while not killing the tree outright, serves to hinder its utility for some years after. The Chinese and the Moros who do this claim they have never been shown how to make incisions and tap them, but this is not true. They pursued the above methods, because, with tapping where one will collect 5 pounds of gutta, with cutting down and collecting in the manner described one can collect from 15 to 25 pounds of gutta to the tree.

You can realize what Uncle Sam has lost when I tell you that, according to figures I took from manifests at the custom house at the port of Jolo, in the month of May last, no less than 426,426 pounds of gutta and rubber were exported from this island to Borneo and Singapore between the month of December previous and up to that time. Put this amount at the large average of 20 pounds to a tree, and it will give 21,321 gutta and rubber trees destroyed—mostly

*The India Rubber World.

gutta—and, all the customs collected on this large amount was \$140 Mexican; notwithstanding there was a forestry tax to pay of 10 per cent. on the valuation, I have known some of it to sell in Sandakan for \$120 Mexican per picul of 133 1-3 pounds, though the average would have been about \$70 to \$80 a picul.

But last month the Forestry laws were enforced to the extent of collecting the 10 per cent., though no attempt is being made to prevent the sale of gutta that has been gathered by the destruction of the trees. I expect, as a matter of protection, that the Forestry department will prohibit the trading in any kind of gutta or rubber except what has been tapped. It is late in the day for this district, as one has to go ten days' march up the valley now to see a gutta tree, but there are other districts equally as rich in gutta as this was. The civil government is anxious to conserve to the country this valuable asset in gutta, and with that purpose in view has dispatched a special agent to Sumatra to study the new method of extracting gutta, by which it is claimed one can extract more gutta by this method than if the tree was cut down and destroyed, without harming the tree in the least for the following season. This agent, I hear, will be sent down here on his return to instruct us novices, who are interested in the gutta industry. If such is true, the position is simply this: If the government had the 20,000 trees that have been cut down during the last year and it could extract, say even 12 pounds of clean gutta to a tree, worth in New York \$1.75 gold a pound, each tree would be worth in a year's product \$42 Mexican. To pay 10 per cent. to the Forestry bureau on this would mean \$80,000 Mexican a year revenue. But for the sake of being on the safe side, cut this in two, and say \$40,000 a year. You can calculate what wealth is in the forests of Mindanao.

No doubt when the government gets this proposition well in hand the United States possessions will figure as a gutta and rubber producer, and, with a chemist and proper equipment, it will be able to classify the various other gummy substances and give them their proper value in the market. No white man has made a single cent out of all the destruction of these trees, so far as I know, as the whole business was carried on by the Chinese, who have been paying \$100 a day for a steamer, for the last six months, to do nothing else but run between here and Sandakan and carry gutta and rubber out of the country.

Gutta is selling to-day at from \$30 to \$40 Mexican per picul. The quotation in the last India Rubber World, to hand, ranges from 65 cents to \$1.75 gold per pound in New York.

The gutta when it leaves here is rolled around the joint or one length of a bamboo, and the latter is filled with water. The gutta is rolled till it is about 10 to 12 inches in diameter, and long enough to conceal the bamboo. The idea is that in handling the gutta, in discharging at Sandakan, the plug will be knocked out of the bamboo and the water percolate through the whole package and make it heavier. If the plug happens to stay in, it will weigh well also.

I have seen the Chinese putting stones, inferior gutta, dirt, and other substances in the center, so you will see it is no wonder this gutta brings such a low price. The government, if it wants to build up a reputation for Philippine gutta, should prohibit the Chinese from dealing in it, and allow none of it to be exported unless tapped and stamped to show where it comes from. I do not claim to know much about gutta, though I have handled a great deal of rubber in Madagascar, but as I am the only white civilian in this pueblo, and being interested in the development of the country, I give you these facts for the benefit of your readers.

Since I have written the above the government has done the right thing. The government has issued an order that any more rubber or gutta collected by destroying the trees will be confiscated.

IS IT ESSENTIAL FOR A RETAIL DRUGGIST TO BE A PRACTICAL PHARMACIST TO MAKE A SUCCESS OF HIS BUSINESS?*

By OTTO J. S. BOBERG, Ph.G., Eau Claire, Wis.

If the retail druggist has a drug store only, and not a small-sized department store, then, in my opinion, the answer to this question should be "yes," provided, again, the practical pharmacist also has the necessary fund of theoretical knowledge. It is the combination of the two qualifications—pharmaceutical college education and practical experience in pharmacy—which brings success to the retail druggist. The pharmacist who has the true practical grasp on things, who has learned to think, and has had so much professional training that he knows exactly what to do and how to do it—he is the person who can make the retail drug store of to-day pay, and, I believe, pay well. Such a pharmacist will be in a position to know the whys and wherefores of the many little obstructions and failures, in one way or the other, which now so often happen to some of the retail druggists, and which nearly always cause the spasmodical "kicking" we are getting so used to hear. It occurs to me that, for the practical and educated pharmacist, the field of new opportunities and additional sources of income is very large.

The practical pharmacist can manufacture and put on the local market, from his store, the hundred and one things that the average retail druggist is now buying again and again, from year to year, every time paying more or less profit to both manufacturer and jobber. The practical pharmacist can make all the pharmaceutical preparations used in the store, such as elixirs, medicated waters and wines, syrups, tinctures, solutions and ointments. He can also manufacture a limited line of non-secret preparations, like cough syrup, blood purifiers, tonics, vermifuges, catarrh remedies, laxative tea, toothache cure, healing salve, corn cure, etc.; of veterinary medicines, of articles useful in the household, such as polishes, cleaning fluids, insecticides, disinfectants, fancy inks, flavoring extracts, baking powder, stock food and poultry powder; also solutions for amateur photographers, as developing, fixing and toning-baths, and of toilet articles, like lotions, creams, hair tonics, face powders, tooth preparations, etc.

Some druggists say that it does not pay the retail druggist to make these things, but other druggists, who are practical pharmacists and who have tried it, say that it does pay.

Of course, a line must be drawn at proprietary specialties, fluid extracts (as a rule), chemical salts, etc., but the practical pharmacist will always know where to draw such a line.

A laboratory equipped with the necessary apparatus for making these ordinary pharmaceuticals, and other preparations, could be fitted up, in most drug stores, at a comparatively small expense. With the better facilities for doing this work would follow additional interest and more willingness to do it on the part of both proprietor and clerks.

It is the practical pharmacist who always knows how to make a nice, mellow cold cream from the many different and sometimes impossible formulas brought into the store by lady customers. It is the practical pharmacist who makes his syrups of iron iodide and Donovan's solution according to the U. S. P. in less than an hour's time, instead of sending the order and the profit to the jobber, sometimes waiting days before getting the goods. It is the practical pharmacist who knows that where the menstruum is the same, any fluid extract will produce the corresponding solid extract by simple evaporation upon a water-bath. It is the practical pharmacist who, in short order, decolorizes his alcohol, when it has acquired a yellow tinge from the barrel, by simply filter-

*Read at the annual meeting of the Wisconsin Pharmaceutical Association and awarded the Merck prize.

ing through some granulated animal charcoal. It is the practical pharmacist who knows how to make good suppositories, perfect pills, and smooth, uniform ointments, and who knows that Balsam's mixture must have a slightly acid reaction in order to be clear and free from the unsightly precipitate of the basic iron salt. It is the practical pharmacist who saves himself both annoyance and expense by occasionally replacing the old corks in all fluid extract bottles, and in bottles containing elixirs, solutions, chlorine water, sulphurous and hydrocyanic acids, etc., thereby minimizing precipitation and loss by evaporation.

Besides being the physician's regular assistant by compounding his prescriptions, the practical pharmacist can prove himself to be the doctor's natural assistant in other ways also, thereby bettering himself financially and at the same time gaining additional respect from the medical profession. I here refer to the pharmacist taking up the work of qualitative and quantitative analysis of urine, examination of gastric juice for free hydrochloric acid, and microscopical examination of sputum for tubercle bacilli, etc. That it pays to do such work for doctors, I know, from personal experience.

The practical pharmacist generally is also a practical chemist. He is able at once to tell calomel from powdered corrosive sublimate by the aid of a little lime-water or potassium iodide, and to tell a crystal of sal soda from a crystal of Glauber salt by a drop of a diluted acid. To some extent he can serve the public as an analyst by making chemical analyses of drinking water and milk, also microscopical examinations of spices, flour, etc.

The practical pharmacist, as a rule finds it profitable to take regularly one or more pharmaceutical journals, partly in order to keep posted on the advancement of pharmacy, and partly on account of the many valuable advices and useful formulas found in these journals.

It is the summing up of the reasons stated in this paper, added to others not stated here, which leads me to believe that: It is essential for a retail druggist to be a practical pharmacist to make a success of his business.

THE SOURCES OF LITHIUM.*

The great demand which has arisen within the past year or two for lithium minerals which can be used in the manufacture of lithium carbonate for the production of the various forms of lithium salts employed for medicinal purposes, has induced the United States Geological Survey to make a careful investigation of the sources of such minerals, and a brief report on the subject has just been received, from which the following abstract is taken:

"The two minerals that have been used as a source of lithium are lepidolite and spodumene. Lepidolite, or lithium mica, is in part a metasilicate of aluminum with potassium and lithium, and varying amounts of fluorine and hydroxyl. It occurs commonly in scaly, granular masses, either coarse or fine, but sometimes in cleavable plates and in aggregates of short prismatic crystals. It has a micaceous structure and a perfect basal cleavage, similar to the other members of the mica group. It varies in hardness from 2.5 to 4, and has a specific gravity of 2.8 to 2.9. It varies in color from rose red, pinkish, grayish-white to white, and has a pearly luster. Its usual occurrence is in granite and gneiss, but more especially in pegmatitic dikes, where it is often associated with tourmaline, spodumene and muscovite, with which it is sometimes in parallel position.

"Spodumene is a metasilicate of aluminum and lithium, generally containing a little sodium, and its chemical composition is represented by the formula $\text{LiAl}(\text{SiO}_3)_2$. This mineral crystallizes in the monoclinic system in prismatic crystals that are often flattened and striated and furrowed. At times they are of enormous size, from 20 to 40 feet in length. It also

occurs in large cleavable masses. It has a perfect prismatic cleavage, so that usually smooth, thin plates can be split off with a knife. It is brittle and has a hardness of 6.4 to 8 and a specific gravity of 3.13 to 3.2. In color it varies rather widely, from pearly white, grayish, pink, yellowish green to emerald green, and it has a vitreous luster, except on the cleavage surfaces, which are somewhat pearly. The yellowish green to emerald green spodumene is known as hiddenite, and the color is probably due to the small amount of chromium that it contains. It is found in granite veins, associated with tourmaline, beryl, garnet, lepidolite, triphylite, lithiophilite, etc.

"The largest deposits of lepidolite known in the United States are near Pala, in San Diego County, Cal. These deposits are now being extensively developed, principally by W. G. Rifenburg, and, while little lepidolite was shipped in 1900, regular shipments will have begun before the end of 1901. As exposed, the mineral is found composing a seam or vein three to twelve feet thick.

"Lepidolite has also been found in some quantity at a number of localities in Maine—Hebron, Auburn, Rumford and Paris. No mining for lepidolite has been done at any of these places, although tourmalines, which are found associated with it, are produced there. Not enough work has been done to determine whether there would be a sufficient quantity of lepidolite to make it profitable to mine for this mineral. There are a number of localities where spodumene occurs in quantity. The most noted one, and probably the only one from which this mineral has been shipped as an ore of lithium, is at the Etna mine, in the Black Hills, of South Dakota. There are a number of other mines, as the Bob Ingersoll and Harney Peak tin mine, in this general vicinity, that contain large quantities of spodumene. These deposits occur in pegmatitic dikes, which were formerly worked for tin. Some ore has already been shipped from the Etna and Harney Peak mines, and preparations are being made to mine this mineral in considerable quantities during the present year.

"At Branchville, Conn., spodumene occurs in a pegmatitic dike embedded in quartz, in crystals that are often of very large size. This locality was formerly developed for feldspar, but has not been worked for a number of years. The spodumene is known to occur in considerable quantity; and it is not improbable that this locality, upon further development, would show the spodumene to occur in sufficient quantity to be mined as a lithium ore.

"It has also been found at Chesterfield, Sterling, Goshen and Huntington, Mass., but it is not known in what quantity it occurs at these localities.

"It is thus seen that there are some large deposits of these minerals in the United States, and it cannot be doubted that proper search would reveal other deposits that would furnish these minerals in quantity.

"There are a number other minerals that contain lithium, some of which occur in considerable quantity. They may be described briefly as follows:

"Petalite is a lithium-aluminum silicate in which a part of the lithium, is replaced by sodium. It is a mineral crystallizing in the monoclinic system, but is usually in foliated, cleavable masses, the cleavage being a perfect basal one. It is brittle and has a hardness of 6 to 6.5. In color it varies from colorless to white and gray, and it has a vitreous luster, except on the cleavage face, which is pearly.

"Zinnwaldite is similar to lepidolite, but contains a considerable percentage of ferrous oxide.

"Triphylite and lithiophilite crystallize in the orthorhombic system, but crystals are rare, and they are usually found in cleavable to compact masses. They have a perfect basal cleavage and a hardness of 4.5 to 5. In chemical composition they are phosphates of lithium with iron and manganese, triphylite containing a large percentage of ferrous oxide (FeO) and a small percentage of manganese oxide (MnO), while lithiophilite contains a smaller percentage of ferrous oxide, the composition being represented by the formulas $\text{Li}(\text{FeMn})\text{PO}_4$ and $\text{Li}(\text{MnFe})\text{PO}_4$, re-

*Oil, Paint and Drug Reporter.

spectively. The color of these minerals varies with their composition. In triphylite it is greenish gray to bluish, and in lithiophilite it is salmon color, honey yellow to light clove brown. The percentage of lithia in these minerals varies from 8 to 9.5.

"At Branchfield, Fairfield County, Conn., lithiophilite has been found in considerable quantity associated with spodumene in the pegmatitic vein already referred to under spodumene. Triphylite has been found at Norwich, Conn., and also with spodumene at Peru, Me.

"Amblygonite is a mineral crystallizing in the triclinic system the crystals being large and coarse. The mineral is more commonly in columnar to compact masses which show a perfect basal cleavage, with pearly luster. It is brittle and is 6 in hardness. In color it varies from white to greenish, yellowish, bluish and grayish white, and it has a vitreous luster. In chemical composition it is a fluo-phosphate of aluminum represented by the formula Li (AlF) PO₄.

"The salts of lithium and not the metal itself are used in the arts. It is on the market for the most part in the form of carbonate. The principal use of the lithium salts is probably in the preparation of mineral waters, which are used extensively for medicinal purposes. There are some of these lithia waters that occur as natural springs, but a great many that are sold are artificial. A new form of lithia that has been put on the market in recent years is that of effervescing lithia tablets.

"While the separation of lithium cannot be made by what is ordinarily considered a simple process, yet its separation does not offer any serious difficulties. Briefly, it consists of fusing the mineral with carbonates and sulphates so as to decompose them and convert the lithia into lithium sulphate. The alkali sulphates are readily dissolved and are then converted into chlorides, but it is not in a pure condition, and must be purified by converting it into the carbonate.

"While this process or the separation and purification of lithium from its ores is a long and rather expensive one, the value of lithium carbonate should make this industry a profitable one. The industry, however, is limited and the total amount of lithium carbonate used is variously estimated from less than 50,000 to over 150,000 pounds per year. Most of it is now being manufactured in Germany. The German manufacturers have had their attention called to American deposits, and nearly all, if not all, of the lepidolite and spodumene mined as ores of lithium has been shipped to Germany. The contracts on hand at the present time for these materials from the Black Hills, South Dakota, and Pala, Cal., are with German chemical manufacturers. Thus far the American chemical manufacturers have made little attempt to develop the industry in this country, and our lithium minerals are now being bought by the German manufacturers, who return to us the lithium carbonate, which was quoted in New York in 1900 at \$4.20 per pound. The increase in the use of the lithium carbonate is probably due to the extensive manufacture of effervescing lithia tablets. This has caused considerable inquiry as to sources of lithia minerals. It may be the means of interesting some of the American chemical manufacturers in the preparation of lithium carbonate from the lepidolite and spodumene obtainable in this country.

A. T. Guernsey, one of the progressive young druggists of St. Paul, has determined to "fire" his daybooks and ledgers and keep his accounts by a card system. He says that men in other branches of business have tried this system with good results, but he never has heard of a druggist trying it; and he asked himself, "why not?" Mr. Guernsey will have a ruled card for each customer with which he does a credit business and a daily card to keep a record of his sales and expenditures. The plan saves transcribing and enables the storekeeper readily to tell at any time how he stands with credit customers and how his business "Stacks up" for the day, week, month or year.

THE CIGAR CASE.

The profitable management of a druggist's business demands that considerable attention be given to the care of the cigar case, for the goddess Nicotine has many votaries who prefer to worship at her shrine when set up in the front of a well-regulated drug store.

The selection of brands that suit popular taste and the effective display of the cigars in stock are two important essentials that ought never to be overlooked.

In the first place, the display of cigars should be as attractive as possible, with care taken to have the contents of the case always in plain view.

A classification is essential. The five cent cigars should be kept in one place, the ten cent cigars in another, and higher priced goods in a third. Then, too, the domestic and the clear Havana cigars should be arranged so that the desired brand may be selected at ease. In any event do not crowd more brands into your case than it will conveniently hold. To pile boxes on top of one another or upon the top of the case, a custom so often followed by druggists, upsets the classification and detracts from the appearance of the display.

It is gratifying to customers to have prices displayed. The ordinary customer knows the price he wishes to pay, but if obliged to select at random or call for a cigar he will probably pick a higher priced cigar when the cheaper quality was desired. Vice versa, he may select a five cent cigar when he intended to buy a better article.

Such little things as these often cause people to go elsewhere. It is a small matter, but the consequences are not so trivial as the cause.

A word about the proper care of cigars may not be out of place here. In the summer the cigar case is not a source of much trouble. The cigars easily keep moist and fragrant, but when the cold, snappy weather arrives, unless precautions are taken, a deterioration in quality will be evident. In the large wholesale houses the maintenance of cigars through the cold period is a source of great expense. It is well for the retailer, perhaps, to carry as small a stock as possible during the winter, thus compelling the wholesaler to bear the burden of responsibility.

Many devices have been invented for keeping cigars moist. One of the most successful yet devised is a series of rolls of blotting paper set upright in a glass of water. Capillary attraction causes the water to rise to the top of the rolls, which should be tall enough to come to the top of the case. In this way the moisture is very evenly distributed and a further advantage which this method offers, is that large quantities of nicotine are absorbed by the paper. For the latter reason they should be changed frequently, to prevent their becoming discolored.

Even in these days when advertising is so extensively used to popularize certain brands of cigars, the druggist may, by exercising proper care in the selection of his stock, succeed in building up a high-class trade.

Intrinsic value is not often found in an article extensively advertised. It behooves the druggist to select his stock carefully and to constantly bear in mind that quality will eventually supersede display advertising in the cigar business.

Manifestly, it is an advantage to control, as nearly as possible, the brands offered in your case. In many instances this, of course, is impossible, but not always. If you cannot control the brand, purchase that one which is sold only by your legitimate competitor, the druggist.

It is impossible to convince the smoker, in the event of his being pleased with a certain piece of goods, that another is "equally as good." Transient trade, when satisfied, becomes permanent business.

The cost of display advertising must necessarily be added to the cost of manufacture, and therefore be taken from the quality of the goods, or added to the price.

If this argument appeals to you, apply it in your business. If it does not, look into the history of nine out of every ten of the advertised brands exploited during the last ten years. How long have the majority held popular favor? Their success was sudden and their decline equally so.

The cigar case may be made so fruitful a source of revenue that attention to the foregoing points will prove valuable. (C. R. D. A. Auxiliary.)

CRYSTALLINE COPPER AND AMMONIUM SULPHATE may, according to M. H. Defournel (Bulletin Commercial), be obtained in a beautiful form by means of dialysis. A saturated solution of copper sulphate is prepared by dissolving the salt in boiling water in a flask. The flask is allowed to cool to 50 degrees, after which the mixture is further cooled, filtered to remove the imperfect crystals which have formed, and treated with an excess of ammonia; thus producing a clear blue solution smelling strongly of ammonia. This solution is placed in the crystallizer of a dialyzing apparatus, while in the dialyzer, having a tightly fitted diaphragm, is placed a quantity of 90 degrees alcohol, containing 5 per cent. of ammonia. The entire apparatus is covered with a glass plate, fitted as closely as possible to prevent the loss by evaporation of alcohol and ammonia. After four days the alcohol in the dialyzer is replaced with fresh alcohol and ammonia. This operation is repeated every four days. The crystals are found adhering to the lower side of the dialyzer. In this way the author obtained crystals five centimetres long.

CONSTITUTION OF THE SOLANACEOUS AND COCA ALKALOIDS.—W. Garsed (Pharmaceutical Journal) summarizes the results of some recent investigations into the composition of the solanaceous and coca alkaloids. Willstater regards these alkaloids as derivatives of one substance which he terms hydrotropidine or tropan. Constitutionally this substance is a condensation of a dihydropyridine ring with a pyrrolidine ring. Tropan has been produced synthetically from suberic acid, a substance obtained by the oxidation of cork with nitric acid. From tropan tropidine was obtained, and as atropine had previously been prepared from tropidine, the synthesis of this alkaloid may be considered complete. Cocaine is ecgonine with the hydrogen in the carboxyl and hydroxyl groups replaced by a methyl group and a benzoyl group, while atropine is tropine with the hydrogen in the hydroxyl group replaced by the tropic acid radical.

MORPHINE REACTION.—For the detection of morphine, especially in toxicological analyses, G. Fleury (Repert. de Pharm.) recommends the following mode of procedure: A small quantity of the substance is placed in a small evaporating dish, treated with a few drops of dilute sulphuric acid (1 to 20), and the mixture stirred with a small glass rod. After the substances are thoroughly mixed, the mass is rubbed for five or six minutes with a small quantity of lead peroxide. The dish is then set aside for about three minutes in an inclined position, so that the liquid portion separates from the precipitate. A drop of ammonia added to the clear liquid portion produces a dark chestnut brown color, which is supposed to be due to the formation of protocathechuic acid.

BERGAMOT OIL has been found, by Van Soden and Rojahn (Phar. Zeit.), to contain a new crystalline constituent. This compound is separated from the residue obtained by distilling the oil under reduced pressure. It is crystallized in white leaflets from petroleum ether, and has been named bergapten. It melts at 59.5 degrees C., is easily soluble in alcohol, ether and chloroform, absorbs bromine and appears to contain a coumarin residue. A solid constituent of this oil, melting at 188 degrees C., and also a coumarin derivative, has been known for some time and a second has also been reported, but no description was furnished.

QUESTION BOX.

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of the Era. Copies of these may be obtained at ten cents each.

Artificial Cream for Soda Drinks.

(W. D.)

Good milk 2 quarts
Corn starch 1 ounce.
Egg 1

Rub the starch with about one-half of the milk to a smooth paste, heat cautiously to dissolve the starch, add the egg previously thoroughly incorporated with the remainder of the milk and strain.

Hiss' "Manual of Beverages" gives the following formula for "whipped cream":

Vanilla extract 2 fl. ounces.
Caramel 1 av. ounce.
Tincture of quillaja 15 fl. ounces.
Gelatin solution 1 gallon
Syrup 1 gallon
Water 5 gallon

Introduce this mixture into a ten-gallon fountain and charge with carbonic acid gas to 100 pounds pressure. The gelatin solution consists of Cox's gelatin, 3 ounces, and water, 1 gallon. The genuine "whipped cream" is much preferable for use at the fountain. It is comparatively inexpensive, adds greatly to the attractiveness of any drink to which it may be added, and the dispenser can well afford to devote the time involved in making it. Special machines have been constructed for whipping the cream, but most dispensers prepare it with an ordinary eggbeater. Genuine whipped cream is nothing other than pure cream into which air has been forced by the action of the different apparatus manufactured for the purpose; care must, however, be exercised in order that butter is not produced instead of whipped cream. To avoid this, the temperature of the cream must be kept at a low degree, and the whipping must not be too violent or prolonged. Lippincott's Book of Instructions gives the following rules which must be observed in order to produce the desired result:

- (1) Secure pure cream and as fresh as possible.
- (2) Surround the bowl in which the cream is being whipped with cracked ice, and perform the operation in a cool place.
- (3) As rapidly as the whipped cream arises, skim it off and place it in another bowl, likewise surrounded by ice.
- (4) Do not whip the cream either too long or violently.
- (5) The downward motion of the heater should be more forcible than the upward, as the first has a tendency to force the air into the cream, while the second on the contrary tends to expel it.
- (6) A little powdered sugar should be added to the cream after it is whipped, in order to sweeten it.
- (7) Make the whipped cream in small quantities, and keep it on ice.

Tooth Wash.

(E. M. G.) A great many formulas under this title have been published in the Era. See indexes of previous volumes. Here are two others:

Camphor 1 part.
Salicylic acid 2 parts.
Benzoin, pulverized 5 parts.
Cloves, pulverized 50 parts.
Calcium hypochlorite 5 parts.
Oil of anise 2 parts.
Glycerin 50 parts.
Alcohol, 40 per cent 50 parts.

Put all the ingredients except the calcium hypochlorite and oil of anise into a flask of sufficient dimensions and strength, cork very tightly, place in a

water bath and heat to 60 degrees C. (140 degrees F.). Keep at this temperature for five or six hours, agitating from time to time. Remove from the bath, set aside to macerate for a week, then filter off and add the hypochlorite and let stand for another week. Finally add the anise oil, agitate and filter. Preserve in blue or orange-colored bottles. Two teaspoonfuls added to a pint of water is sufficient quantity for each day's use. The following does not require so much manipulation:

Cochineal	32 grains.
Peppermint water	10 ounces.
Glycerin	8 ounces.
Mix and set aside to macerate for ten days.	
Quillaya bark, in coarse powder.....	2 ounces.
Rectified spirit	14 ounces.
Distilled water	20 ounces.
Oil of Wintergreen	2 drams.

Mix and let macerate for ten days. At the end of this time unite the two liquids, let stand for twenty-four hours, filter and add distilled water sufficient to make three quarts.

Bottle Wax or Cement.

(P. H. M.) A very common formula calls for a mixture of rosin and beeswax, in equal parts, melted together, with the addition of Venetian red, to give a good color, and sufficient cheap oil to prevent brittleness. Another consists of 2 parts of sealing wax, 2 parts of rosin and 1 part of beeswax. The substances are melted together. To use, dip the neck of the bottle into the melted mass. A good stick wax is made as follows: Melt together, carefully, in a copper pan, over a bed of clear coals, 4 parts of shellac and 8 parts of rosin. When fused add 3 parts of Venice turpentine and 3 parts of red lead, and stir until a smooth mixture has been obtained. Before adding the lead it should be spread out in a thin layer on a sheet of tin or in a pan and laid on the stove (or in the oven) to dry thoroughly and get warm. When added cold and moist the product is not good. Remove from the fire and keep up the stirring as long as possible, to prevent separation of the red lead. Before the liquid begins to set, pour out on a slab of stone and roll out into sticks. It may be poured into moulds if preferred.

Paper for Manifold Purposes.

(Manifold.) Try the following: Mix lard oil, or common sweet oil (cottonseed oil, purified), to the consistency of cream, with any of the following substances, according to the color desired: Prussian blue, lampblack, Venetian red, or chrome green, either of which should be rubbed with a spatula, on a plate or stone, until smooth. Use rather thin but firm paper; put on with a sponge, and wipe off as dry as convenient, then lay between sheets of uncolored paper, and press (under books, or some other weight) until the surplus oil is absorbed, when the sheets will be ready for use. This paper can also be made by rubbing thin, strong tissue paper with a composition consisting of two ounces tallow, one half ounce powdered black lead, one-fourth pint of linseed oil, and sufficient lampblack to make it of the consistency of cream. These should be melted together, and rubbed on the paper, while hot. When dry, it will be fit for use.

Cardamoms.

(W. D.) "When the U. S. P. directs 'cardamoms 10 grains' am I to weigh the entire of the fruit or just the seeds, and if the former, should the pericarp be afterwards discarded. I was brought up under the B. P., hence this question."

The U. S. P. defines cardamom as the "fruit of *Elettaria repens*," etc., and wherever cardamom is ordered in any official formula the fruit which includes both seed and pericarp, must be employed. In the British Pharmacopoeia only the seeds (*Cardamomi semina*) are official. They are, however, directed to be kept in their pericarps and separated when required for use. The pericarp is practically inert.

Rubefacients and Vesicants.

(L.) "Will you please give me a list of rubefacients and vesicants?"

The following list embraces the principal agents and measures belonging to these groups: Rubefacients—Mustard, capsicum, camphor, ammonia, mezerion, arnica, alcohol, ether, chloroform, iodine, menthol oil of cajuput, oil of turpentine, volatile oils, pitch, friction, hot water. Vesicants—Cantharides, euphorbium, mezerion, iodine, thus toxicodendron, ammonia (vapor), glacial acetic acid, volatile oil of mustard, boiling water. Cantharides is the agent generally employed as a vesicant.

We know of no better rubefacient than Stokes' liniment, a formula for which is given in the National Formulary.

Oxidizing Silver.

(P. Y.) Chemically speaking, the term "oxidizing" is not correct, as the surface of the silver, by the process most in use, becomes coated with a sulphide of silver and mercury. Following is the process: Dip the article first into a solution of mercurous nitrate for a few moments; remove and put into a solution of potassium sulphide (sulphurated potassa will answer) until it becomes of the proper hue. Another process consists in placing the article in a stream of hydrogen sulphide and sometimes it is simply washed with a solution of ammonium sulphide.

Hospital Stewards and Pharmacists in the Navy.

(E. C. G.) All applications for enlistment in the Navy hospital corps must be made to the Surgeon General of the United States Navy, Washington, D. C., and must be accompanied by suitable testimonials as to character, habits and experience of the applicant, citizenship, etc. Full particulars concerning entry, pay, etc., in the hospital corps of the United States service were published in this journal Aug. 24, 1899, page 263.

Coloring Globes for Incandescent Lamps.

(A. S. & Co.) The process generally recommended for coloring incandescent lamp globes is to coat them with a solution of collodion, in which has been dissolved aniline of the required shade. To "frost" omit the dye. For further information on this subject see the following issues of the Era for 1900: March 20, page 344; May 3, page 474 and May 24, page 557.

White Pine Cough Mixture.

(Sams) See this journal Feb. 28, 1901, page 233.

BACILLOL is, according to P. Werner (Wien. Klin. Rundsch.), the most perfect antiseptic at present in use. In proof of this statement, the author mentions the following advantages which this new germicide possesses. It is easily soluble in water, possessing a slight odor of cresote; it is strongly antiseptic, 1½ per cent. solution killing bacilli of anthrax in from one to five minutes. It is very inexpensive, costing only one-half as much as lysol, and the one per cent. solution, which is that commonly employed, being furnished for one-tenth the expense of 1-20 carbolic solution.

TELLURIC ACID.—The formula $H_2TeO_4 + 2H_2O$ usually given to telluric acid is found, by A. Gutbier (Berichte), to be incorrect. For various reasons this investigator thinks that the formula should be written H_4TeO_6 . The acid is found to be very faintly acid like H_2S and HCN , and cannot be titrated by direct alkalimetric methods. It forms no double salts with lead or silver nitrate as formerly stated. The potassium salt of telluric acid occurs in two forms, $K_2TeO_4 + 5H_2O$ and $K_2TeO_4 + 2H_2O$.

— Holly in Season.



1546b
1546b.—Holly plant, with
pot and crape tissue
cover, per doz. \$1.50
1546bb.—Holly Plant,
without pot, per doz. \$1.00



No. 1280—Holly and
berries, per doz.
yards..... \$3.00



No. 1150—FERN FILL-
INGS (6 in. diam-
eter.)

1150—4 in. diam., ea. \$1.25
1150—5 in. diam., " 2.25
1150—6 in. diam., " 2.50
1150—7 in. diam., " 3.00
1150—8 in. diam., " 4.80

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50 and 10¢
Discount.



1535—ROSE SPRAY.
To sell single as cut flowers.
Per Doz.

1535—Rose Sprays in
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pink, yellow, or red. \$3.90
1538—Lilac, white, purple
1539—Chrysanthemum \$4.50
1539a— " " \$5.00
extra large..... \$15.00



1143—American Beauty.
In high. Each.
1143— 24 \$2.50

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lasting natural pre-
pared plants. Sell with

300% Profit.



1201.—Palm Plant.

In. high.	Leaves.	Each.
1201a.	24	3 \$0.44
1201b.	36	4 .87
1201c.	36	5 1.15
1201d.	40	6 1.50
1201e.	50	10 4.00

PALM TREES.

Feet high.	Leaves.	Each.
1206.	7	3 \$7.00
1208.	9	10 9.50
1209.	14	12 15.00



1210.—Areca Plant.

In. high.	Leaves.	Each.
1210a.	24	3 \$0.50
1210b.	40	5 2.25
1210c.	50	10 4.80

ARECA TREE.

Ft. high.	Leaves.	Each.
1211.	6	10 \$9.00
1211a.	10	12 15.00

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and filler, 5¢ cigar.

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NEW YORK.

against the N. A. R. D., unless compelled to do so by the executive committee of that body. This ended the discussion, and the delegates' report was ordered to be placed on file.

Prof. Anderson handed in a group picture, with biographies of Dr. Edward R. Squibb, Prof. John M. Malsch, Prof. Israel J. Grahame, Prof. Edward Parrish and Dr. Charles Rice, that had been presented to the Society by the American Pharmaceutical Association. The picture will be suitably framed and placed in a conspicuous place in the college. The meeting adjourned at 4.30 p. m. and prominent members of the Society took the visitors through the college and laboratories.

CONFERENCE OF LEGISLATIVE COMMITTEES.

Agree on Manner of Electing Members to Eastern Branch of the Board of Pharmacy—Amendment to Costello Law to be Presented to Legislature.

The conference of the Legislative committee of the New York State Pharmaceutical Association with similar committees of the several Greater New York Pharmaceutical Associations was held in the library of the New York College of Pharmacy, No. 115 West 68th street, Tuesday evening, November 12. The committees were called together by President Stoddart of the State Association to agree on matters to be presented to the Legislature at its coming session, and to prevent any conflict between the Legislative Committee of the State Association and the New York bodies.

A preliminary meeting of the State Association Legislative Committee had been held at one o'clock on the same day, at which it was decided that the committee should introduce a bill at the coming session of the Legislature to alter the method of electing members of the Eastern section of the State Board of Pharmacy. At this earlier meeting it was also resolved that the committee should endorse the bill introduced in the Assembly last session by Assemblyman Weekes, which makes it "a misdemeanor for any person, firm or corporation to sell or offer for sale adulterated or altered drug, medicine, pharmaceutical preparation or chemical substance."

The meeting of the Conference Committees opened at half past seven in the evening with the following members present: Thomas Stoddart, Buffalo, William Muir, Kings County; William Muench, Syracuse; S. V. B. Swann, Manhattan; Felix Hirsman, of the Bronx, and William H. Rogers of Middletown, as members of the State Association Committee, George H. Hitchcock with Mr. Swan represented Manhattan, Dr. A. L. Goldwater and Albert B. W. Firmin the Greater New York, William Muir, Kings County, J. Weinstein and Peter Dimond, N. Y. Retail Druggists Association; Sidney Faber, Felix Hirsman and Oscar Goldman the German Apothecaries Society.

The discussion as to the manner of electing the members of the Eastern Branch of the State Board was lengthy and at times quite spirited. Some members favored allowing all registered pharmacists and druggists the privilege of voting for Branch members so as to conform with the methods of the other branches. It was here demonstrated that the committee had no power to depart from the instructions of the State Association as shown by the resolution passed at the last session of that body which says, "that the members of all incorporated pharmaceutical associations in the Eastern Section, the requirement of membership in which is the holding of a license as pharmacist or druggist, shall be entitled to a voice and vote in the election of members in the Eastern Section of the State Board of Pharmacy."

Arguments similar to those used at the last meeting of the State Association were introduced and it was thought by several speakers that to get the best fitted men and eliminate politics it was wise to conform to the resolutions referred to. The final decision was made on a motion of Dr. Goldwater which was put in the form

of a resolution and passed by the conferees. The resolution was to the effect that the joint conference representing the Legislative Committees of the Pharmaceutical Societies of Greater New York endorse the resolution passed at the last State meeting relative to pharmaceutical legislation for the coming year, and that the Conference ask and recommend to the State Legislative Committee to present to the incoming legislative committee a bill that shall embody the following ideas: First, that the pharmacy law be amended and that every licensed pharmacist in the Eastern Section who is a member of an incorporated society be given the right to vote for the members of the Board. Second, that the conference recommended that the appointment of members on the Board be three from Manhattan, Bronx and Westchester, and two from the other counties, and that the election to be held in the respective districts. It was also agreed that the members present would not oppose that measure and will offer no other amendment or law to the coming legislature.

A resolution was also passed that an amendment to the Costello Law be presented. The amendment proposes to eliminate the phrase, "compound medicines, fill prescriptions and sell poisons."

DRUG TRADE BOWLING.

Philadelphia Loses to New York in a Series of Twelve Games.

The ten members of the Wholesale Drug Trade Bowling League of Philadelphia who came to this city to try conclusions with a similar number from the Wholesale Drug Trade Bowling Association of New York were defeated in all but two games out of twelve played. The New York men scored 931 more points than the visitors.

The well-known Thum's Alleys at Thirty-first street and Broadway had been engaged by the New York men and the bowling lasted from 2 until nearly 8 p. m. Few high scores were rolled. McCormick of New York made the best mark of the series, scoring 221 in the third game. The result in games won is the same as at the Philadelphia alleys last May.

A special trolley car took the players down town and the visitors were tendered a banquet at the Drug Club. President Baker of the N. Y. W. D. T. B. A. acted as toastmaster. Addresses were made by Messrs. Bransome and Thorp of Philadelphia and Saunders of New York. The visitors expressed a desire to have the New York men give them a return match later in the season at Philadelphia, and it is probable the teams will meet some time in January.

The scores follow:

FIRST GAME.			
	Philadelphia.		New York.
Smith	141	Stevens	162
Carr	171	B. Thorp	173
Elston	170	Judge	152
Taylor	133	Ruddiman	201
E. Thorp	148	McCormick	157
	705		833
SECOND GAME.			
Lackman	170	Carberry	163
Bransome	133	De Zeller	167
Rogers	166	Saunders	182
Harkins	155	Carraigan	145
Harrison	164	Colgate	170
	688		827
THIRD GAME.			
Smith	193	Stevens	163
E. Thorp	171	Saunders	167
Elston	137	Judge	179
Taylor	162	Ruddiman	150
E. Thorp	128	McCormick	221
	801		866
FOURTH GAME.			
Lackman	180	Carberry	170
Bransome	96	De Zeller	134
Rogers	136	Saunders	159
Harkins	130	Carraigan	184
Harrison	135	Colgate	184
	678		765

FIFTH GAME.

Smith	169	Stevens	150
B. Thorp	164	Carr	137
Elston	150	Judge	134
Taylor	112	Ruddiman	191
E. Thorp	144	McCormick	185

739

795

SIXTH GAME.

Lackman	179	Carberry	130
Bransome	118	De Zeller	166
Rogers	106	Saunders	154
Harkins	106	Kampf	124
Harrison	121	Colgate	172

750

746

SEVENTH GAME.

Smith	168	Carberry	158
B. Thorp	117	Carr	118
Lackman	169	Colgate	178
Taylor	188	Ruddiman	187
E. Thorp	111	McCormick	181

813

772

EIGHTH GAME.

Elston	118	Judge	178
Bransome	103	De Zeller	167
Rogers	144	Saunders	149
Harkins	106	Kampf	124
Harrison	126	Stevens	170

647

855

NINTH GAME.

Smith	130	Barnes	129
B. Thorp	147	Judge	138
Lackman	123	Colgate	178
Taylor	115	Ruddiman	185
E. Thorp	118	McCormick	163

706

793

TENTH GAME.

Elston	133	Judge	212
Bransome	111	De Zeller	184
Rogers	141	Saunders	144
Harkins	106	Kampf	124
Harrison	201	Stevens	162

740

840

ELEVENTH GAME.

Smith	170	Stevens	148
B. Thorp	184	Judge	189
Lackman	150	Barnes	179
Taylor	148	Ruddiman	168
E. Thorp	137	McCormick	171

785

846

TWELFTH GAME.

Elston	152	Colgate	135
Bransome	109	De Zeller	177
Rogers	130	Saunders	156
Harkins	143	Kampf	114
Harrison	153	Carr	147

687

729

JOHN W. NORTON-SMITH AGAIN ARRESTED.

"Central University of Medicine and Science"

President Charged With Obtaining Money

Under False Pretences.

The now well known John W. Norton-Smith, president of the so-called "Central University of Medicine and Science," that was located at No. 68 Montgomery street, Jersey City, last Summer, was arrested last Friday by Chief of Police Murphy, for attempting to obtain money under false pretences.

The police department learned through a letter received from D. H. Harrison, of Swanville, Tex., that Norton-Smith and his "university" were doing business at No. 285 Grove street, Jersey City, and that Smith had offered to supply a diploma and degree of doctor of philosophy to Harrison for \$15. Nearly 100 addressed envelopes, containing prospectuses and fac-simile copies of the diploma were seized at the "university" office when the president was arrested. Norton-Smith was highly indignant when arrested, and insisted that he was doing a legitimate business and that the police had no right to arrest him, as he was still under bail. He appeared in court Saturday and was held, in default of \$500 bail. An account of some of the schemes formerly worked by this swindler appeared in the Era of August 22.

Druggist Dies From Morphine Poisoning.

Frank C. Worthington, a druggist of Brooklyn, died Tuesday morning, Nov. 12 at his home, No. 382 Jay street, Brooklyn, of an overdose of morphine. It is thought the poison was not taken with suicidal intent. With his brother, John he conducted a drug store in lower Fulton street. This store was established by his father, about fifty years ago.

In the recent campaign he served as a member of the Board of Registry and with all the other members of the board was arrested for failing to administer the oath of challenge.

NOTES.

—The New York section of the Society of Chemical Industry will hold its regular monthly meeting to-morrow night (Friday), at the Chemists' Club, No. 108 West Fifty-fifth street. The following papers will be read: Rafael Granja, "Tin Foil and Bottle Caps Manufacture;" E. V. Machette, "Rare Earths" (exhibition); D. D. Jackson, "The Precipitation of Iron, Aluminum and Manganese by Bacteria;" Edward Kremers, "A Preliminary Report on Quinhydrone as Plant Pigments" (with demonstration); C. W. Volney, "Manufacture of Nitric Acid" (Part II.).

—Frederick Weismann, the well known retail druggist of the town of Union and assemblyman-elect, will, when he takes his seat at the next session of the New Jersey legislature, introduce a bill the object of which will be to empower towns and townships to appropriate money in support of hospitals. A similar bill was introduced and passed both houses a year ago, but was vetoed by the governor. Mr. Weismann says he feels sure the governor's signature can be secured should his bill be passed by the legislature.

—The New York College of Pharmacy graduates of central New York will hold their second annual reunion and banquet at Utica, N. Y., during the coming winter. The committee is desirous that every student, as well as graduate, in central New York will attend this year. Names and addresses of persons expecting to be present should be sent to the secretary of the association, Frank W. Rutherford, No. 202 Genesee street, Utica, N. Y.

—Dodge & Olcott's team now leads in the tournament of the Wholesale Drug Trade Bowling Association, they having won six games and only lost two. How's clever bowling on Saturday last, when he rolled a score of 232, saved the team from defeat at the hands of the Colgate & Co. team. The scores made by the teams at that day's games are:

First game—Church & Dwight Co., 851; General Chemical Co., 736. Second game—General Chemical Co., 746; National Lead Co., 738. Third game—Church & Dwight Co., 717; National Lead Co., 623. Fourth game—Colgate & Co., 788; Dodge & Olcott, 820. Fifth game—Colgate & Co., 757; Seabury & Johnson, 732. Sixth game—Dodge & Olcott, 771; Seabury & Johnson, 776.

—It was J. L. Goldwater who was elected an alderman for Assembly District No. 38 in the Borough of the Bronx, at the recent election, and not A. L. Goldwater, as was stated in these columns last week. Both are druggists, however, the latter being a well known member of the Greater New York Pharmaceutical Association and is the proprietor of a pharmacy at No. 532 Willis avenue.

—Hugo Mueller, the druggist, who was obliged to move the stock and fixtures from his pharmacy at Fifth and Washington streets, Hoboken, N. J., within a few hours, after the tornado struck that city on August 20, is still located in temporary quarters nearby. His old store is being rebuilt, and when completed will be an improvement on the store injured by the tornado.

—The Board of Managers of the Drug Trade Club held a meeting Thursday, November 14, and elected Charles W. Whitley of New Haven, Conn., S. J. Leake, of Boundbrook, N. J., and Dr. R. Jeffries of Norwich, N. Y., non-resident members and Herman Lips, No. 100 William St., a resident member. This leaves ten on the waiting list. No other business of importance was transacted.

—E. E. Howd, Wellsboro, Pa., and H. W. Cady, Plattsburg, N. Y., both well known retail druggists, were guests



F. WEISMANN, Town of Union, N. J.
Assemblyman-elect, New Jersey Legislature.

of S. H. Carragan at the Drug Club, Nov. 13. J. S. Henry and I. W. Blood, of Chicago, were guests of P. C. Magnus.

—James F. Ballard, of St. Louis, Mo., who has been in the city several weeks on business, left for his home Nov. 14.

—D. C. Hess, retail druggist at Mamaroneck, N. Y., has bought a building near his present store in the business part of the town. He is having it repaired and altered and expects it to be ready for occupancy about December 1. Another change in Mamaroneck will be the removal of Shute's Pharmacy to the new building adjoining the present store.

—Frank Nau, until recently one of the most prominent retail druggists of Portland, Ore., has moved to New York. He leaves his store in Portland in charge of his former head clerk, and will devote his time here to exploiting a proprietary dyspepsia cure, of which he is the manufacturer. Mr. Nau is accompanied by his family.

—Some of the visitors in the New York drug and sundry market last week were T. T. Higinbotham, Hamilton, Bermuda; James Cooper, Red Bank, N. J.; F. H. Slater, Matawan, N. J.; Paul Paoli, Florence, N. Y.; L. H. Goodwin, Hartford, Conn., and C. F. Shoemaker, of Shoemaker & Busch, Philadelphia.

—The Bayonne, N. J., Retail Druggists' Association held a meeting Friday evening, Nov. 15. Instead of the usual routine business the meeting was devoted to a pill rolling contest. Max Strauss proved to be the champion pill-roller, completing 340 in the time allowed, five minutes. He received a silver pill as the prize.

—The Brooklyn Glycerine Manufacturing Co.'s, two story frame factory building at Nos. 251, 253 and 255 Greenpoint Avenue, Greenpoint, was destroyed by fire Tuesday, Nov. 12, entailing a loss of about \$30,000. Much valuable machinery with about \$5,000 worth of glycerine was destroyed. The origin of the fire is unknown.

—Henry Dalley, Jr., of Lazell, Dalley & Co., and W. D. Farris, of H. J. Baker & Bro., left Monday to attend the Reciprocity Convention, at Washington. Mr. Dalley is chairman of the delegation of ten from the New York Board of Trade and Transportation.

—F. F. Howd, of Hyer & Howd, retail druggists at Wellsboro, Pa., H. Stafford, of the Stafford Drug Co., Marquette, Mich. and M. Wood, of Thompson & Wood,

Bradford, Pa., were visiting the New York trade last week buying regular stock and holiday goods.

—G. W. Ganong, St. Stephen, N. B., was registered at the Drug Trade Club November 11th. Mr. Ganong is a member of the Canadian Parliament and senior partner in the firm of Ganong Bros., manufacturers of confectionery.

—Henry H. Wurzer, secretary to Hon. H. L. Brick, Congressman from the Thirtieth Congressional District of Indiana, will shortly be married to Katherine Vanderhoof, daughter of E. R. Vanderhoof the well known pharmacist at South Bend, Ind.

—The senior class of the Brooklyn College of Pharmacy, eighty-five strong, visited the plant of the Maltine Company, in Brooklyn, yesterday. Before leaving the students were entertained at luncheon by Lieut.-Gov. Timothy L. Woodruff, the president of the company.

—The eastern section of the State Board of Pharmacy held the regular examination of applicants for licenses at the Brooklyn College of Pharmacy, No. 329 Franklin avenue, yesterday.

—Dr. J. C. L'Engle, of Jacksonville, Fla., is in New York this week. Dr. L'Engle was the proprietor of one of the finest drug stores in Jacksonville until the recent fire there destroyed it.

—H. Figue and Charles Siller, formerly with Max Zeller, have taken positions with Bruen, Ritchey & Co. Mr. Figue will represent the firm in New York City and Mr. Siller in the State.

—W. H. Sullivan, manager of Dr. Geo. F. Lewis' pharmacy at Collinsville, Conn., was on a trip to New York last week and called on some of his friends in the drug trade.

—Dr. Paul Traub, who recently acquired the drug business of George M. Carlsake, at Bordentown, N. J., and H. Walker, of Walker's pharmacy, Freehold, N. J., were among the buyers in the city last week.

—Joseph Dahlbender, formerly manager of Kneuper's pharmacy, at No. 243 Broadway, New York, has purchased a building on Broadway, in Brooklyn, and will shortly open a first-class drug store.

—The regular meeting of the Drug Trade Section of the New York Board of Trade and Transportation will be held in the Board rooms, at 203 Broadway, to-day (Thursday).

—Dr. Percy DeStanley and George H. Brown, druggists of Rahway, N. J., were in the city recently. Dr. DeStanley has just purchased the drug store of A. T. Kirstein, at Rahway.

—George E. Evans, the druggists' sundryman of No. 3 East 14th Street, is off on a trip to Boston and New England points.

—J. O. May, of the Diamond Laboratory Co., Naugatuck, Conn., visited New York last week and called on many of his friends in the drug trade.

—C. E. Winegar has bought the drug store formerly conducted by Richard J. Thomason, North street and Burlington Lane, New Rochelle, N. Y.

—George I. Thurstone, of Smither & Thurstone, Buffalo pharmacists has been in New York several days. He is accompanied by Mrs. Thurstone.

—J. T. Lawrie, of Russell & Lawrie, druggists, Tarrytown, N. Y., was a visitor to down-town circles last week.

—Pharmacists who have enjoyed John Uri Lloyd's "Stringtown on the Pike," "Etidorpha," "Warwick of the Knobs," and more recently his inimitable satire, "The Mother of Sam Hill's Wife's Sister," which appeared in the September Criterion, will receive with pleasure the announcement that the second story of the "Sam Hill" series, "The Wafled Wife of Sam Hill," will appear in the Christmas Criterion (December). The story is dedicated to Col. E. W. Fitch, manager of the New York branch of Parke, Davis & Co. Prof. Lloyd's style is distinctly unique, vigorous, and wholly free from the objectionable features which often mar satirical writings. His success in the literary field is peculiarly noteworthy, since his chosen life-work is primarily scientific research. The Criterion is published monthly, and is for sale at all news stands and book shops. \$1.00 a year; 10c. a copy.

IN AND ABOUT BOSTON.

HOMEOPATHIC PHARMACIST MUST PAY \$6,750 DAMAGES IN FAMOUS X-RAY CASE.

Boston, Nov. 16.—In the United States Circuit Court this week, Judge Lowell presiding, Dr. John Weldon of Williamstown, Conn., who sued Otis Clapp & Son, homeopathic pharmacists and dealers in surgical instruments, for \$20,000 for injuries resulting from a burn inflicted by a static X-ray machine, which he bought from the firm, was awarded a verdict of \$6,750 by a jury. This case has aroused deep interest on the part of druggists and physicians. Dr. Weldon bought the X-ray machine in 1899 from Otis Clapp & Son, and while experimenting with it was burned severely. He then sought \$20,000 damages for injuries received, claiming that when he bought the machine the firm gave him a warranty that it would not burn. The defence of the drug firm was that at the time the machine was sold there was no warranty given. The plaintiff gave in court most minute and elaborate statements regarding his being burned and the after results, treatment in a hospital, etc. He meanwhile lost many patients who sought other physicians. The defence called on several doctors, who declared they had never known of a static machine producing such burns, if rightly used. There was much comparison of burns caused by a static machine and those from a coil machine. The jury in the case was out a little more than four hours, its most difficult question to determine being the amount of the award of damages. Counsel for the defence has indicated that an appeal to a higher court is likely to be taken.

BUSINESS GOOD AND SEEMS ENCOURAGING.

Boston, November 16.—Druggists, when asked regarding the condition of trade at this time, state that there is no real change over the conditions which recently have marked the Fall season. At nearly all places business is good, and seems most encouraging. There is no great amount of illness just now, but in what may be termed a perfectly legitimate way things have come the way of the druggists. So moderate, on the whole, have been the transactions in the general market for drugs that no changes of importance are found. Trade seems to be only fair. Chemicals show a bit more demand and activity. Firm rates hold for grain alcohol, the sales of which are fairly good.

MANUFACTURING CHEMISTS' NARROW ESCAPE FROM FIRE.

Boston, Nov. 16.—In a \$500,000 fire in Boston this week, in the granite building at Broad and Franklin streets, owned by Mayor Thomas N. Hart and occupied on the first two floors by the Murphy Varnish Co., the E. L. Patch Co. manufacturing chemists and pharmacists whose place was in an adjoining building in the rear suffered a loss from smoke and water. They carried \$18,000 insurance on stock and \$2,500 on fixtures, placed in various companies. Much water also flooded the cellar of the Joseph Burnett Co., dealers in flavoring extracts, occupying an adjacent building.

NOTES.

—While Miss Lizzie Higgins, who is employed by C. E. Woodward & Co., druggists at 62 Bromfield street, was walking on that street one evening this week, a man snatched a bag from her hand, greatly frightening her. The bag contained nothing but a pair of gloves, eyeglasses and a handkerchief which later were found in a nearby doorway. She could give no description of the thief.

—Fall River is about to have a new pharmacist in the person of M. L. Proulx, who has sold out his interest in the People's Drug Store at Whitthinton, where he has been located for two years. He has many friends in the latter place and, although he will take charge of the new store at Fall River in a short while, will continue to

make Whitthinton his home for some months, going back and forth as often as occasion will admit.

—The C. A. Sigemund Co., Boston, through C. A. Sigemund, treasurer, makes this annual report of its financial condition: Furniture and fixtures, \$2,000, cash and debts receivable, \$347, manufactures and merchandise, \$2,206, a total of \$5,453. Against this there is capital stock, \$2,000, debts, \$1,572, reserves, \$1,881 a total of \$5,453. The company operates a pharmacy in Dartmouth street.

—To the Massachusetts Commissioner of Corporations, the H. O. Nute Company, having a pharmacy on Columbus avenue, makes an annual report of its finances as follows: Cash and debts receivable, \$500, manufactures and merchandise, \$5,905, fixtures \$3,000, a total of \$9,405. To offset this the other side shows capital stock, \$5,000, debts, \$2,658, profit and loss, \$1,837, a total of \$9,495.

—Members of the Haverhill board of license commissioners have recently had before them for consideration the case of Harvey L. Hill, who has a drug store in Emerson street in that city. Such evidence as the City Marshal was able to introduce was felt by the board to be quite insufficient to press the complaint any further and it was merely placed on file without further action.

—In a bowling contest this week between the Boston Drug & Chemical Company's clerks and those of Farley, Harvey & Co., wholesale dry goods, the first-named team, made up of Messrs. Todd, Fahey, Baker, Souther and McClellan, came out the worst, making a total of 1127 as against 1218 by their opponents.

—A novel plan for the sale of patent medicines has been put into operation at Epstein's drug store in Summer street, where it is claimed that the innovation is first made in this country. The original package is broken if desired, and anyone can buy patent medicines in any quantity from four cunecs up.

—In the Middlesex Superior Court, Charles H. Young, who was brought to Boston from New York where he was captured, and was then indicted by the Grand Jury on a charge of passing a forged check for \$16 on Henry D. Padelford, a Somerville druggist, was arraigned this week and given six months' sentence.

—H. K. Mansfield, of Salem, has disposed of his drug store at the corner of Front and Washington streets in that city to S. W. Upton, and he has combined his North Salem and South Salem stores and his ice cream business into an incorporation under the name of "Mansfield the Druggist" (Incorporated.)

—A new enterprise organized under the laws of Maine is the Putnam Manufacturing and Drug Company, the capital stock of which is to be \$200,000, of which \$40 is paid in. The president is William H. Gwynne and the treasurer F. H. Putnam, both of Cambridge, Mass.

—The Independent Pharmaceutical Company of Worcester, has recently increased its capital stock to \$25,000, and will extend its business of manufacturing pills, powders, tablets and the like.

—Thieves recently entered Henry T. Matthewson's drug store at East Brookfield, breaking glass in the doors to gain an entrance. Although the place was more or less ransacked, nothing appears to have been stolen.

—The Briggs & Dyson Pharmacy on Pleasant street, in Fall River, has been bought by Alfred J. Giguere, who formerly had a drug store in East Main street in that city.

—Buzzard's Bay is to have a new drug store which is being prepared in Linell's Block in that town for occupancy by Dr. H. C. B. Snow, a young practising physician.

—Ernest Curry, who for some years has been clerk for Ralph A. Hovey at Melrose has resigned to enter the Tufts College Medical School.

—George A. Gilmore, well-known to the wholesale drug trade in Boston, has bought Brown's drug store at Epping, N. H., possession of which he has taken.

Capable and successful druggists are always careful to select neat and attractive labels and pill and powder boxes. H. Gamse & Bro., Baltimore, Md., are especially well equipped for the production of druggists' labels and boxes of every description at the lowest possible prices. Write for their illustrated catalogue.

PHILADELPHIA.

ASSOCIATION WORK AND NOTES.

Philadelphia, Nov. 16.—As outlined in recent issues of the Era, the Philadelphia Association of Retail Druggists is actively pushing the work of bringing the druggists of contiguous wards and sections to local agreements on prices and policies that can be put into practical operation. An unusually deep interest is being taken in this plan by retail druggists and every meeting so far has been more than well attended, not only by the officers directly concerned but by druggists who seldom come to regular meetings. Actual and definite results have already been obtained.

Last Friday evening, the druggists of the twenty-eighth and thirty-seventh wards met at Broad street and Susquehanna avenue, some thirty in all, and reached an agreement to maintain a straight ten-cent price on ten-cent goods and an advance of about 10 to 25 per cent. on certain staples. As indicating the success of the plan in interesting druggists in adjacent wards, the hitherto best known "cutler" of this up-town district was present and agreed heartily on the proposed increased prices, pledging himself to a strict maintenance of the schedule to be adopted after a canvass of this district disclosed what would be feasible in the way of prices.

Next Friday evening Nov. 22, a meeting of druggists from the twentieth, twenty-eighth, twenty-ninth, thirty-second and thirty-seventh wards will be held in Elfreth's Hall, Twelfth street and Columbia avenue, beginning at 8.30 p. m. to ratify the proposed price-schedule now in preparation by retailers of the twentieth and twenty-ninth wards, begun at the meeting of November 8, and to discuss a similar agreement for the twenty-eighth, thirty-second and thirty-seventh wards. Those who were at the meeting of November 8, are so pleased with the successful outcome that they proposed to hold similar meetings at least once a month, at which neighboring druggists can discuss grievances and policies and fix up price lists. Closely following this meeting will be one for the druggists of the sixteenth, seventeenth, eighteenth, nineteenth and thirty-first wards.—Kensington—to be held Tuesday November 22, at Friendship Hall, Sepviva and Norris streets, beginning at 8.30 p. m. D. P. Little, the P. A. R. D. "organizer", will be at all these meetings to assist in the work, as will also a number of the Association officers. If the same amount of interest and willingness to meet one another half way is shown all over the city as has been the case up-town, a general advance in prices worth many dollars monthly to local druggists will certainly be an accomplished fact.

As details of the entertainment features of the P. A. R. D. "smoker" to be given December 6, are being perfected by the Entertainment Committee, indications point to this being the largest and most successful affair of its kind ever given by retail druggists in any city. Not a minute of the time is left without something to amuse or entertain the guests, while the lunch to be served is expected to be a surprise to those who derided this feature. It is proposed to hold the regular monthly meeting of the Association in connection with the "smoker", the meeting to begin about an hour or so before and to be made as brief as possible. By this plan an unusually large attendance of members is hoped for, as important business is to be brought before the Association. Notice of the meeting and admission tickets will be sent out soon.

DISASTROUS EXPLOSION AT THE LIBERTY CHEMICAL CO.'S PLANT.

Philadelphia, Nov. 16.—In a disastrous fire following an explosion which shook the neighborhood as if by an earthquake, the factory of the Liberty Chemical Manufacturing Company was practically wrecked and damaged to the extent of \$50,000, and five of the employees were more or less seriously injured, last Tuesday. Panic-stricken by the terrific explosion and almost stifled by the dense smoke and acid fumes following it, four young women and one male employee at work on the second floor of the building jumped from the windows to the pavement before aid could reach them, one of the women frac-

turing her skull and the others meeting with severe contusions and internal injuries. The explosion originated in a large autoclave in which some thirty gallons of the crude material used in the manufacture of "thermol," one of the company's specialties, was being heated, the burning liquid scattering over the room soon setting fire to the woodwork and contents, other smaller explosions quickly followed with spread of the flames which shot up a nearby elevator shaft to the upper floors, until the interior was ablaze. The origin of the explosion is somewhat a mystery, the company claiming that they had no explosives on the premises and that the tank in which a coal-tar product was being digested with nitric acid carried a pressure of only eighty pounds to the inch while guaranteed to withstand 125 pounds. The Liberty Chemical Manufacturing Company was organized about two years ago, Dr. G. L. Summers being its president, and has occupied its present site, a three-story brick building at Sydenham and Hazzard streets, since June 1900. It manufactured a number of medical specialties, the chief of which is "thermol", a coal-tar derivative, used as an antipyretic and analgesic. Dr. Summers and his stenographer, who were in the office on the first floor, had a narrow escape but managed to save some of the company's books and money. The company expects to resume business as soon as possible.

Suicide of a Well Known Druggist.

Philadelphia, Nov. 16.—Without any apparent motive except worry over the adjustment of some insurance, Charles W. Warrington, a druggist located at Seventeenth and Mount Vernon streets, committed suicide early Wednesday morning by blowing the top of his head off with a shot-gun. It is stated that two brothers of the unfortunate druggist also committed suicide, and physicians intimate with him declare that the deed was probably done without premeditation in a fit of sudden mental aberration. Mr. Warrington was 47 years old, a native of Moorestown, N. J., and had been engaged in the drug business for about twenty years. He graduated from the Philadelphia College of Pharmacy. For several years he was a member of the firm of Warrington & Pennypacker, located at Fifth and Callowhill streets, retiring from this connection and engaging in business alone at Seventeenth and Mount Vernon streets about eight years ago, where he had a very profitable and popular trade. Last August a fire occurred at his store doing much damage, and it is supposed that the complications in settling the insurance for this had much to do with his death. Mr. Warrington leaves a wife, two sons and a daughter. He was a member of the Society of Friends, the Philadelphia Association of Retail Druggists and other societies.

Business Fairly Good.

Philadelphia, Nov. 16.—Business continues to be fairly satisfactory in most sections of the city, the demand for seasonable medicines, drugs and articles generally keeping up. Prescription trade is about the same in amount although the call for vaccine and dressings has fallen off considerably. Hot soda has sold well during the last few days of cold weather, particularly in the down-town and shopping sections, and many druggists are busy fitting up their apparatus for the winter season. Some little comment has been caused by the advertising of a certain proprietary, "Witch Hazel Soap" at 9 cents by a department store, the regular price being 15 cents. Prompt action will be taken by the local association to prevent further price demoralization.

Druggist's Costly Error.

Philadelphia, Nov. 16.—Upon the ground that a prescription filled at the defendant's drug store had caused him temporary loss of speech and much suffering, Jos. Maurer, a barber, was granted \$2,500 damages in a suit in Common Pleas Court against H. E. Wendell, a druggist at 1439 N. Third street a few days ago. It seems that the prescription, a throat spray, was put up with too much carbolic acid in it and severely burned the throat of the patient, and it was testified that this mistake was caused by the druggist permitting a boy in his employ to drop the acid into the mixture.

NOTES.

—One of the most interesting and original window displays seen in Philadelphia, for some time was shown by W. A. Rumsey, president of the P. A. R. D., in the window of his store 920 N. Forty-first street last week. An illustration of antitoxins and vaccine was the motif of the display, the examples shown being the products of the H. K. Mulford Company of this city. In the center of the window was a large jar of diphtheria antitoxin, labelled "value \$4,000", grouped around it were smaller containers—dummies of other serum products, tetanus, pneumonia, streptococic and other antitoxins, and a complete display of various forms of commercial vaccine. Photographs of smallpox patients both during and after the disease, gave point to the injunction to vaccinate "early and often". Mr. Rumsey did not lock up the \$4,000 jar of antitoxin at night in spite of its marked value.

—Another handsome display also appeared lately in the window of J. J. Keenan's down-town stores, first at Fifteenth and Ritner streets, then at Seventeenth and Ritner streets. This was an elaborately arranged show of fine toilet soaps arranged in contrasting colors on a bed of white mull, over which was an arch of snowy white cotton sprinkled with silvery spangles that glittered at night like new-fallen snow from which daintily colored soaps were placed to form an arching rainbow. The beauty of the display was not its only winning point, it sold lots of soap, so Mr. Keenan said.

—A special meeting of committees of the Philadelphia Section of the American Chemical Society appointed to arrange details for the entertainment of visiting chemists during the annual meeting of the Society, to be held December 30-31, was held at the Textile Institute Friday evening. The work of the entertainment was shown to be well in hand, and details were outlined for each committee. All chemists or persons interested in chemistry and allied pursuits are requested to contribute toward the expenses of the meetings.

—The use of formaldehyde to preserve oysters has been reported by the local Board of Health, this use—or misuse—of the preservative having been discovered by the Pennsylvania Dairy and Food Department. A case was found in Altoona last week, and while so far none has been found here there is not much doubt that an inspection of dealers would show its use.

—Howard B. French, president of the Smith, Kline & French Company, is reported to be convalescing rapidly at his home from the recent accident through which he sustained severe injuries. Mr. French, as president of the Municipal League, took a prominent part in the recent political campaign, on the side of the "reform" Union Party.

—H. G. Clapham a well known Kensington druggist, has bought the drug store at Kensington avenue and Clearfield street which he will conduct in connection with his present store at Emerald street and Cumerion avenue.

—Dr. J. D. Sieberling, of Twenty-second and Christian streets, will open a new drug store at Twentieth and Fitzwater streets as soon as the necessary alterations and repairs of the building can be completed.

—J. F. Yeaty, for many years manager of Wilson's drug store at Ninth and Filbert streets, has purchased this from the estate of Mrs. A. M. Wilson.

—Walter Campbell has sold his drug store at Second and McKean streets to a Mr. Merz, who will soon take possession and enlarge present quarters.

—Calhoun's drug store at Forty-sixth street and Lancaster avenue has been bought by Walter G. Colby, a newcomer in the ranks of Philadelphia druggists.

Every druggist has more or less trouble finding a suitable way of wrapping glass or fragile goods, to insure safe carriage. The Hinde & Dausch Paper Co. make corrugated paper, cartons, partitions, boxes, etc., which makes it easy to safely pack the most fragile materials. Write for catalogue and price list. Address The Hinde & Dausch Paper Co., Sandusky, O., or No. 171 Duane street, New York.

Sell patent medicines. You can make something on Four Fold Liniment, for instance.

PITTSBURG AND VICINITY.

DRUG CLERK HELD FOR GRAND JURY.

Pittsburg, Nov. 18.—Edgar Dickson a drug clerk employed in the store of the C. L. Graff Drug Co., Allegheny, was last week held to await the action of the Grand Jury on a charge of criminal negligence in making a mistake in filling two prescriptions, the result of which the coroner's jury found was contributory to and hastened the death of one Andrew Grummis on November 2. Dickson was committed to jail but was later released on bail. The mistake which Dickson is accused of making occurred on November 1st when two prescriptions written by Dr. J. C. McMullen were presented to him to be filled. One called for two ounces of oil of wintergreen, to be applied externally twice a day. The other was for a mixture to be taken internally in doses of a dessertspoonful every two hours. It was testified to by three physicians that labels had been changed in the filling so that the bottle containing the oil bore directions calling for a dessertspoonful every two hours. The patient became seriously ill after two doses had been given and died the following morning. Testimony of the physicians summoned at the inquest was to the fact that oil of wintergreen had proven fatal in lesser doses and again had not done so where a larger amount had been taken. Dickson testified that he had placed a caution label on the bottle containing the oil when it left the store. Mrs. Grummis, the wife of the victim testified to the contrary after which the coroner's jury acted as above.

BLUE LAW APPEALS DISMISSED.

Pittsburg, Pa., Nov. 18.—In Quarter Sessions Court last week three appeals from summary conviction brought by druggist P. C. Schilling were dismissed. Schilling was fined on three separate cases brought against him before a Southside alderman for the violation of the Sunday "blue laws" in three Southside stores. When called for hearing nobody responded and the appeals were dismissed at the cost of the appellant.

NOTES.

—G. G. Messenger & Co., of Johnstown, Pa., have purchased the drug store of G. A. Zimmerman at Johnstown, Pa. Dr. Zimmerman has been in poor health for the past year or more, and now intends taking a well-earned rest. The store which is one of the largest in Western Pennsylvania will be managed by Jos. Messenger the junior member of the above firm.

—John Walton Mac Miller a well known traveling representative of H. K. Wampole & Co., with headquarters in this city, was married last Tuesday evening to Miss Elizabeth Ewing a daughter of Colonel John Ewing, formerly in the wholesale drug business in this city. After a brief wedding trip Mr. and Mrs. Mac Miller will make their home in the East End district.

—Charles Griffith a well known Johnstown druggist and former vice-president of the Pennsylvania Pharmaceutical Association has been elected a member of the board of trustees of the Johnstown Memorial Hospital at that place.

—W. C. Lynch formerly one of the best known drug traveling salesman in the United States, but of late in the pottery business at East Liverpool was mixed up in a runaway accident at Wheeling, W. Va., last week, and suffered a compound fracture of the right leg.

—W. L. Sutter, a well known Allegheny druggist has purchased the Zoller Pharmacy at Fifteenth and Sarah streets, Southside. Mr. Sutter's Allegheny store is now in charge of his brother L. E. Sutter.

—Low and Forst is the firm name of a new store on the Southside. Mr. Low formerly clerked for B. J. Stenger while Mr. Forst has been in business at Allentown for some time.

In order to induce druggists to display and push the sale of Dr. Cole's Catarrh Cure, the manufacturers have a special offer regarding which they will send full particulars to those who will write to them. Address, The Cole Medicine Co., Brooklyn, N. Y.

BALTIMORE.

DRUG TRADE BOWLERS.

Baltimore, November 16.—James Baily & Son's team had an inning with the Sharp & Dohme quintette, at the Diamond last Tuesday night, and lost two out of the three games bowled. The scores were: Sharp & Dohme, 609, 776 and 662; James Baily & Son, 717, 661 and 624. In the second game Blummer, of Sharp & Dohme, made a total of 195, while, in the first, Sattler, of the same team, who usually puts up a pretty strong exhibition, ended with only 103 to his credit, which was the lowest score of the evening. Fairley, of James Baily & Son, made the best score, 179, for his side, and W. Wahl was low man, with 108. Last night McCormick & Co. met the Armstrong Cork Co., taking two of the three contests by 798, 692 and 819, against 613, 695 and 633. No surprising individual scores were made by McCormick & Co., but the members of the team put up a high average, and thus ran up the totals. W. Smuck was high man, with 190. None of the Armstrong Company quintette did better than 163, which was Coyne's score. Coyne, by the way, was a member of Muth Bros. & Co.'s team, who joined the present aggregation in order to be in the game, his firm having dropped out of the league. This week's games leaves the several teams in the following positions:

Teams.	Games		Per cent.
	won.	lost.	
Sharp & Dohme.....	8	1	.887
Root & Herbs.....	10	2	.833
James Baily & Son.....	5	4	.556
Stanley & Brown Drug Co.....	4	8	.333
McCormick & Co.....	3	6	.333
Armstrong Cork Co.....	3	6	.333
Ferrell & Kellam Co.....	1	11	.083

TRADE CONTINUES ACTIVE.

Baltimore, November 18.—The drug trade of this section is without important changes. The movement, both in the city and out-of-town, continues active, a large volume of business being done. Orders are beginning to fall off slightly, however, a condition always noticed when the month draws to a close. But the aggregate of transactions is far ahead of last year, while prices are certainly as good. Activity also prevails in the laboratories of manufacturing pharmacists, who report a brisk demand for all their preparations. Some have had to increase their working forces, and all seem to be satisfied with the present situation. The firmness with respect to some botanicals continues, although the information that a shortage exists and that good prices can be realized has served to bring additional lots into the market. The trade in heavy chemicals remains without particular features, values and movement being, as a rule, well sustained. The prescription trade of the retailers appears to be fairly large, and other goods seem to be affected by the general air of briskness.

MR. GOSMAN'S WILL.

Baltimore, November 16.—The will of the late Adam J. Gosman, the druggist, whose death was noted in the last number of the Era, has been filed for probate in the Orphans' Court. The testator leaves all his property to his widow, Mrs. Louise Gosman, absolutely. Had Mrs. Gosman not survived her husband, the estate would have gone to his step-children, Mary Blanch Corinith and Walter F. Hoover. Mrs. Gosman was named as executrix, without bond. She renounced the office, however, and letters were granted to her and her son, Walter F. Hoover. They bonded in the sum of \$20,000 each. The will is dated Sept. 1, 1891. Mr. Gosman died on Nov. 7. His funeral was largely attended, among the honorary pall-bearers being John F. Hancock, widely known in drug trade circles.

NOTES.

—The Budwell Pharmacal Co. has been incorporated in Lynchburg, Va., with a capital stock of not less than \$50,000 nor more than \$100,000, to engage in the manufac-

ture of drugs, chemicals, etc. J. A. Anderson is the president, secretary and treasurer, and C. H. Goldsborough the vice-president of the company.

DETROIT AND MICHIGAN.

Detroit, Nov. 15.

—At the regular meeting of the Drug Clerks' Association of Michigan, held on the evening of Nov. 13, Dr. Heneage Gibbs delivered an instructive and interesting lecture on tuberculosis and lung structure in general, illustrating his talk with a number of stereopticon views and photographs. There was a very large attendance and the lecture, which was scheduled to take about one hour, continued for over two hours. At its conclusion there was a general discussion indulged in by the members. The next lecture of the members' course will be given on the evening of Dec. 12, but the speaker for the occasion has not yet been selected. On the same evening the nomination of officers of the association for the ensuing year will take place, the election occurring on Jan. 9, 1902.

—A special meeting of the health officers of the State of Michigan is scheduled for Nov. 21-22, at Ann Arbor, for the discussion of a variety of subjects, but in particular it is intended to consult with reference to the manufacture of serums by boards of health and other public institutions. The recent disasters in St. Louis, due to the injection of anti-diphtheritic serum which was contaminated with tetanus germs, has provoked wide-spread interest, and it is understood that this subject will receive very marked attention at this special meeting.

—C. Arthur Little, clerk in the Central drug store, has started suit against James McLaughlin, of the firm of McLaughlin & Redpath, of Sanilac Center, claiming damages in the sum of \$10,000 for malicious prosecution, the trouble arising from the fact that while Mr. Little was living in Sanilac he was accused of obtaining merchandise from the firm under false pretenses, but he was promptly acquitted by a jury and now proposes to have satisfaction, if it can be obtained.

—There has lately been an epidemic of burglaries in drug stores in Detroit, those suffering being Stevens' store at the corner of Woodward and Adams avenues, A. L. Walker, corner Woodward avenue and Adelaide street, and there was also an attempt made upon the store of John Harvey, corner of Woodward avenue and High street. It is believed that the thieves have been apprehended.

—The Drug Clerks' Association of Michigan has issued invitations to its friends to attend its third annual hop to be given at Strasburg's Dancing Academy, Friday evening Nov. 22. The invitations are mounted on dark olive green cards and folded underneath a photographic view of a scene in one of the city parks. The members of the hop committee are Roy McKenna, C. E. Abraham, F. E. North, N. H. Jones, and A. M. Edwards, Jr.

—Messrs. Burke & Tabor have organized under the title of The Central Drug Co., and will assume charge of the four stores under their control, with the Central Drug Store, Detroit, as general headquarters. These gentlemen intend to carry on, as in the past, their retail drug business, to which has been added the jobbing feature, with particular reference to physicians' supplies.

—F. W. Fisher, who has for many years been chief clerk for Zimmermann & Co., of Wooster, O., and incidentally has done considerable missionary work among the physicians in the adjacent territory, has severed his connection with that firm and entered the employ of Parke, Davis & Co., in the capacity of traveling representative in Ohio territory.

—Chas. O. Hubbell will in a short time open a first-class prescription pharmacy at Plymouth. His store will be up-to-date in every respect, a large stock will be carried, and, inasmuch as Mr. Hubbell has every qualification as a pharmacist, there is no doubt he will make a success of the new enterprise.

—W. P. Doty, of the firm of Doty Bros., also a member of the State Board of Pharmacy, some time ago commenced suit against the Detroit United Railway, claiming

damages in the sum of \$5,000, for injuries sustained by being struck by a Woodward avenue car.

—Lambert & Lowman, manufacturing pharmacists, Detroit, have bought the entire stock of drugs and chemicals, office furniture, etc., of the assigned firm of Hyatt, Matthew & Ryerson, 23 Jefferson avenue, and have moved it to their new laboratory, Twelfth and Howard streets.

—Frank Tiller is confined to Harper Hospital by an attack of typhoid fever, with indications that he will not be able to return to his duties in charge of the drug and chemical department at Parke, Davis & Co.'s for some weeks.

—A number of the members of the Drug Clerks' Association of Michigan anticipate organizing bowling teams, preliminary practice being indulged in the fore part of the week.

—Among the most enthusiastic hunters in Detroit are Messrs. Mutter, Francis and Aldrich, of Parke, Davis & Co., who have recently returned from several days' sport.

—The O. F. Schmidt Chemical Co., of Jackson, have filed articles of incorporation, with a capital stock of \$35,000.

—Elmer E. Curtiss, pharmacist at Fenton, lately filed articles in bankruptcy.

—J. H. Beckton, a prominent pharmacist of Caro, was in Detroit on a buying trip the early part of the week.

CHICAGO.

GASOLINE EXPLODES IN DRUG STORE.

Chicago, Nov. 16.—As a result of the explosion of a gasoline storage tank in the drug store of John Schocki, at 845 Milwaukee avenue, on Nov. 11, Schocki and his wife Etta were severely burned. The couple lived in the rear of the store, and while Mrs. Schocki was cooking on a gas stove which was connected with a tank, her husband unaware that the stove was lighted, disconnected a pipe which was connected with it and the explosion followed. The explosion sent flaming oil in all directions. Mrs. Schocki was burned about the face and hands and body, while her husband was blown across the store and sustained severe bruises, besides being burned almost as badly as his wife. Both were taken to St. Elizabeth's Hospital, and when they arrived there they were unconscious.

Mrs. Schocki died from the effects of her injuries. It is stated that she was fatally burned in trying to save her husband and children. Mr. Schocki is in a serious condition. He is 40 years old and has been a druggist in the vicinity of Division street and Milwaukee avenue for several years. Mrs. Schocki was 26 years old.

SEARLE & HERETH CO. ENTERTAIN.

Chicago, Nov. 16.—On Saturday evening, Nov. 16, the Searle & Hereth Company celebrated their entrance into their new building next door to their present location, by a dance to all their employees. The second floor of the new structure offers fine opportunities for dancing. An excellent orchestra furnished the music. About 200 people were present, including the members of the firm, the employees and their friends. Dancing continued until a late hour. Refreshments, consisting of lemonade, sandwiches and assorted cakes were served. The affair was thoroughly enjoyable and everyone forgot his years and avoirdupois and became young again.

CHICAGO RECORDS GOOD TRADE.

Chicago, Nov. 16.—Fall business continues good. A large demand comes from the country for all staple goods and even for holiday goods, though for these the season is getting rather late. Sundries are moving and are in good demand. Manufacturers and jobbers are almost equally busy.

NOTES.

—The Chicago Drug Trade Bowling League rolled the following games on November 11: Sharp & Smith, 762,717,

749, against A. M. Foster & Co., 674, 613, 716; E. H. Sargent & Co., 682, 689, 699, against Lord, Owen & Co., 699, 688, 678; Parke, Davis & Co., 705, 750, 697, against Buck & Rayner, 634, 699, 596. The standing and percentage is as follows:

	Won.	Lost.	Percent.
E. H. Sargent & Co.	12	6	.667
Lord, Owen & Co.	12	6	.667
Sharp & Smith	12	6	.667
Parke, Davis & Co.	10	8	.556
Buck & Rayner	5	13	.277
A. M. Foster & Co.	4	14	.223

—Frank L. E. Gauss, general representative of the Searle & Hereth Company, leaves to-morrow night on a trip to Memphis, where he will attend the meeting of the Inter-State Medical Association. From thence he will proceed to Little Rock, returning to Chicago via St. Louis.

—Some friends of Herman Fry the other night heard four men plotting to hold up the Fry drug stores at 266 North avenue, 161 North avenue, 1100 North Halsted street and 357 Sedgwick street. Mr. Fry notified the police and provided all his clerks with firearms.

—William Storck has sold his drug store at 229 Fifty-fifth street, Hyde Park, to Lucy & Peterson. Mr. Storck is now a physician and will engage in the practice of medicine.

—Oscar F. Bausch, for thirteen years with the Mallinckrodt Chemical Works, is now the St. Louis representative of the Searle & Hereth Company. Mr. Bausch was in Chicago recently.

—Underwriters' Laboratories, Chicago, have been incorporated, capital, \$1,000; manufacturing and dealing in physicians' and surgeons' supplies; incorporators, Clinton S. Woolfolk, William B. Walrath, and Peter Deichman.

—The drug store of K. S. McLennon at Forty-seventh street and Grand boulevard, was entered by burglars Wednesday night. Money and merchandise were taken.

—The Searle & Hereth Company, of Chicago, has certified to an increase of its capital stock from \$150,000 to \$200,000.

—Max Kuhnze has bought the drug store of C. C. Wilkins at 919 West North avenue.

—J. W. Charters & Company of Oregon, Ill., have dissolved partnership. Mr. Charters continues the business.

—F. J. Lichenberger, a Chicago druggist, recently confessed judgment for \$2,559.

—C. M. Forney has succeeded C. C. Graham at Baxter, Iowa.

PRICES OF GRAPE CAPSULE CO.'S SPECIALTIES.

The Grape Capsule Co., 123 William street, this city, manufacturers of soft gelatine capsules, also manufacture the well-known specialties, San-Methyl, Colsalath, Eucoi, and Vagipos, which are fully listed and correctly priced in the Company's advertisement in our Price List Supplement of July 25 (Era Blue Book). These specialties should also have been given in the Price List of Proprietary Preparations of the same issue, as follows:—San-Methyl, (24 in box), retail 50 cts. per box, per doz. \$4.50; Colsalath, (100 in box), retail \$1.75 per box, per doz. \$15.75; Eucoi, (24 in box), retail 50 cts. per box, per doz. \$4.50; Vagipos, (12 in box), retail \$1.00 per box, per doz. \$9.00. These preparations are advertised to physicians only.

A Drink and Food Combined.

Malt Cream is daily becoming more popular as a soda fountain drink and has been in especial demand since the hot soda season arrived. The druggists who do not keep a stock of Malt Cream will find it to their advantage to order a supply. The cream is not only a seller as a fountain drink but is claimed to be invaluable as a food for infants and invalids. The manufacturers say that it is not sold at cut rates and the good profit on the preparation should induce the trade to handle it. Samples and soda water formulas and menus are sent on request. Address The American Malt Cream & Drug Co., South Bend, Ind.

THE NORTHWEST.

"ELEMENTS OF SUCCESS."

St. Paul, Minn., Nov. 15.—Daniel R. Noyes, the well-known wholesale druggist of this city, gave an address to the Minneapolis Y. M. C. A. one evening this week, "Elements of Success" being his theme. Among other things he said:

"Success—there is magic in the word; our ears catch it, our thoughts turn to it as soon as uttered. Some one has wittily said, 'there is one place you can always find it—in the dictionary.' 'Nothing,' says Tallestrand, 'succeeds like success.' One great secret of success in business is willingness to do more than is required of you, of course within reasonable bounds. 'I was not hired for that,' has many times caused a failure to succeed. Always be ready for the place above you. You must be at the station when the train comes by watching for it, if you would succeed. It is a narrow view of business to consider it merely as a measure for getting a living and still worse for mere money getting. Both are proper aims, but not high ones. It should be a training school for usefulness. Aim to be the sagacious, large hearted, clear headed, professional or business man. It is the wise and right use of money gained, not the mere possession of it, that sets the seal of real success upon your life work. The lucky man, the bold and even the bad man, many succeed in some manner, but to have good success means more."

Many useful hints were offered the young men. Mr. Noyes said the merchant of today could not be too well informed. The demand of the world was laborious ability. Great schemes were on foot and great men were required to cope with them. What appeared to be luck was usually the result of years of thought and planning. Economy must be practiced and self-denial learned, as also the value of time and money. Good address and pleasant manners were aids to success. The speaker cautioned his hearers to seek independence rather than great wealth. Excessive haste to be rich was a frightful source of poverty. Young men should marry as soon as they could provide a home for a good wife. Wife, home and children were safeguards and pledges of success.

NEW BLOOD FOR THE N. A. R. D.

St. Paul, Minn., Nov. 15.—Herman W. Rietzke, one of the leading drug men of this city, was much interested in the editorial comments on the N. A. R. D. which appeared in the Era of Nov. 7. Mr. Rietzke, who was prominent in the organization of the association and has since been one of its most active and loyal supporters, thinks the association has reached a critical period.

"The time has come," he says, "that the really leading men among the retail druggists must step forward and support the N. A. R. D. or it is not likely to last long. Men should be identified with it to whom the wholesale and proprietary men will give respectful consideration. Men who will be really influential with these classes are what the N. A. R. D. must have. The organization has accomplished more for its members than anything that ever existed before and it should not be allowed to run down. I think it is a mistake to send the same delegates to convention after convention. They get into a rut, which is fatal to progress. New men should serve as delegates."

Mr. Rietzke does not, of course, intend to cast any reflections upon the present active members, who, he acknowledges, are doing as well, according to their lights, as possible. The sole point he makes is that new blood, and blood of the very best kind, is essential to the continued usefulness, if not, indeed, the very existence, of the N. A. R. D.

NOTES.

—The Potter Chemical Company of Minneapolis, manufacturers of disinfectants, says it has been victimized by an employee. Recently the company delivered a can of disinfectant to Colonel Trowbridge, custodian of the State capitol in St. Paul, with a bill. He wrote the company that he had ordered nothing from it since July. The company explained that a young solicitor had turned in

a large bunch of orders, for which it had paid him a commission. The man had left the company to work for a rival firm. Most of the orders, it is added, have turned out bogus.

—The establishment of the school of pharmacy in connection with the North Dakota agricultural college pleases the druggists of the State, who have been advocating the plan for some years. It insures a better class of pharmacists and improved and safer service to the public. The arrangement for three months, two and four-year courses makes it possible for all classes to be benefited. The establishment of the school will result in chemical manufacturing plants being opened at Fargo, where the school is situated.

—The St. Paul Retail Druggists' Association held its annual meeting Wednesday afternoon and elected the following officers: President, W. E. Lowe; vice-president, W. K. Collier; second vice-president, Anna C. Umland; secretary, A. Shumacher; treasurer, J. P. Jelinek; executive committee, Herman W. Rietzke, C. T. Heller, S. M. Parker, A. A. Campbell and A. T. Hall.

—Successions: Robinson & Sarsel, Germania, Ia., by Barrett, Sarsel & Co.; E. B. Doolittle, Luverne, Minn., by Berg & Putnam; Lowthian & Co., Glenville, Minn., by P. B. Herman; R. T. Adams & Co., Gravit, Ia., by the McCollm Drug Co.; Finlen-Dedin Drug Co., Butte, Mont., by the J. T. Finlen Drug Co.; Clark & Mollison, Ottumwa, Ia., by F. B. Clark.

—William A. Hersheimer, a young druggist of Winona, Minn., has just married Miss Emma Deike of that city.

—Warner & Maxam and A. Masinda, Butte, Neb., druggists, were among the sufferers from a large fire this week.

—T. S. Biscoe has gone to Glenville, Minn., to take charge of the drug store there for P. B. Herman, of Dundee, who has bought it.

—B. E. Jones is going to Bismarck, N. D., to take charge of the new drug store to be opened there by E. G. Patterson.

—L. N. McDonald, formerly with Fox Bros., Washburn, Wis., is going on the road for Messrs. W. R. Warner & Co., Philadelphia. New Mexico will be his territory.

—New: Hagood & Blaser, Summit, S. D.; S. O. Swainey, Elmo, N. D.; O. Stenmo & Son, Hatton, N. D.; Johnson & Orton, Sisseton, S. D.

—Thomas E. Jones, Payette, Idaho, has admitted a partner.

—The Mt. Pleasant Soda Water Company has incorporated at Mt. Pleasant, Utah, with \$5,000 capital.

—Dr. J. D. Sherrick, a Seattle, Wash., druggist, has been sued for possession of land.

—G. F. Erkinle & Company, Hamilton, N. D., have dissolved.

—The Bromo Chemical Company, Salt Lake City, Utah, has incorporated. Capital, \$5,000.

—W. P. Meyer has left Tower, Minn., and is now working for Mr. Blagenheimer, in Minneapolis.

—J. D. Fisher has left Minneapolis and gone to work at Evelev, Minn.

—A. E. Lofstrom has gone to Missoula, Mont., to take charge of Geo. Freisheimer's retail department.

—The Michigan Board of Pharmacy held a meeting at Lansing Nov. 5-7. There were forty-six applicants for registered pharmacist's certificates and fifteen for assistant's papers. Out of this number the following nineteen were granted pharmacist's certificates and nine assistant's certificates. Pharmacists: William Appelbe, Hugo Caterfield, E. J. Poetter, Saginaw; James Buckrell, Flint; William Burston, Cadillac; P. C. Brooks, Charles W. Warner, Marlette; R. F. Pogue, Chicago, Ill.; F. M. Burfurn, Ohio; Alex. Brunner, Howard City; F. T. Gillespie, W. P. Harris, Muskegon; James A. Gould, Freeand; Charles S. Matthews, Grand Rapids; H. R. MacDonald, South Haven; A. J. O'Brien, Detroit; J. E. Paulson, Caladonia; Wellington Jarvis, Owosso; H. A. Schall, Kalamazoo. Assistants: L. H. Atkin, Petoskey; J. A. Beukema, J. G. Copper, Hazel Reuley, Grand Rapids; H. Cobb, Cassopolis; Edward Eberhard, Detroit; L. M. Knill, Port Huron; H. G. Lewis, Jackson. The next meeting of the board will be held in Detroit in January.

ST. LOUIS.

A VERY QUIET WEEK.

St. Louis, Nov. 16.—This has been one of the quietest weeks in local drug circles for many months. Every retail druggist has been asking the numerous city salesmen about the state of business around the city and the invariable and truthful reply is: "Very, very quiet."

A movement is on foot to establish a uniform price on such articles as castor oil, epsom salt, flaxseed meal, turpentine, etc. It was first started in this State at the June meeting of the Missouri Pharmaceutical Association and one of the first advocates was Dr. H. M. Pettit, of Carrollton, while Wm. Mittelbach, of Boonville, was a very close second. During the A. Ph. A. meeting in this city in September the matter was brought up and discussed and finally the local association has come to realize the advantages in such a movement and are beginning to consider whether or not to submit it to the druggists of St. Louis. Your correspondent interviewed several of the leading druggists of the city on the subject and they all seemed to consider this one of the "cut-rate" problems which can be easily abolished. They all think that this is a profitable line of goods to push and feel that it is a good place to initiate a uniform schedule of prices. Many of the local druggists are becoming discouraged at the slow grinding of the N. A. R. D. mill. They feel that they compromised with the "radical cutters" by accepting the "cutters'" terms, a thing which was boasted of at the time by employes of some of the radical cut-rate stores. What they want now is a respectable advance in prices on patent medicines. The workers in the local association anticipate a large attendance at their combined meeting and smoker to be held the latter part of this month or the first of next, when they expect to bring this matter before the members—let it be settled according to the wishes of the majority.

THE SOUTH.

Memphis, Nov. 14.

—The Tennessee Board of Pharmacy held a called meeting at Nashville, Nov. 11, and accepted the resignation of J. F. Voigt, C. M. Greene, of Chattanooga, was nominated for the vacancy, which nomination will in all probability be confirmed by Governor McMillan. Several matters of a routine nature were disposed of at the meeting.

—A beechwood tree near Port Gibson, Miss., is giving a daily performance that is very interesting to a great many people. A fine mist has been falling about the tree for three or four weeks, and the fall is said to be the heaviest at about 8 a. m. The mist, it is said, has an odor almost identical with that of iodoform.

—McArthur & Winston Bros. have discontinued their store at Mississippi avenue and Landerdale street, Memphis, and will in future devote their time to their main store. Mr. McArthur will shortly retire from the firm, and go on the road for Nelson, Baker & Co., Detroit.

—E. T. Warnock, formerly connected with the Van Vleet-Mansfield Drug Co., has accepted a position as assistant superintendent of the Nickell-Stone Chemical Co., New Orleans, La.

—Bennett Bros., Fulton, Ky., are now in possession of their new store, in the Opera House block. They have a handsome place. Paschall Bros. have moved into the building vacated by Bennett Bros.

—Dr. Weeks, the N. A. R. D. organizer, has been working in western Kentucky for some time past, in the interest of the association.

—A recent destructive fire at Boonville, Miss., burned the drug stores of Browning & Williams and Saddler & Co.

—W. W. Curtis and J. T. Bailey, representing Sharp & Dohme, were in the city last week.

—J. P. Sleeth, of Paducah, Ky., has bought out E. H. Gilson.

—J. C. Farley & Co., of Paducah, Ky., have opened a branch store at Mechanicsburg, a suburb of Paducah.

—R. W. Cobb has resigned his position with Parke, Davis & Co., and will travel for a vinegar house.



J. F. VOIGT, Chattanooga, Tenn., Ex-member Board of Pharmacy.

A FINE COLLECTION OF REVENUE STAMPS.

Everybody in the trade knows that E. J. Haines, of the Duroy & Haines Co., Sandusky, O., is an expert on American wines, besides being an all around good fellow, but few know that he has one of the finest collections of United States Internal Revenue stamps in this country, a collection which would bring probably \$3,000 at auction. Mr. Haines has been gathering his specimens for twenty years and it is now practically complete. It, of course, comprises all the issues from 1862 to 1883. The initiated will appreciate its value, when it is known that it contains, besides other excessively rare items, both of \$1.00 and \$5.00 green George Washington, 4th issues. Mr. Haines knows most of the big collectors in the country, and uses the great number of duplicate rare stamps which accumulate to still further enrich his collection, by exchanging for other specimens, or to replace an imperfect one with one without a flaw. These duplicates, though are not considered in placing a value on his collection.

Druggists who have not already taken advantage of the special offer of the Gleghorn Pharmaceutical Co. should send in their orders soon, as the offer closes December 31. When a preparation as well advertised as Gleghorn's Sore Throat Cure can be bought at \$1.00 a dozen, the wide awake druggist usually takes advantage of it. This 25 cent remedy is a good seller at this season. Send your order to the Gleghorn Pharmaceutical Co., Allegheny, Pa.

When a customer asks for elastic stockings he expects to get the best quality. Druggists who handle those made by the Surgical Fabric Co., of No. 528 N. Tenth street, Philadelphia, can depend on the quality of the goods they sell. This concern makes all kinds of elastic stockings and kindred surgical appliances and their prices are right. Send for descriptive price list, mailed free.

E. R. SQUIBB & SONS

NEW YORK

Compound Alum Powder

NEW ORLEANS.

New Orleans, Nov. 15, 1901.

—One of the most important changes in the local drug trade of recent date is the change of ownership of the establishment of the late Eugene May. This change is about completed, and unless all plans fail the store will be shortly controlled by Jacob W. Hirsch. When General May died suddenly, some months ago, a provision of his will was that the Canal street business be sold by the executors of the estate. The store has for years been the most successful of local drug companies, and its change of ownership has been looked forward to with a great deal of interest. Mr. Hirsch has secured an option, and there has already been a deposit of \$10,000 to bind the purchase. The business done last year amounted to \$130,000, of which \$80,000 was derived from the sale of drugs and medicines, while \$50,000 is given as the revenue from the large soda fountains. Mr. Hirsch, the prospective purchaser, is a young man scarcely 20 years of age. He proposes to go into the business as a student of pharmacy, and thus gain a knowledge of every branch of the enormous enterprise.

—The local establishment of Parke, Davis & Co., had a narrow escape from a disastrous fire during the recent cold snap. The flames started from an overheated stove that set fire to a desk in the office of the warerooms. By the prompt action of some passerby the fire was extinguished with a loss of only about \$50. The escape from a disastrous conflagration was almost miraculous as within a few feet of the burnt desk there were several cases of combustible drugs and chemicals.

—The Louisiana Board of Pharmacy conducted an examination this week at which there were fifteen applicants. Of the members there was one young woman. The board is composed of George S. Brown, William Levy, Max Samson, Walter Taylor, F. C. Godbold and I. Bernstein.

—With every change in temperature, in the present unsettled season, the local trade reports a general improvement in all lines of retail trade. At present reports of business are universally cheerful.

An Old Remedy in a New Form.

For many years Celery King has been on the market in herb form, and a large sale has been worked up for it in that style of package. Notwithstanding its general popularity, the manufacturers have learned that some people object to a medicine which has to be made into a tea, because of the inconvenience in preparing it. In order to meet the desires of all who wish to take Celery King, the manufacturers have recently placed it on the market in tablet form, but will also continue to prepare it in herb form. They state that in both forms of the remedy the medicinal ingredients are identical. Celery King Tablets are to be eaten and are said to be delicious. They are put up in a handsome package. Retail price 25 cents, wholesale \$2.00 a dozen. Any druggist who orders from his jobber three dozen of Celery King, including one dozen in tablet form, all 25-cent size, will be given 5 per cent. discount on his bill. When he places his order if he will notify the manufacturers of Celery King, B. H. Bacon Co., Rochester, N. Y., they will send to him a beautiful window display and one-half dozen Celery King free.

The preparations of the P. L. Abbey Co., Kalamazoo, Mich., are becoming popular with the drug trade in many sections. All goods sent out by this company are known to be absolutely reliable, and as they are much more profitable than many similar preparations, the druggist pushes them. If you have not seen these goods, write for the company's price list, sent free.

A special inducement is offered to druggists who will introduce Findley's Eye Salve, guaranteed to cure any kind of sore eyes. This salve pays a large profit and the offer made by the manufacturer is worth considering. A 25-cent box and full particulars will be sent free to any druggist who will write to J. P. Hayter, Decatur, Tex.

DISTRICT REPRESENTATION IN THE P. A. R. D.

Philadelphia, Nov. 16.

To the Editor:—There appeared in your issue of Nov. 14 an article relative to the nominations of officers for the ensuing year in the Philadelphia Association of Retail Druggists, which stated that a movement for the election of new officers for every chair would be opposed by the conservative element. While I have no authority to speak the voice of the association for publication, I, therefore, speak as an individual, deriving my knowledge from the existing conditions as found during the past year, as a member of the Executive Committee. First, it is the intention of a number of the ward chairmen to demand representation for their districts. They deserve it, they request it, and they will get it if the members of the P. A. R. D. have the welfare of the association at heart. The chairmen ask that the city be divided into seven districts and to have one officer and one member of the Executive Committee from each district. This seems to be considered non-conservative, and will give equal representation. The first district is to contain wards No. 1, 2, 3, 4, 26, 30, 36 and 39, which represents 43,556 voters. The second district will have wards 5, 6, 7, 8, 9, 10, 11, 12, 13, 14 and 15, representing 39,668 voters; third district, wards 16, 17, 18, 19 and 31, representing 29,806 voters; fourth district, wards 28, 29, 32, 20 and 37, representing 41,165 voters; fifth district, wards 38, 21 and 22, representing 23,650 voters; sixth district, wards 25, 33, 23, 35 and 41, representing 30,651 voters; seventh district, wards 24, 34, 27, and 40, representing 25,784 voters. At this time the districts have the following representation in P. A. R. D.: First, one executive committeeman to 43,556 voters second, three executive committeemen, financial secretary and one of the vice-presidents to 39,688 voters; third, no representation to 29,806 voters; fourth, no representation to 41,165 voters; fifth, two vice-presidents to 23,650 voters; sixth district, no representation to 30,651 voters. Last, but not least, the seventh district is represented by the president, treasurer and three executive committeemen to 25,784 voters. I cannot understand the cause of the term "radical" applied to the division desired by the non-conservative. This explanation of the situation is as I know it, and is approved by many others. I hope you will publish this in your issue of Nov. 21, for the welfare of the P. A. R. D.

W. W. Chalfant.

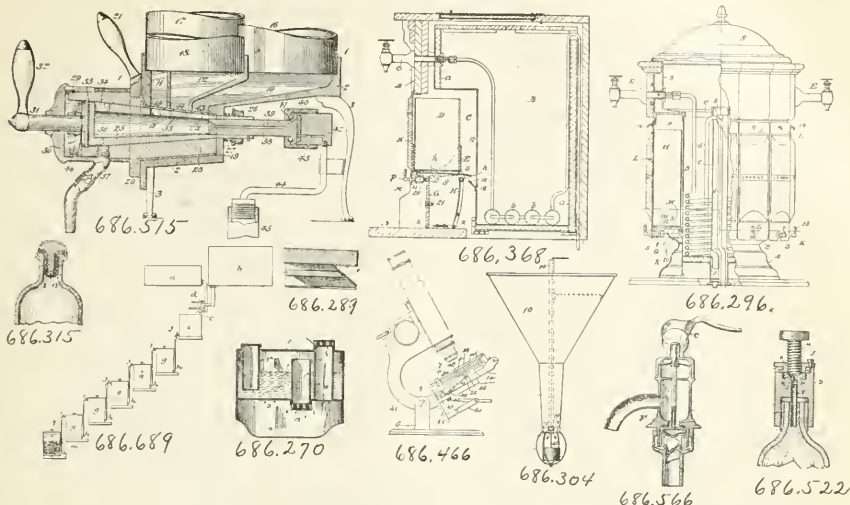
Member of the Executive Committee, secretary of the Entertainment Committee and Chairman of the Committee of Newspaper Branch Offices.

Wood Wool Preparations.

Special attention of Era readers is called to the advertisement, in this issue, of Hartmann's Wood Wool preparations. These goods afford the dealer a good profit, and there is satisfaction in selling them, as they always please the purchaser. Once a druggist has properly introduced these goods to his customers, his trade in them is very certain to show a steady gain. Hygienic wood wool is claimed to be the best absorbent known, and the Hygienic Wood Wool Co. state that their goods are sold as low as similar articles made of cotton. They report that wood wool menstrual pads, or nappins for women, and wood wool gonorrhoea bags are having a specially good demand. Both possess deodorant as well as absorbent qualities, and are made in a very convenient form. Druggists who are acquainted with the wood wool preparations are invited to write for free samples to the Hygienic Wood Wool Co., 38 Pearl street, New York.

If you have not sold that well known and reliable "Old Duroy" Port Wine, you have missed a good thing. A sample, which is sent free upon request, will convince the most skeptical that Duroy Port Wine is above the usual quality of high priced wines. The manufacturers make a line of wines superior to the usual line handled by dealers and solicit the trade of the druggist. Write for samples and particulars to the Duroy & Haines Co., Sandusky, Ohio.

PATENTS, TRADE MARKS, ETC.



PATENTS.

Issued November 12, 1901.

- 686,248.—Charles C. Barnes, Norristown, Pa. Process of making decolorizing charcoal and filtering compounds.
 686,270.—William B. Dewees, Salina, Kans. Inhaler.
 686,289.—Frank B. Grove, Mansfield, and Milton S. Grove, Findlay, Ohio. Label-Holder.
 686,296.—William Helmer, Boston, Mass., assignor to American Soda Fountain Company, Jersey City, N. J., a Corporation of New Jersey. Soda-Water Dispensing Apparatus.
 686,304.—Harry Katz, Des Moines, Iowa. Funnel.
 686,315.—Charles Marchand, New York, N. Y. Bottle-Stopper.
 686,332.—Herbert T. Prescott, Detroit, Mich. Device for storing and administering serums.
 686,338.—Leonard Tufts, Medford, and William Helmer, Boston, Mass., assignors to American Soda Fountain Company, Jersey City, N. J., a Corporation of New Jersey. Soda-Water Dispensing Apparatus.
 686,406.—Alfred F. Martins, Boston, Mass. Mechanical Stage for Microscopes.
 686,515.—Charles A. Geddes, Philadelphia, Pa., assignor to two-thirds to William Oscar Xander and Hugh Francis Daly, Philadelphia, Pa. Soda-Water Apparatus.
 686,522.—David B. Levy, New York, N. Y., administrator of Leo Amberg, deceased, assignor to Franco-American Chemical Works, Woodridge, N. J., a Corporation of Delaware. Stopper for Bottles.
 686,596.—John A. Wight, Chicago, Ill. Faucet.
 686,642.—Harry Wayne, Woodlawn, Ala. Bottle-Stopper.
 686,665.—Thomas Macalpine, Chiswick, England, assignor to Alcohol Syndicate, Limited, London, England. Process of preparing an acetylene preparation of Manganese.
 686,689.—Hermann Eschwege, Forest Hill, England. Process of making concentrated extract of coffee.

TRADE-MARKS.

Registered November 12, 1901.

- 37,268.—Perfumed Lozenges. Tho. Kerfoot & Co., Ashton-under-Lyne, England. The word "Sweetlips".
 37,304.—Certain Named Toilet and Medicinal Preparations. The Powers Mfg. Co., Philadelphia, Pa. The word "Mando".
 37,306.—Cure for Drunkenness. Sydney P. Palmer, Toronto, Canada. The representation of a donkey and an old man dismounted therefrom ministering to a prostrate man, and the words "The Good Samaritan".
 37,307.—Headache Medicines in Powdered Form. Eureka Medical Company, South Bend, Ind. The word "Neuraline".
 37,308.—Remedy for Diseases of Kidneys and Bladder. Ferlander-Rammler, Los Angeles, Cal. Two horizontal parallel lines.
 37,309.—Remedy for Certain Named Diseases. John S.

- Findley, New Orleans, La. A floral and arabesque and the monogram of capital letters "M P B".
 37,310.—Powders for Gynecological Purposes. Richard H. Eddy, Providence, R. I. The word "La-Mose".
 37,311.—Breast-Pumps and Breast-Nipples. William Henry Martin, New York, N. Y. The word "Trahlerator".

LABELS.

Registered November 12, 1901.

- 8,774.—Title: "Lanoble" (For Antiseptic Suppositories.) Israel Neugroschl, New York, N. Y. Filed October 16, 1901.

Victor Koechl & Co., No. 122 Hudson street, New York, are sole agents in the United States for "Adeps lanæ, B. J. D.," or lanoline. As druggists are aware, this is one of the best known bases for ointments, as it is odorless, neutral, miscible and easily absorbed. Specify "B. J. D." when ordering, and you can be certain of a good article.

THE STANDARD



OF QUALITY IN RUBBER GOODS

WE WANT YOUR ORDERS DIRECT. PLEASE WRITE FOR CATALOGUE AND PRICES.

THE GOODYEAR TIRE & RUBBER CO.
 EAST AKRON STATION, AKRON, OHIO.

MARKET REPORT.

NEW YORK MARKETS.

BUSINESS MODERATELY ACTIVE.

New York, Nov. 19.—Jobbing parcels of the various seasonable commodities continue to find a steady consuming outlet and the market has a moderately active appearance, but as noted last week the fluctuations in values are of only minor importance.

OPIMUM.—Competition among importers has had an unsettling influence and the market has a weak undertone but no changes have been made in quotations for jobbing quantities. The ruling figures are \$3.25@3.50 for 9 per cent. and \$3.45@3.60 for 11 per cent. Powdered is in fair demand and nominally unchanged at \$4.40@4.60 for 13 per cent. \$4.75@5.00 for granular, and \$5.00@5.25 for 16 per cent.

MORPHINE.—An advance in manufacturers' prices is reported, and the revised jobbing range is \$2.40@2.50 in ½ oz. vials in 1 oz. cartons; \$2.50@2.45 in ¼ oz. vials in ½ oz. cartons. Oz. vials, \$2.15@2.25, and bulk \$2.10@2.20.

QUININE.—Nothing further has developed to materially change the condition of the market, and jobbers continue to quote 27c for bulk in 100-oz. tins, 27½c in 50-oz. tins, 28c in 25-oz. tins and 64c in casks.

GUM CHICLE.—Primary markets are somewhat stronger and local dealers are looking to their views to the extent that jobbing prices have been advanced to 42¢@47c as to size of order.

OIL, WORKWOOD.—Values are higher at producing points owing to scarcity and spot quotations have been advanced by jobbers to \$7.25@7.75 for best and \$6.50@7.00 for good.

ANGOSTURA BARK.—Available supplies are very light and the market in consequence is firmer with jobbing quotations showings in advance to 38¢@42c as to quality and quantity.

SERPENTARIA ROOT.—Supplies are somewhat larger and with the demand only moderate, holders have modified their views to the extent of reducing quotations to 50¢@55c for whole, 52¢@57c for ground and 53¢@62c for powdered.

CAMPHOR.—The demand is seasonally slow and the market easier in tone with jobbing quotations reduced to 50¢@57c in barrels and 60¢@65c for less. Cakes in cases are quoted 57¢@57½c and smaller quantities 61¢@66c.

CANARY SEED.—Foreign markets are higher owing to reduced estimates of the yield of new crop and jobbers have advanced the quotations to 31¢@32c for Sicily by the bag and 30¢@31c for less. Smyrna is held at 31¢@33c by the bag and 42¢@46c for less.

SPIERMACEETI.—Keen competition among producers has materially weakened the market and jobbers have reduced their quotations to 30¢@35c for lump and 31¢@35c for cakes.

UNION SALAD OIL.—Owing to a decline in manufacturers prices, jobbers have further reduced their quotations to 47¢@50c in bbls. and 55¢@58c for less.

CITRATE OF IRON AND QUININE.—Manufacturers prices are a shade lower in sympathy with the recent decline in quinine and jobbers quotations have been reduced to \$1.50@2.00.

CACAO BUTTER.—Under the influences noted last week jobbers have reduced their quotations for bulk to 38¢@42c. There is no further quotable change in cakes.

BEUCHÉ LEAVER.—Short are easier in sympathy with lower markets abroad and spot jobbing quotations show a decline to 32¢@37c for whole and 37¢@42c for powdered.

COLCHICUM SEED.—Extreme scarcity both here and at primary sources of supply has caused an advance in jobbing quotations to 67¢@75c for whole, 72¢@80c for ground and 77¢@85c for powdered.

WORMSEED.—American is scarce and higher with jobbers quoting 20¢@25c for whole and 25¢@30c for powdered.

Adulterated Drugs.

The analyses of drugs bought in different parts of the country by inspectors of the State Pharmacy Boards show that there is a great deal of adulterated borax on the market, and one of the most common adulterants is bicarbonate of soda. A simple test for soda is to pour on some acetic acid. Pure borax will not effervesce. Any druggist can easily get borax that is guaranteed chemically pure if he buys the "Twenty Mule Team" brand, manufactured by the Pacific Coast Borax Co., the largest producers of this chemical in the world. All jobbers carry the borax in stock, and sell it in 1 lb., 2 lb. and 5 lb. cartons for dispensing.

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Customers look to the druggist to supply them with a reliable whiskey, and when such is supplied it usually ensures a permanent and pleased customer. Duffy's Pure Malt Whiskey is the only whiskey taxed by the Government as a medicine, and is continually advertised. Every dealer should be in a position to meet calls for this reliable whiskey. Counter advertising matter will be sent druggists who write to the Duffy Malt Whiskey Co., Rochester, N. Y.

The extensive advertising done on Fabst Malt Extract, the "Best" tonic, should create a demand for it in all parts of the country. Fabst's is said by many druggists who handle it to be the most satisfactory malt extract sold to-day. Any dealer can have advertising matter sent him by writing to the Fabst Brewing Co., the "Best" Tonic Dept., Milwaukee, Wis. Any jobber will supply the tonic to the trade.

The Pharmaceutical Era.

EVERY THURSDAY.

VOL. XXVI.

NEW YORK, NOVEMBER 28, 1901.

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SEE LAST READING PAGE FOR COMPLETE
INDEX TO THIS NUMBER.

ABUNDANT CAUSE FOR THANKFULNESS.

It seems to be the custom nowadays to employ that great American institution, Thanksgiving Day, not so much for giving thanks as for inquiring into the reasons why thanks should be given. It may be that expressions of thanks were originally meant to follow this inquiry, and that this part of the plan has been crowded out to make room for the feasting which, to many of us, is the most important feature of the day. Druggists who do not find their attention too fully occupied in the discussion of the Thanksgiving dinner of this year, A. D. 1901, will have no difficulty in finding cause for thankfulness.

According to all accounts this has been a year of unusual prosperity in all branches of the drug trade. There are, of course, many who always take pleasure in finding fault with the existing order of things, but leaving these malcontents out of the count, all members of the trade seem to be satisfied with the work of the year, and are hopeful of still better things to come.

During the past year the trade has been relieved of the burden laid upon this branch of industry by the war of 1898. Schedule B was repealed in January, the use of stamps upon medicinal preparations being discontinued in July. The various associations have all made substantial progress toward the elimination of some of the most objectionable features of the trade. The pursuit of the cutter has been carried on with great success, to the benefit of the pursued as well as the pursuers, it is claimed. The National Association of Retail Druggists has held its convention,

and has successfully passed through somewhat trying times apparently without loss of either prestige or efficiency. The association is now in a position to attack the grievances of the retail druggist with an effectiveness never before equalled. The unity of purpose has never been in doubt, the differences being merely those of methods of procedure for attaining the common end. The past months have cleared the air, and have shown more fully the advantages and disadvantages of the various plans. United action in accordance with some approved method may be safely predicted for the near future.

Other branches of the trade have held their various conventions. In most cases so little was found that required discussion or remedying that a large part of the time was spent in rendering thanks in the most approved fashion, that is, in having a good time. The various schools and colleges of pharmacy all report large classes and students enthusiastically satisfied with the courses given. An unsatisfied demand for competent clerks in all parts of the country is cause for thankfulness, for the clerk and proprietor alike, for if the latter were not prosperous no additional clerks would be required.

This is all as it should be, and the individual who, in the presence of all this prosperity, is still unable to feel any warmth or glow in his poor shrivelled little heart deserves no turkey to lighten his gloom. It is the good fortune of the Era to appear upon Thanksgiving morning each year. May it furnish additional good cheer to its readers of the present year.

ANTITOXIN FROM MUNICIPAL AND PRIVATE LABORATORIES.

The occurrence, in St. Louis, of a number of cases of tetanus in consequence of the use of antidiphtheritic serum furnished to physicians by the city board of health, has been noted in the news columns of the Era. According to the latest reports, twenty cases of tetanus have occurred, resulting in a dozen or more deaths. Investigations undertaken by the authorities seem to show that the contaminated serum was obtained from a horse which later developed symptoms of tetanus and was promptly killed. This explanation of the source of infection is, however, not accepted as satisfactory by some bacteriologists. It is claimed that the infection could not have been derived from the blood of this horse, but must have been introduced into the serum during subsequent manipulation of the material. Whence the contamination came is now, however, of minor importance. It is unfortunately a fact that the serum contained the tetanus poison, and it is quite evident that its

preparation was not conducted with the necessary care. Some precaution, which should have been taken, must have been neglected or the deplorable loss of life could not have occurred.

It is a significant fact that this infected serum was obtained from the health officers of a city government, and not from one of the antitoxin laboratories established with private capital. The Era has from time to time pointed out the injustice and folly of government appropriations to cover the expense of manufacturing serums and other remedial agents in competition with private establishments. The competitive production and sale of materials for which private citizens have established manufacturing plants at great expense is a strange undertaking for a government which protects other industries by means of tariff regulations. This consideration is, however, of secondary importance in industries involving matters concerning the public health. The advocates of the production of serum by government and municipal institutions have argued that this industry is of such vital importance to the public and requires such careful manipulation to prevent contamination that its exploitation cannot be safely left to serve as a source of private gain. It has been claimed that the safety of the public demands a strict governmental supervision and control of these enterprises, and that when left to private enterprise this would be sacrificed in order that the establishments might pay handsome dividends to their owners. The deplorable occurrence in St. Louis proves the utter fallacy of this argument. Carelessness such as must have been permitted in the preparation of the contaminated serum would never have been tolerated in any of the private laboratories of the country, for the very good reason that one such occurrence of wholesale infection would inevitably ruin any business carried on under the conditions of ordinary competition. Responsibility for a private success in this industry is inseparably connected with responsibility for the safety of the public. This personal responsibility to private capital seems to protect the public against accident far more thoroughly than is possible under municipal control, under which merit and efficiency are seldom the only recommendations for position and preferment. The managers of private enterprises, of which the success and the very existence depends upon the constant exercise of the utmost care, may safely be depended upon to select the most improved appliances and the most thoroughly trained experts and to enforce rigid adherence to the most approved scientific methods. The public at large will be slow to forget the St. Louis disaster, and will hesitate before making further appropriations for purposes supposed to safeguard the community against accident, but which have, in reality, proved to be highly dangerous and unnecessary experiments.

LIQUOR LAWS AND THE DRUGGIST.

Upon another page of the present issue appears a report of some rather unusual proceedings against the druggists of Hartford, Conn. It seems that a law in that State requires all druggists, as well as all liquor dealers, to keep exposed in their places of business the licenses which permit them to keep and sell liquors. A license of this kind appears to be unpopular with the pharmacists, as well as with the pub-

lic, and no one takes much pride in exhibiting these obnoxious documents. In consequence, this provision of the law has been somewhat of a dead-letter for some time past, most druggists complying, in a manner, with the law by keeping their licenses about the premises, but in rather inconspicuous places.

Things proceeded as satisfactorily as possible under these circumstances until a police officer appeared upon the scene, who happened to be uncomfortably ambitious to earn his salary. As a result of the efforts of this zealous officer a number of druggists, generally supposed to be law-abiding citizens, were compelled to appear in court and answer charges of violation of the statutes. Upon advice of an attorney, most of those accused pleaded not guilty, and, after the payment of costs, were permitted to resume the role of respectable citizens. But one of their number, apparently a person of that unyielding quality of mind for which New England is famous, refused to take advantage of what he considered a technicality. Although he had been entirely ignorant of the law before appearing in court, he was then convinced of his guilt, and considered it only just that he should receive punishment. This worthy apothecary, therefore, insisted upon pleading guilty and paying the penalty provided for the crime. He left the court-room poorer by \$10 more than his fellow transgressors, and his name was inscribed in the records of the court as having been convicted for a first offense; but he doubtless considered this a trifling price to pay for the privilege of being right.

This case, in which probably the most innocent and conscientiously honest citizen of the entire town was convicted of an offense of which he was entirely ignorant, sheds a curious light upon this law. Regulations for the sale of liquors are worthy and necessary laws, and it is difficult to consider this provision unjust in any way. The principal trouble seems to lie in the fact that the law classes all dealers in liquors alike, while the public, including the pharmacists, are unwilling to look upon the druggists as belonging to any but the most worthy class of citizens whose minds should not be troubled by questions of law. The druggists seem to have taken these things for granted, and to have innocently made themselves liable to the condemnation of a very just law. It appears scarcely worth while to neglect compliance with a regulation which is productive of so little hardship and trouble. As for the gentleman who insisted upon having the "law of himself," it is unnecessary to say that the physicians of Hartford may feel reasonably sure of one pharmacy in their city where their prescriptions will be filled without the least danger of substitution.

SANDALWOOD OIL.—According to M. Potviet (Br. and Col. Dr.) genuine sandalwood oil has the following properties: Sp. gr. at 15 degrees C, .975 to .985; optical rotation in 100 mm. tube—17 to 20 degrees; solubility in 70 per cent. alcohol at 20 degrees C, 1 in 4 to 4.5; it contains at least 92.5 per cent. santalol. This author finds that the requirements usually considered sufficient to identify this oil are answered by mixtures of East and West Indian sandalwood oils and cedarwood oil. It has also been difficult to detect the addition of Macassar sandalwood oil. The oil obtained from billets and roots of the wood has a finer odor than that prepared from chips, but it contains a smaller proportion of santalol.

(For the Era.)

A PROFITABLE "SIDE-LINE" FOR THE RETAIL DRUGGISTS.

By FREDERICK T. GORDON, Pharmacist, United

States Navy.

In reading the reports of the recent meeting of the American Pharmaceutical Association, I was greatly impressed as to the value to the retail druggist of a suggestion made in the address of Chairman H. P. Hynson of the Section of "Practical Pharmacy and Dispensing." In it Mr. Hynson called attention to the suitability and profit of a "side line" of supplies of test solutions, stains and reagents for microscopical work, "physiological" solutions, etc., for physicians, pointing out that such a line was entirely within the province of the pharmacist and the manufacture is not any more difficult than are many of the ordinary pharmaceutical operations. Since reading this excellent presentation of the subject I have made a number of inquiries as to the feasibility of its adoption by the retail druggist, and have also investigated as to the necessary amount of capital to be invested, the practical details of the manufacturing and the position of physicians regarding it. The conclusions I have reached I now take pleasure in presenting to my fellow druggists through the Era.

First, will such a "side line" pay? Yes, it will pay well if it is taken up earnestly and thoroughly, if it is properly placed before physicians and if an adequate supply of the best chemicals, stains and accessories be maintained. Unless the intended adopter of the idea means to carry it out thoroughly and give it his time and attention he had better not undertake it, for half-hearted attention or a "skimpy" line will bring him failure every time.

Second, what amount of money must be invested in such a "side line?" The answer to this question depends entirely upon the amount of stock carried. The chemicals needed for making volumetric and test solutions should be of the quality known as "chemically pure," used by analysts generally. At the beginning of the plan probably 500 grams of the alkalis, and acids, from 25 to 100 grams of the reagents, such as copper sulphate, barium chloride, etc., and about to grams of about six aniline colors used for stains will be sufficient. Other articles used by microscopists are Canada balsam, in 25 and 50 gm. collapsible tubes, asphalt or Brunswick black varnish, in 10 gm. bottles, gelatin, in viscoid solution preserved by oil of cloves and in collapsible tubes, damar or copal varnish, syrupy solution in xylol or benzol, paraffin, of different melting points, "gold size," all of which are used in mounting or preparing specimens on slides; absolute alcohol, 95 per cent. alcohol, pure turpentine, benzol, xylol, rectified benzine, oil of cloves, ether, chloroform and distilled water, these for making stains, solutions, etc.; C. P. acetic, hydrochloric, nitric and sulphuric acids, dispensed in 25 Cc. glass stoppered bottles; aqua ammonia, liquor potassae and sodae, in rubber stoppered 25 Cc. bottles, chromic and osmic acids, in 10 per cent. solutions, g. s. bottle, and certain other articles in local use, to be supplied on demand. Only small quantities of most of these articles need be kept in stock. Flasks and glass stoppered bottles for containing the solutions may be bought in the quantities shown to be necessary while burettes, pipettes, beakers, test-tubes, etc., should already be a part of the pharmacist's laboratory. The supplies for microscopical work, slides, cover-glasses, culture tubes, flasks, watch-glasses, dishes, etc., are not expensive and may be bought at first in small quantities. It would be a good plan, especially for druggists in the smaller towns and cities, to secure the agency for some firm manufacturing a standard line of microscopes and accessories, such as Bausch & Lomb, Syracuse, N. Y., or Queen & Co. of Philadelphia, and to carry a stock of supplies on commission. Microscopes and the expensive apparatus need not be kept as the catalogues issued by such firms give ample

information to intended purchasers, who, by the way, generally know just what they want. No doubt the large firms dealing in microscopes would be glad to be represented by druggists in the smaller towns and cities and profitable terms should be easily made.

Third, will physicians support this "side line?" To this question I can answer emphatically, yes. Physicians outside of the large cities are compelled to keep quite a stock of chemicals and stains on hand and to order these from distant points, at the cost of time and money, the convenience of being able to get anything they may want from a druggist in their own town will be greatly appreciated. Besides, doctors as a rule hate to spend their time "messaging" with stains and reagents, they would far rather pay some one for making these for them as needs arise than bother with them, as is shown by the large stock of these catalogued by the physicians' "supply houses." I have questioned a number of physicians who use the microscope in their daily work and all but one told me that they would only be too glad to be able to buy their stains, etc., ready-made from the drug store and that they hoped to see some druggist in their neighborhood adopt the idea. An enterprising druggist ought to secure every bit of this trade.

Last, does the preparation of the materials of this "side line" call for special skill, is it difficult and does it take much time? Every druggist worthy the name should be able to prepare and standardize the volumetric test-solutions of the U. S. P.; this takes the most time of all and demands the most skill. Stains, etc., are easily prepared, sterilization of physiological solutions can be made a routine matter, and the preparation of the various reagents used is no more difficult than compounding prescriptions. Practice will bring easy working. Probably the best plan to adopt at the starting of this "side line" for ascertaining the kind and quantity of solutions, stains and reagents likely to be in demand would be for the druggist contemplating it to call on the physicians of his section and acquaint them with his plans, and ask them what materials they would like to have stocked and in what quantities. It is hardly necessary to say that it would be poor business to make up large quantities of various solutions until it was certain that there would be a demand for them.

Now as to what is likely to be in demand. No better list could be made than that given by Mr. Hynson, so I will quote from his paper. "Although no great variety of volumetric solutions are called for, quite a quantity of deci-normal sodium hydrate solution is sold." To this I would add normal and deci-normal solutions of sulphuric, oxalic and hydrochloric acids, the same of sodium and potassium hydrate, deci-normal solutions of sodium hyposulphite, iodine, potassium permanganate, potassium bichromate and silver nitrate. These are prepared according to Pharmacopoeial directions, using either pure re-crystallized oxalic acid or recently heated sodium bicarbonate (then the carbonate) as a standard. For urinalysis, the following solutions will be in demand: Silver nitrate, 1 Cc. of which equals 0.01 gm. chlorine; barium chloride, 1 Cc. of which equals 0.01 gm. sulphuric acid; uranic acetate, 1 Cc. of which equals 0.01 gm. phosphoric acid; mercuric nitrate, 1 Cc. of which equals 0.01 gm. urea; Esbach's "Albumin Test Solution," (containing 1 per cent. of picric acid and 2 per cent. citric acid in each 100 Cc. distilled water) and Fehling's solution, standardized. This latter is made by dissolving 34.652 gm. of pure copper sulphate in 500 Cc. distilled water (solution A), 175 gm. potassium and sodium tartrate, and 45 gm. sodium hydrate in 500 Cc. distilled water, (solution B). The two solutions are dispensed separately in glass-stoppered bot-

ties and are mixed only just before use. Other test solutions used in urinalysis are sodium hypobromite or hypochlorite, freshly made. Nylander's bismuth solution, Purdy's solution, Pavy's solution, solution of indigo-carmine, etc., and the usual acids and alkalis. Nylander's solution of 4 gm. Rochelle salt and 8 gm. sodium hydrate in 100 Cc. of water until it is dissolved, adding water finally to make up to 100 Cc. Pavy's solution, which is coming into much use lately for testing for sugar in urine, is made as follows: Dissolve 34.62 gm. copper sulphate in 500 Cc. distilled water; dissolve 170 gm. each of Rochelle salt and sodium hydrate in 500 Cc. distilled water; mix the two solutions, take 120 Cc. of the mixture and add 400 Cc. ammonia water, sp. gr. 0.88, dilute with water to 1000 Cc. 10 cc. equals 1 Cc. of Fehling's solution or 0.005 gm. of glucose. The full quantities of solutions 1 and 2 need not be made, only 100 Cc. of each, if desired. While on this topic, indicators might be mentioned. Litmus, blue and red, phenolphthalein, methyl orange, rosolic acid, cochineal and haematoxylin test solutions of the U. S. P. will usually be all required.

The "physiological" solutions likely to be called for will be comprised in the following list. Normal salt solution, 6 gm. of C. P. sodium chloride in 1 liter of distilled water, sterilized in 50 Cc. flasks just prior to dispensing, the flasks being stoppered with a wad of absorbent borated-cotton tied down with thin sheet rubber. Great care must be taken with this and all solutions intended for injection into the body tissues to perfectly sterilize both solutions and containers. A good plan is to almost fill pint Florence flasks with the liquids, stopper loosely with borated-cotton and sterilize in a water-bath which comes within an inch or so of the top of the flask. Flasks may be sterilized previously in a water-bath or in the oven of a stove. Tablets of sodium chloride, 1 gram each, for making normal salt solution are also commonly called for. Thompson's "Bladder Irrigating Fluid" is made by dissolving 6 gm. sodium chloride, 10 gm. sodium bicarbonate, 20 gm. of glycerin in 1000 Cc. distilled water and sterilizing. Muller's "Preserving Liquid" is a solution of 10 gm. sodium sulphate and 25 gm. potassium bichromate in 1000 Cc. distilled water. An injection of potassium permanganate now much used in treating gonorrhoea is conveniently dispensed as a 5 per cent. solution of potassium permanganate in distilled water, made exactly neutral; 20 Cc. of this with 980 Cc. of water or the bladder irrigating fluid makes a 1000 solution. Dispense in 100 Cc. glass-stoppered bottles.

A solution often used in the treatment of diphtheria is Loeffler's "Diphtheria Solution." This must not be confounded with other solutions bearing Loeffler's name, several of these being tissue and bacteria stains. The "diphtheria solution" is made by dissolving 40 gm. crystallized menthol in sufficient toluol to make 144 Cc., to which is added 16 Cc. of tincture ferric chloride and absolute alcohol sufficient to make 400 Cc. This solution is best dispensed in a wide-mouth cork stoppered bottle, with a swab of sterilized glass wool or gauze. Solutions of the suprarenal gland have been practically displaced by the more powerful and better keeping solutions of adrenalin chloride. These should be kept in small tightly corked "homeo" vials in a cool, dark place. A solution of pepsin for use as a solvent of dead bone and tissue will sometimes be called for. An excellent formula proposed by M. I. Wilbert of the German Hospital, Philadelphia, is this: Pepsin, aseptic, scale 50 gm., menthol, thymol, eucalyptol, oil of gaultheria, of each 0.5 gm.; dilute hydrochloric acid 20 Cc., glycerin 50 Cc., alcohol 25 Cc., distilled water enough to make 1000 Cc. Dissolve the pepsin in half the water, to which has been added the acid and glycerin; dissolve the menthol, thymol, etc., in the alcohol; stir into this about 400 Cc. of water, mix the two solutions and filter through talcum, passing enough water through to make the measure 1000 Cc. Vaccine and the various antitoxins would also come under this heading.

As aids to surgical practices Mr. Hynson suggests mucilaginous lubricants, green soap, etc., dispensed

in collapsible tubes. These should be perfectly sterilized and antiseptic. Mr. Hynson has been kind enough to supply me with his formula for an "Iceland Moss Lubricant," which, when skillfully carried out, affords a beautiful product. To make this a rather thick mucilage of Iceland moss is first made and strained until clear, boroglyceride, 4 per cent.; formalin, 40 per cent., 1 per cent.; and glycerin, 10 per cent., are then incorporated, the mass sterilized by heat and poured into the tubes while warm. The success of this lubricant depends upon the mucilage of Iceland moss made; this should be jelly-like, yet thin enough to flow freely.

Various nebulizing solutions or liquids are also suggested, formulas for which may be obtained from the physicians or from the manufacturers of the nebulizers. These are being more and more used of late. Possibly various antiseptic solutions of commonly used strength may be found a desirable addition. Mercuric chloride, boric and carbolic acids, Dobell's and Seiler's solutions Thiersch's solution (boric and salicylic acids, in saturated aqueous solution), and formaldehyde (formalin) are all much used. Tablets for preparing some of these solutions also sell well. It seems hardly necessary to mention distilled and sterilized water, which are frequently wanted in a hurry by the surgeon for operations.

The list of stains and reagents for microscopic work may be almost indefinitely lengthened but as Mr. Hynson says, "The variety of stains is not large for ordinary demands and not more than six or eight need be kept made up." "Gabbett's stains, carbol-fuchsin, methylene blue, Ehrlich's tri-acid stain, Jenner's gentian violet, haematoxylin-alum and Toison's dilution solution are among the most prominent." "Success in their preparation depends largely upon the quality of the dry colors; ordinary commercial anilin will not not answer." "Gruebler's colors are the best to be had, and although comparatively expensive can be used and still a good profit secured." While formulas for these are in most text-books it will not be out of place to give those for the above mentioned, with a few others likely to be asked for.

Gabbett's "Acid Blue"—methylene blue 1 to 2 gm., 25 per cent sulphuric acid 100 cc; dissolve.

Carbol-Fuchsin: Fuchsin, powdered 1 gm., dissolve in 10 cc, alcohol; carbolic acid 5 gm., dissolve in 85 cc distilled water; mix the two solutions and add water, after filtration, to make 100 cc.

Ehrlich's Tri-Color-Stain: Saturate aqueous solution of orange—G. 6 cc, saturated aqueous solution of acid fuchsin 4 cc., mix these and add slowly saturated aqueous solution of methyl green 6.6 cc. Add, in order named, glycerin 5 cc, alcohol 10 cc and water 15 cc; let stand 24 hours and decant clear liquid. This solution is improved by keeping.

Loeffler's Alkaline Blue: Saturated alcoholic solution of methylene blue 30 cc, 1 per cent aqueous solution of potassium hydrate 100 cc.

Gentian Violet: Gentian violet 10 gm., aniline oil 4 gm., alcohol 20 gm., distilled water 176 cc. Add the aniline oil to the alcohol, dissolve the color in water and mix slowly, with constant shaking.

Picro Carmine: Carmine 10 gm., picric acid 20 gm., aq. ammonia 50 cc, distilled water q. s. to 1,000 cc. Dissolve the solids in the water by aid of the ammonia, using half for each and mixing the two solutions.

Acid Blue Stain: Methyl blue 2.25 gm., absolute alcohol 30 gm., sulphuric acid 12 gm., distilled water q. s. to 100 gm. Dissolve the color in the alcohol, add the acid to the water and mix the two solutions slowly; let stand 24 hours and filter clear.

Haematoxylin-alum Stain: Haematoxylin, crystal, 1 gm., alum, crystal, 2 gm., alcohol, 10 cc, distilled water q. s. to 1000 cc. Dissolve the color in the alcohol, the alum in the water, mix slowly and filter if necessary.

Loeffler's "Flagella Stain": Tannin 20 gm., dissolve in 80 cc distilled water, add 5 cc of a cold saturated solution of ferrous sulphate and 1 cc of a saturated aqueous solution of fuchsin; filter if necessary.

Reducing Solution: Gallic acid 5 gm., tannin 3 gm., potassium acetate 10 gm., dissolve in distilled water q. s. to make 350 cc.

Toison's Dilution Fluid: Methyl violet .025 gm., dissolve in a mixture of glycerin 30 cc, and distilled water 80 cc, (a). Sodium chloride 1 gm., sodium sulphate 8 gm., distilled water 80 cc (b). Mix the two solutions slowly and filter to a clear solution.

Aniline Water Solution: Add about 5 cc aniline oil to 500 cc warm distilled water in a bottle, shake frequently until the water is saturated and decant the clear solution after standing until the excess of oil settles.

"Stock" stains of the commonly used colors will be useful; these are saturated alcoholic solutions of the dyes made by adding an excess of color to alcohol, shaking until all soluble is dissolved and pipetting off the clear supernatant liquid as needed. The following may be made up in quantities of about 50 cc, at a time: Fuchsin, gentian violet, methylene blue, eosin, safranin, bismarck brown, malachite or methyl-green and orange G. For staining slide preparations these concentrated solutions are diluted with either distilled or aniline water, sufficient being used to make a solution transparent in layers of about 12 to 15 millimeters thick. This dilution, however, will not usually be made by the druggist, the operator generally preferring to make his own, as opinions vary as to the depth of the stain to be used. The concentrated "stock" solutions are intended for this purpose; they may be dispensed in small bottles, about 15 to 25 Cc., carrying a pipette for convenience. Straight medicine droppers with good rubber tops answer perfectly for this.

A few other articles may be mentioned, reagents and culture materials. Ehrlich's "Di-azo Test" for typhoid fever is now generally used as an aid to diagnosis. This is dispensed in glass stoppered bottles in two separate solutions, to be mixed immediately before using. Solution A is: Acid sulphuric, 1 gm.; acid hydrochloric, 25 Cc., in distilled water q. s. to 500 Cc. Solution B is: Sodium nitrite, 0.5 gm., in distilled water 100 Cc. In using, 10 Cc. of solution B are mixed with 90 Cc. of solution A. Gunsberg's test for free hydrochloric acid in gastric juice is: Phloroglucin, 2 gm.; vanillin, 1 gm., dissolved in 30 gm. of alcohol. Other reagents will likely be asked for by physicians according to their formulas. A stock of nutrient media for germ cultures, such as gelatin, agar-agar, arrowroot starch, albumin, beef-juice, broths and bouillons, might also be added to our list. Sterilized culture media of varying formulas could be supplied on order from the bacteriologist at a good profit, test-tubes, flasks and Petri dishes being used for dispensing them, and they are not at all difficult to make. The druggist's wife could show her skill here.

In conclusion I would say that the formulas here given are all tried and true. My thanks, with those of every progressive druggist, are due to Mr. Hynson for the suggestions I have just elaborated.

CAPSULES FOR INTESTINAL REMEDIES.

A process for rendering gelatine capsules impervious to the liquids of the stomach, while retaining complete solubility in the pancreatic juice, has recently been patented in Germany. The capsules, preferably already filled, are placed for ten or twenty minutes in a solution of aldehyde or acrolein, the strength of the solution varying from .5 to 1 per cent., according to the thickness of the walls of the capsules. They are then dried at from 30° to 50° C. This treatment is said to render the gelatine entirely insoluble in warm water or in the gastric juice, but still capable of being digested by the pancreatic juice in the course of about two hours.

PLANTOSE is a new form of plant albumin prepared from rapeseed by Roos (Ch. & Dr.). It is said to be a very pure form of albumin, and to be very nutritious and easily digested.

OUR LETTER BOX.

We wish it distinctly understood that this department is open to everybody for the discussion of any subject of interest to the drug trade, but that we accept no responsibility for the views and opinions expressed by contributors.

Please be brief and always sign your name.

REASONS FOR THE SCARCITY OF PRESCRIPTION CLERKS.

To the Editor: Pueblo, Colo., Nov. 14, 1901.

As all articles in the Era are open for criticism I would like to criticize that entitled "The Scarcity of Prescription Clerks," for I have never heard "much higher scholarship requirement" given as a reason for this condition. This may be one way of looking at it; but the true reason why the number of registered pharmacists put on the market after each examination of any State board is not as large as formerly is because fewer enter for examination. The main causes in my mind, for the scarcity of clerks, are the long hours and small pay; and not until the druggist realizes the situation of which he certainly must know, will he ever have competent clerks, for under the present conditions they will seek some other business. Let me give you an example of the two main evils that exist. Having worked at surveying for two months because it was just as profitable as the drug store and offered in addition shorter hours of work, and having decided to obtain a position indoors for the winter, I wrote to a druggist for a situation. In reply I was given an outline of the number of hours I would be obliged to work for \$60.00 a month, namely, from 9:00 a. m. to 11:00 p. m., an hour being allowed for the two meals, dinner and supper, and Sunday afternoon off. Is this not discouraging, and enough to drive competent clerks out of the profession?

"The 'prospective druggist' is correctly advised when he is informed of the long hours and small pay. The 'bright young man is still willing to engage in pharmacy?' Not in all my eight years' experience have I seen it more difficult to secure a bright and desirable boy than in the last two years. While clerking for the largest retail druggist in New York, a few months ago, I had occasion to observe that it was the most difficult matter to obtain a good and bright boy. This is not surprising, for boys will not undertake the long hours of work which this occupation offers them. A prominent physician said to me one day, 'If I had a grudge against a boy, I would put him in a drug store, see that he became a full-fledged pharmacist, and would then feel that my grudge was satisfied.'

When the druggist remedies these two evils, the demand for competent clerks will be reduced to a minimum.

JOHN N. ZOOK.

OHIO IN THE N. A. R. D. CONVENTION.

To the Editor: Chicago, Ill., Nov. 17, 1901.
Replying to the statement of Mr. E. R. Cooper, in the Era of November 14, 1901, page 563, I need not refer to the stenographer's minutes. I heard with mine own ears that a gentleman shouted, "Ohio files notice right here that if the Worcester plan is rejected, Ohio withdraws from the N. A. R. D." Every delegate with whom I discussed this threat heard what I heard. Whether Mr. Cooper heard it—I cannot say. Whether this gentleman was authorized to make this threat, I do not know. I do know that nobody from Ohio rose to say aught to the contrary, and I also know when Mr. Zwick, at the close of the convention got up and pledged Ohio's loyalty to the N. A. R. D., the convention applauded him lustily, on account of the previous unchallenged threat made by the Ohio delegate, as stated in my letter to the Era of October 23.

W. BODEMANN.

Action of the N. O. D. A.

To the Editor: Cleveland, Nov. 19, 1901.
In compliance with action taken at the Northern Ohio Druggists' Association meeting held Nov. 18th, I herewith enclose you copy of resolution adopted at the meeting, and also a communication addressed by Chairman E. C. Lingan to the "American Druggist."
Yours truly,
WM. F. KUDER, Secretary N. O. D. A.

The Resolution.

RESOLVED, that the Northern Ohio Druggist Association approve and endorse the action of their delegates at the N. A. R. D. convention at Buffalo, and resolved that we deprecate the manner in which such portions of said proceedings as relate to remarks of our chairman were reported in the "American Druggist" of October 28; and resolved that we authorize the secretary of this association to forward copies of this resolution and Chairman Lingan's reply to the "American Druggist," to all leading pharmaceutical journals. (Adopted November 18, 1901).

Chairman Lingan's Letter.

To the Editor of the American Druggist: The account of the action of the Ohio delegation at the N. A. R. D. convention as published in your journal of October 28, is so manifestly unfair, unjust and incorrect, that I feel, as do the other delegates from Ohio, that there is some animus in publishing such a misstatement of facts, and do not feel that it should go unchallenged. Ohio has no apology to offer for its course in the convention and at this time sees no reason for changing our views in regard to the essential points we contended for, which we still believe will finally be adopted by the National body. Ohio's reason for taking the stand she did, was, that our experience with the tripartite plan as operated by "the powers that be," (or were) was a dismal failure. We felt and still feel that had the tripartite plan been reinforced as recommended by President Anderson we could have relieved the National Executive Committee of lots of labor in its enforcement. Again, the reason Ohio took the stand she did, was because of the method attempted to smother all further discussion of the question, by a motion to refer the matter to a sub-committee. My language on floor of the convention as can be verified by stenographic report (see Merck's report) was as follows: "Ohio desires to say that if this resolution is smothered or pigeon-holed, we will not be responsible for the future course of Ohio in the National Association, but if the matter is given a fair discussion by the body of the convention, we will submit to the will of the majority." In view of the record it is hardly necessary for Ohio to declare its loyalty, we stand to-day as always, ready to contribute our means and labor to any cause that means the benefit of the retail druggist.

(Signed) E. C. LINGAN,
Chairman N. O. D. A. Delegation.

PRESENT THE PROOF, THE BOARD WILL DO THE REST.

To the Editor: Chicago, Ill., Nov. 17, 1901.
Replying to "Proprietor" who, in a letter which appears in the Era of November 14, finds fault with the pharmacy law of Illinois: A certificate from this State, or any other State, is no guarantee against the drink habit or any other defect of character. The pharmacy law authorizes the Board to revoke certificates on proof of habitual intoxication, etc. If no such proof is presented, no action can be expected. Let a "Proprietor" present such proof; he will find that just one example of a revoked certificate will keep more clerks straight than complaining about this unfortunate condition under a nom de plume in the journals. Read the law, Mr. Proprietor; push the button. The Board will do the rest.

W. BODEMANN.

PRIZE ESSAY ON TRADE INTERESTS.*

By W. BODEMANN.

Most papers presented at conventions are written for some particular purpose; some for the glorification of the author, and some for the purpose of getting even with some other fellow. In some papers I have been unable to discover any purpose whatever. This paper has only one purpose and excuse for its appearance, and that is to get the prize of \$15 offered by your executive committee. The subject selected by this committee is "Trade Interests."

I have had the pleasure of looking over a great many trade interest papers, some of them being without any interest whatever, but merely long lists of market quotations, fluctuations in prices, etc. I ask leave to be permitted to cover a wider field than figures and statistics.

I firmly believe that at present there is nothing of so great importance to the retail pharmacists as our successful battle for lost ground. We surely have lost ground, although perhaps not as much as some calamity howlers try to make believe. As long as I can remember, and my United States' memory runs back for thirty-four years. I have observed that at all times somebody would bemoan the conditions of the present and praise the situation of fifteen years ago. But having a good memory, I well remember that these same identical pessimists fifteen years ago were complaining just as bitterly then as they are now. They now want us to believe that fifteen years ago everything was lovely. I see them before me vividly as they appeared fifteen years ago, and what do I behold? They were then just as pessimistic as they are now, and all they could say was that times were hard, but much better than fifteen years ago. Therefore, it is to the greatest interest to our ranks not to lose hope, but to be cheerful. Let us all unite, one and everybody, in the most loyal, hopeful, self-sacrificing support of that one anchor of hope, the N. A. R. D. I know of nothing of such vital importance to the drug trade as the royal battle now being waged by our great combination of forces represented in this N. A. R. D. We can make up our minds to one thing as indisputable, and that is, if our present efforts for a powerful representative central national organization should fail, we will never see the day when as much as an effort for such a body will be renewed. We of Illinois should be particularly proud of the N. A. R. D., as it is an Illinois product, born and raised in this glorious State.

My next subject of interest is the pharmaceutical press. The press is mightier than the sword. Give the pharmaceutical press your loyal support and your best thoughts. You can do it if you only say "I will." Not all writers need be editors, nor all editors good writers. Some of them write by the yard, because they have to, and not because they have something on their minds to write about. Whenever you have an idea to promulgate, do not hesitate, do not be timid, but pick up your pen and write just as you think and feel, to your journal. In this way only can we get at the best thought and bring out new ideas. Cultivate this habit, and you will soon be a better writer, and, what is worth more, a better and more careful reader of the pharmaceutical journals.

My next point of interest is the apprentice. Gentlemen, here lies the rub. Many of our present afflictions are due to the fact that we have been careless, if not reckless about the new crop of pharmacists. Our ranks have become not only overcrowded, but overcrowded by undesirable, incompetent, unscrupulous material that resorts to peanut-stand tactics in order to get a "scoop" on competitors. Increase your ranks by men who believe in worth and merit, and you will find that such men will stand on their dignity. They will not allow the public to kick them around like slaves, nor the medical profession to totally disregard pharmaceutical skill and thorough-

* Read before the Illinois Pharmaceutical Association and contributed for publication in the Era by the author.

ness. One of the most important points you should always bear in mind is to not allow unschooled boys to act as your apprentices. Although it may be a task on your time and patience, you should take the trouble to give your apprentices such a training as can only be had behind the prescription counter, under intelligent preceptors. During the dull hours of the day and evening take your apprentice in hand and show him how to make pills, powders and different preparations. Last, but not least, give him problems to work out in arithmetic, percentage, doses, and acquaint him generally with the metric system. Let there be a pharmaceutical community of interests between the active pharmacist, the colleges and the boards of pharmacy; let these three agencies join hands to make the future pharmacist a more competent, more self-respecting, more reliable quantity.

If you will permit me to refer to my experience as examiner of apprentices for registration, I can assure you that I, and, for that matter, all my colleagues on the board, have very slim occasion to go into the applicant's knowledge of pharmacy, botany and chemistry. Our experience shows a pitiable condition of affairs. What is the use to examine a candidate in theoretical pharmacy, when we find that he is unable to figure out how much morphine is necessary to make 2 ounces of a 3-per-cent solution, or how much strychnine there is in each pill if you use one-third of a grain in 24 pills? Such incompetents ought not be admitted to examinations, ought not be permitted to enter colleges; nay, ought not be permitted to apprenticeship in a decent pharmacy. You can no more raise peaches on a huckleberry bush than you can make a good pharmacist out of a boy unfit to figure out the simples problem in arithmetic.

Let all good and true pharmacists who have the future of their profession at heart join hands with our colleges and boards to raise a better stock of young pharmacists than has been our lamentable habit in the past.

Another point, and one of direct financial and commercial interest, is association work. The average attendance at our meetings goes to show that the value and importance of our associations are not appreciated as they should be. Charity commences, or ought to commence, at home. So with association work. Every druggist, no matter in what humble village he may live, should constitute himself a committee of one, visit his neighbors and get the home circle started. It is said of the druggists, and I believe truthfully, that a majority of us are narrow and biased in our views. How can you expect a man to be broad and generous if he does not get away from his counter, but sticks to it year in and year out? Let the druggists throughout the land get away from their daily surroundings once in a while, exchange opinions, "swap" stories with their fellow druggists, and what will be the result? By forming the acquaintance of your neighbors you will find that it is possible to agree on a price schedule that will afford you a living profit. Indeed, we have seen it demonstrated. A little band of druggists in Chicago got together, agreed that they would all charge 50 cents for a pint of alcohol, instead of 40 cents, and several of these druggists at the end of one year were over \$100 ahead on one solitary item of their sales. Such results can be, and are had, the secret of it being local organization. You should join your local association, agitate its affiliation with the Illinois Pharmaceutical Association and the N. A. R. D., and the battle is yours.

While on the subject of associations, I would like to go on record as an earnest supporter of drug clerks' association. Let the clerks learn by experience what association work can accomplish, and the clerk of to-day will be an enthusiastic supporter of associations when he becomes an employer. Employees can only be benefitted by supporting, each in their way, a good strong association. Our interests are in common and both classes should work for the common good of pharmacy.

Attendance at association meetings is a powerful promoter of the welfare of pharmacy and pharmacists.

It combines pleasure with business. The average man can do much better work if he gets out of the rut occasionally, and finds out how others regard him. Life is short, and the time to do things is while you are young. Don't live like a clam, but get out of your shell; get a "move on you," and mix up with your brethren.

DETERIORATION OF ARTIFICIAL FOODS.*

By CHARLES H. LaWALL.

The deterioration or change which so often takes place in artificial foods, is a subject which is of vital importance, not only to the manufacturer who prepares the food and puts it upon the market, but also to the consumer who purchases it.

The druggist who keeps it in stock is an interested party as well as the physician who recommends its use.

In view of the fact that there are so many persons concerned in the matter it is strange that little or nothing has been published relative to a matter of such widespread importance, but the fact remains that all of the literature on the subject is fragmentary and confined almost exclusively to technical works with which the average pharmacist or physician is unfamiliar.

The following paper is offered with the hope that a proper understanding of the principles involved will result in the instituting of such precautionary measures as will be found necessary to prevent the likelihood or possibility of such change taking place.

To intelligently comprehend the subject, some consideration must be given primarily to the ingredients and constituents of the various artificial foods.

The constituents, taken collectively may be divided into three general classes, i. e.:

- (1) Fats.
- (2) Proteids.
- (3) Carbohydrates.

These may be still further subdivided according to their origin, whether it be animal or vegetable; the carbohydrates may be soluble or insoluble, that is, they may consist of sugars or dextrins, or they may belong to the group of starches.

The ingredients furnishing these constituents may be of the following:

Dried milk, flours or ground cereals sugars or dextrins, starches desiccated eggs or meat extracts.

The deterioration may be due to chemical changes involving one or more of these constituents or may be due to physical alterations brought about in one of several ways.

The principal causes involving chemical change may be divided into three classes, i. e.:

(1) Oxidation of the fatty matter resulting in what is commonly known as rancidity.

(2) Fermentative changes which generally affect the carbohydrates.

(3) Putrefactive changes, which involve the proteid or albuminous matter.

The oxidation of the fatty matter is the only one of these changes that can possibly take place in the dry product, as both putrefaction and fermentation require the presence of a certain amount of moisture for their accomplishment.

This oxidation, as it is called, may be of bacterial origin, or it may be due simply to the action of the oxygen in the atmosphere. The latter supposition is borne out by the fact that this change occurs in dry material (or material containing less than 5 per cent. of moisture), is favored by access of air and retarded by protection from the atmosphere.

"Thorpe's Dictionary of Chemistry" says concerning the stability of fixed oils and fats: "If air be excluded the fixed oils may be preserved unchanged for a lengthened period; when absolutely free from for-

* American Journal of Pharmacy.

eign matter most of them remain unchanged, but commercial specimens gradually turn rancid. This alteration is generally attributed to the presence of certain foreign matters, such as the cellular substance of the animal or plant from which the oil was extracted; volatile fatty acids are set free. Max Grager considers that rancidity is due to the oxidation of fatty acids and glycerine in presence of traces of water."

Decomposition of this kind is favored by continued exposure to high temperature, such as being placed on a shelf which adjoins a chimney flue.

Fermentative changes and alterations produced by the agency of micro-organisms are of rare occurrence unless the product has become damp, either from being packed in containers which were not thoroughly dried, or by the absorption of moisture from being kept in a damp place, or the packages themselves becoming wet through accident. Where the container is air and moisture-proof these latter causes are eliminated from consideration.

Mould growths will take place in the presence of 10 per cent. of moisture, while bacteria will not flourish in the presence of less than 50 per cent of moisture except in the presence of sugars, when the limit is reached with 30 per cent. of moisture.

When fermentative changes have once set in it is difficult to retard their operation.

There are some species of bacteria that will flourish after having been subjected to a pressure of 600 atmospheres for twenty-four hours and on the other hand many of them will thrive better in the absence of oxygen than when freely exposed to the air. Fermentative changes alter the nature of the product, but seldom evolve any products of a harmful nature.

It is the putrefactive changes which are most to be feared, for they involve the nitrogenous or proteid matter and often produce toxic substances such as ptomaines, or so-called cadaver alkaloids.

The cases in which putrefactive changes have taken place are of rare occurrence, however, on account of the large amount of moisture necessary for their successful accomplishment. Then, too, such alterations are usually accompanied by the production of sulphuretted odorous compounds which give warning of the change which has occurred. The first step in putrefaction is the peptonization of the albuminous matter, after which the liberation of volatile fatty acids and sulphuretted gases takes place and the production of the toxic principles or ptomaines is the last step in the series of changes which take place.

It therefore follows that, if air and moisture be excluded, food products will keep for an indefinite period and this has been borne out by experimental work performed by numerous investigators on the subject.

When the package is not air tight the product should always be kept in a cool, dry place, as this is the safest way to minimize the chances of deterioration occurring.

Another change which often takes place in products of this kind is one which involves purely physical processes and which is applicable also to many other substances kept in the store, such as ground drugs and spices.

This change is produced by the absorption of odorous compounds and subsequent alteration of odor and flavor, either by the close proximity of some volatile body having a powerful odor, or by the standing in an atmosphere surcharged with such odorous compounds. It is a well known fact that most drug stores have a distinctive odor usually of an unpleasant character, and at certain seasons of the year, when naphthalene or "coal tar camphor" as it is termed, is in great demand, some druggists have window displays in which a large amount of the product is heaped up so as to attract attention. As this compound is very volatile and of a peculiar penetrating odor it can easily be seen that when the store is closed up for the night so that there is no ventilation to carry the odor out, every container in the store which is not practically air-tight will be subjected to the influence of this va-

por, and in such cases as the food products, ground spices and many of the ground drugs, enough of the odor is often absorbed to be readily appreciable to the senses for a long time afterward. A retail druggist some time ago was questioned on this subject and in reply said that he had learned this fact after losing two customers who had bought ground spices from him after he had been having a window display of flake naphthalene, and that he now handled the substance only in sealed cartons, and had also taken the trouble to rearrange his drawer stock so that the strongly odorous substances like asafetida, camphor, etc., were kept away from such substances as ground elm bark, ground spices, etc.

There is not a single druggist in the business today who does not know these facts perfectly well, but many are careless about putting their theoretical knowledge to practical use, and it is only with a view of reminding them of the possible consequences of inattention to such details that the foregoing paper is offered.

SHOP TALK.

Say what you may, the druggists learn 'twill always pay to weekly turn to this same column for advices in liberal slices, gay and solemn. The latest tricks to trade pertaining; new ways to "fix" yourself in gaining; the method best for trade extension; the takingest commercial mention; ways to avoid superfluous toil, best keep employed "the midnight oil," instructions how to double sales, to prosper now, while rival fails; suggestions full of tip and hint as ever you'll behold in print—all these abound (we say it meekly, with bow profound) in Shop Talk weekly.

* * *

With the advent of cold weather Chicago druggists are beginning to get out their Winter trade catchers. One druggist on La Salle street, alive to the sneezing and coughing going on in the community, has tipped over a wheelbarrow in his window, loaded with horehound drops, and above the wreck he has hung a lot of flannel-lined chest protectors. Another well known druggist is pushing the sale of a line of paper vests, which he asserts are splendid things to keep out the cold. They come in all sizes, for either sex.

GLYCEROPHOSPHOROUS ACID AND ITS SALTS have been made the subject of a study by A. and L. Lumiere and F. Persin (Comptes rendus). These investigators succeeded in preparing glycerophosphorous acid by treating a slight excess of glycerine with phosphorus trichloride. The hydrochloric acid is removed from the mixture by means of moist silver oxide, while the excess of glycerine is removed by converting the glycerophosphorous acid into a salt with some base such as lime, and treating with alcohol. The alcohol precipitates the calcium glycerophosphite, while glycerine and calcium chloride remain in solution. The calcium salt occurs as a white crystalline deliquescent powder, and is permanent in aqueous solution and not affected by boiling. Most of the salts of this acid are soluble in water. Free glycerophosphorous acid has not been isolated; it tends to break up when concentrated. It is quickly decomposed at 100° C. when treated with a few drops of hydrochloric acid. The alkaline glycerophosphites are soluble in alcohol while those of lime and barium are insoluble in this solvent.

CASCARA OIL has been obtained by distillation from the bark of *Cascara sagrada* by Haensel. It has the characteristic odor of Cascara, and a bitter aromatic taste. It is a semi-solid oil having a strongly acid reaction, and melts at 18.5° to a brown liquid. The specific gravity of the oil is .9475 at 23°. The bark yields about .055 per cent. A trace of essential oil has also been found in *Rhamnus frangula*.

(Special Correspondence).

FROM THE FRENCH CAPITAL.

Paris, Nov. 6.

All the French schools have now reassembled their pupils after the long vacation, and the various faculties of the University of Paris, including the Superior School of Pharmacy, which is a faculty in all but name, will have reopened their doors by the time these lines are published. I may, therefore, fittingly allude to the new professors at Paris and Montpellier.

M. Henri Gautier

came to the Paris school of Pharmacy to fill the chair of toxicology when M. Moissan was appointed professor of inorganic chemistry. He is a pupil of the famous Polytechnic School, and afterward taught physics and chemistry there, and also at the College Ste. Barbe, recently closed. He took his pharmaceutical diploma in 1888. His work on chemistry was reviewed in some American scientific papers seven or eight years ago. Two of his special studies have been the alloyage of metals and the atomic weight of boron. He is a Parisian by birth, and is thirty-nine years of age.

When Prof. Moissan finally left the School of Pharmacy, M. Gautier succeeded him as professor of mineral (inorganic) chemistry, and the chair of toxicology was taken by

M. Auguste Béhal

who is three years his senior in age, and is a native of



M. BEHAL.

Lens. M. Béhal's pharmaceutical diploma is dated 1886, the year in which he became chief pharmacist in a Parisian hospital. He took his Sc. D. two years later, and qualified for an assistant professorship in 1899. A year later he went to Roumania on a scientific mission (study of the petroleum wells of that country). His is a well known face at the Paris Society of Pharmacy and the Society of Chemistry, having acted as secretary to both these bodies, and he is also a

member of the Society of Therapeutics. He acted for a short time as director of the Central Pharmacy of the Parisian hospitals after M. Bourgoin's death, in 1897. He lectured on "Organic Chemistry" at the Paris Faculty of Sciences from 1897 till this year, and has written a treatise of 2,000 pages on "Organic Chemistry According to Modern Theories." He has been thrice "Laureate of the Institute," not always a barren honor, for the Jecker chemistry prize is worth \$2,000 in its entirety.

M. Louis Planchon.

the new professor of Materia Medica at Montpellier School of Pharmacy, is a corresponding member of the Philadelphia College of Pharmacy, the British Pharmaceutical Society, etc. His father was Jules Emile Planchon, the famous botanist professor of Montpellier University, who began his brilliant career behind the counter of a drug store. His uncle, Gustave Planchon, was Director of the Paris School of Pharmacy. M. Louis Planchon is not an unworthy descendant of such a family. He has much of the affable presence and winning manners of his



M. PLANCHON.

uncle, and takes a keen interest in the welfare of the profession. His speeches on pharmaceutical education at the International Pharmacy Congress of 1900 raised a warm and interesting discussion, while his efforts to include micrography in the pharmaceutical curriculum, his collection of local plants at the Montpellier exhibition, and many other instances of his all-round energy and willing helpfulness might be instanced. He holds the diplomas of M. D. (1883), Pharmacist (first class 1888, superior 1891), and Sc. D. (1900). His scientific publications, one need hardly say, mostly bear on vegetable materia medica or on botanical subjects.

The specialty of

M. Fernand Jadin,

the new professor of pharmacy at Montpellier, lies somewhat in the same direction, but he has published articles and pamphlets on many various subjects, from vine and sugar-cane culture to the necessity of bacteriology classes in pharmacy schools. He was one of the vice-presidents of the 1900 International Pharmacy Congress, though only thirty-six years of age at that time. He took his pharmacy degree in 1888, his Sc. D. this year, and has worked his way up at the Montpellier University (Faculty of Sciences and School of Pharmacy) through the various grades of preparator, laboratory teacher and assistant professor. He taught hydrology and mineralogy for four years, and his "Summary" of these sciences has been published as one of the series of Standard volumes, known as the "Pharmaceutical Student's Library." Since the death of Prof. Gay, M. Jadin is scientific editor of the well-known pharmaceutical monthly, "The Bulletin du Sud-Est." He is a native of Mauritius, and was sent on a scientific mission to his native isles in 1891.

Honors for Pharmacists.

The violet rosette of "Officer of Public Instruction" has been conferred on Professors Béhal, Planchon and Gautier, above mentioned; also on Professor Klobb, of the Nancy School of Pharmacy; M. Sigalas, of Bordeaux "Mixed Faculty," and Professor Verne, the well known pharmacist of Grenoble, whose interesting notes on the "Culture of Cinchona" (read at the International Pharmacy Congress of 1900) were recently made in the Era.

The ribbon of "Officer of the Academy" has been awarded to M. Fortuné, of Béziers, one of the leaders of pharmacy in the south of France; Professor Moureu, of the Paris School of Pharmacy, and M. Charles Lord, the Paris correspondent of the "Chemist and Druggist," in the latter case for "distinguished literary services." This last award is particularly flattering, as the red, green or violet ribbon, if it is freely distributed among the French official classes, is most sparingly awarded to foreigners.

M. Berthelot's Scientific Jubilee

takes place this year, for it was in 1851 that the veteran savant entered the College de France as preparator to Balard, the chemist (who, by the way, was a drug clerk at the début of his career). M. Berthelot's pupils and friends—their name is "legion"—have decided to present him with an artistic "plaque." On one side of the plate of metal is the savant's profile, on the other symbolic figures of "Truth" and "Patriotism," standing on either side of the table where he works. M. Riche, honorary professor of the Paris School of Pharmacy, has had a "plaque" struck in his honor by the French Mint, where he still occupies the post of chief chemist. (I should, perhaps, explain that these plaques are similar to medals, but rectangular in shape, whereas a medal is necessarily circular).

Lady Pharmacists in Paris.

As a cablegram announcing the "opening of a splendid, up-to-date drug store in Paris, by Miss Imogen Wallack," an American lady, has been reproduced and commented upon by some of the American journals of pharmacy, it may be as well to mention that no one over here seems to know anything about



M. FERNAND JADIN.

the matter. To any one who knows something of French pharmacy, the fact of a lady pharmacist (even a French woman) running a retail pharmacy in Paris, important enough to "keep six male assistants busy," would seem, to put it mildly, improbable. As a matter of fact, I cannot find that any Miss Wallack has been inscribed on the books of the Paris School of Pharmacy, and no American lady pharmacist has yet opened shop here. It is true that a new pharmacy, "sumptuously installed in modern style, with gay furnishings," has just been opened by a lady in the Rue Maubeuge, but Mademoiselle Diamantberger is not of transatlantic origin. She is a student of the Paris school, and keeps one male assistant, but was herself sitting at the receipt of custom when I called. There are, therefore, three lady pharmacists in Paris now, and though I believe they will slowly become more numerous, I do not fancy that in this country the male pharmacist will ever be supplanted by the fairer sex. This with all due deference to the French woman's business abilities and the thorough capability of those already established.

A Pharmacists' Congress in Corsica

is a rare enough event to be worth chronicling. The fact is that the French Association for the Advancement of Science held their 1901 session on the romantic isle where the great Napoleon first saw the light, and the Southeastern Federation of Pharmacists thought the opportunity an excellent one to look up their insular colleagues.

The Corsican pharmacists received their continental visitors hospitably, and some charming excursions were organized to picturesque spots. Professors Jadin and Planchon, of Montpellier, were among the visitors, and at the meetings various subjects of professional interest were discussed—the pharmaceutical education question, the cutting of patents, the inspection of pharmacies, pension schemes, etc. On their return to the mainland, the Federation party called at Nice, where the local pharmacists were likewise convened, to exchange views on subjects interesting the profession, after which they dispersed to their various homes. Some found the way home led past Monte Carlo. The fare from Nice is only a quarter or so, but it turned out an expensive journey. The outing was, however, on the whole, pleasant and successful, and well worth risking the stormy Mediterranean Sea passage.

Telesphorus.

We all know Esculapius, god of healing, and the

fair goddess Hygiea, patroness of pharmacy. But Telesphorus, god of convalescence, is a less familiar figure. M. Clermont Ganneau has found his portrait on a golden plaque, near Sidon. Wrapped in a mantle, with a hood over his head, the figure of the youthful god is a novel and picturesque one, which may be recommended to the architects and decorators of hospitals, dispensaries, and the like, or even to the designers of covers of medical formulas and professional diplomas.

BUSINESS RELATIONS OF DOCTOR AND DRUGGIST*.

By JOSEPH HELFMAN.

In order to do any sort of justice to the subject which brings me here—"The Business Relations of Doctor and Druggist"—it will be necessary for you to project yourselves into the future, to assume that you have completed your work in this college, that you are all graduates, and all face to face with the most important, the most practical and the most vital questions that can possibly confront you. Having gotten your education, what are you going to do with it? What use will you make of it? How and where will you apply it in a practical way? How will you get business with it? In short, are you to regard your education as an intellectual luxury, as a species of fancy accomplishment, like the speaking of French or the ability to play the piano or are you to regard it as a truly practical implement to be made useful in your professional and financial success? When you get into business for yourself you can't wait for custom and patronage to come to you—only an imbecile does that; how, then, will you go after it and dig it up?

It is my deep conviction, and I hope you share it, that the pharmacist is and will for generations remain a mixture of tradesmen and professional man. He is a sort of professional half-and-half—a kind of professional amphibian. To be successful he must be equally at home in two elements—capable of swimming in the waters of professional life, and at the same time capable of making his way on the cold, hard, dry lands of commercial competition. To a certain extent, the pharmacist, or let us say simply the druggist, is just as much a member of a learned and liberal profession as is the physician or the lawyer or the analytical chemist. He is a professional man every time that he tests a chemical or assays a pharmaceutical preparation, every time that he compounds a prescription, every time that he performs an analysis, every time that he uses his knowledge of the toxic materia medica in dispensing a powerful remedy, every time that he applies the scientific knowledge which you have here acquired. To some of you I dare say this side of your training appeals so powerfully that you will endeavor to cultivate it altogether in your life work. Some of you, profiting by your knowledge of pharmaceutical chemistry, will seek to enter the manufacturing and chemical laboratories as analytical chemists. Then your work will be purely professional. Some of the members of these classes will endeavor to find employment as traveling agents or representatives, applying their scientific knowledge to the task of introducing and selling goods. In that case the work will be principally commercial. A few of you may drift into the job of foreman, directing the manufacturing operations of some extract department, or pill, or elixir or tablet department. In that event your work will be half professional and half executive or commercial. Others among you may teach. For some of you a mournful destiny may reserve the unhappy fate of a pharmaceutical editor. But the majority of you, I take it, will follow the drug business, first as clerks, later on, I hope, as proprietors on your own hook. Now, it is only to that majority that my message is addressed. To those among you who in-

*An address delivered before the Massachusetts College of Pharmacy, October, 16, 1901. (New England Druggist).

tend to teach or write or practice analytical chemistry my words may be, if not without meaning, certainly without benefit.

Assuming, then, that the majority of you are going into the drug business and, if you are wise, into the drug business as it is conducted not in the large cities, but rather in those of moderate size or in the smaller towns, it must be plain to you that fully half and more of your time and attention will be claimed by the regular ordinary duties of retail business life. That means that certain

Important Business Arts

you will have to cultivate and master, whether you work for yourself or for others. There is the immensely important art of buying goods. How is the druggist going to buy intelligently unless he not only studies the market but knows almost to a dot what he has in stock—unless he takes a regular inventory and keeps a careful record which enables him to see at a glance by referring to a book or a card system how much he has bought of each article, the cost, the freight, the sales or output, the margin of profit? Those of you who have worked behind the counter know how seldom the druggist is a scientific or systematic buyer, and how often his hit-or-miss, happy-go-lucky methods of replenishing stock are calculated to make an up-to-date business man tear his hair!

There is the art of salesmanship. You can't learn it in any college—you've got to master it behind the counter. To read faces, to judge human nature, to command one's temper and one's tongue, to possess the fullest knowledge of one's goods, to persevere without boring or irritating one's customer, to persuade the reluctant purchaser without misrepresenting, to exhibit always that politeness to young and old, poor and rich, which is the best of investments and pays the biggest dividends—these things the druggist must know as well as his Pharmacopœia.

There is the art of advertising. The drug business is like any other retail occupation; much can be done for it by a judicious use of printer's ink. The advertisement in the paper, the skillfully written circular, the convincing letter the bulletin board outside the door, the clever card—all these things may be erroneously regarded as beneath the dignity of college men; but I assure you that they can all be made to pull a powerful stroke for you, if you will use them diligently.

But nowhere does the average druggist show his weakness more painfully than in the important art of bookkeeping. How many druggists in your acquaintance are able to keep a set of double entry books? How many record faithfully every sale made on credit? Even in this first year of the twentieth century are not fully half of the retail druggists of the country unprovided with cash registers, hence unable to tell what the daily cash sales may be? Think of the proportion of druggists who are unbusinesslike and slovenly in their collections. Only the other day an expert credit man, who has spent pretty much his whole life in the drug business, expressed to me the deliberate opinion that half the failures and bankruptcies in the retail drug trade may be attributed to reckless credits and faulty collections.

Now, these things which are taught in the school of life are just as necessary to your success in the drug business as the sciences and arts which are taught you in this college. Do you suppose, gentlemen, that because you are good chemists you can afford to be poor salesmen? Not if you mean to succeed in the drug business. Do you flatter yourselves that because you can make every pharmacopœial preparation you are excused from the duty of buying stock as becomes a keen, shrewd, long-headed merchant? Not if you mean to succeed in the drug business! Will your skill as compounders and dispensers of difficult prescriptions exempt you from mastering the art of advertising and the art of bookkeeping—from becoming, in short, a wide-awake business man? Not if you mean to succeed in the drug business! The truth is—

and I cannot repeat it too earnestly or forcibly—that with all the useful and valuable knowledge you have here acquired you must combine the methods and faculties of the business man, if you expect to work out a success. And why should you protest or consider my unpalatable facts a hardship? The lawyer the doctor, the dentist, all professional and business men are in the same boat with you. They must be able to do their work and at the same time able to get work to do. To secure clients or patients or customers is in every occupation harder than to please them after you have gotten them. To win the business is more difficult than to attend to it. The one gift is not less needful than the other. The successful man unites them both. The young pharmacist may indeed disregard the commercial side of his calling if he choose; he may lull himself to sleep in a fool's paradise of professionalism; but, if he does, there waits for him a bitter awakening in a purgatory of failure and disappointment.

Other things being equal, you will properly prefer and seek out the work which brings into play the skill and learning gained at college. If a \$2,000 education is sometimes wasted on a \$20 boy, it is also true that a young man who is wise enough and ambitious enough to crave and get a college education will want to use it and apply it after he gets it. Now, in the past, that kind of employment used to come unsought in the form of

Physician's Prescriptions.

Formerly competition was not so keen, and doctors, with few exceptions, wrote prescriptions, of which the new druggist especially if a college man was pretty sure to get his share at profitable prices. With the prescription came the doctor's orders for the medicines used in his emergency case, for his office supplies, for his instruments, for his ether and chloroform and vaccine virus antiseptics. With the prescriptions came likewise the family custom—the purchase of the dozen and one things used in the household, especially for the children—purchases running as high as \$100 and \$125 a year from families of average size and moderate means. But all this business with medical men, these various benefits, direct and indirect, you have got to go gunning for them. To-day there is, unfortunately for pharmacy, a large body of doctors who dispense their own medicine and write few prescriptions, their trade being regularly solicited by the so-called "physician supply houses." These houses send their traveling men out among the dispensing doctors, secure their orders for tablets, fluid extracts in bulk, alcohol, surgical dressings, antiseptics, instruments, electrical apparatus, and even their books. Now, if you are in the drug business and want the doctor's prescriptions as well as his orders for office and dispensing supplies, you have got to study the methods of those who have made that work a success. The greatest experts, the real masters in the art of gaining the support of the medical profession, are the manufacturing pharmacists, and it is to them you must go to school if you want the doctor's patronage. Think of the hundreds of traveling men for the various houses who penetrate every nook and corner of the land! They visit every town, village and hamlet where there is a doctor or a druggist. They leave samples of new chemicals or even of new combinations which are only pharmaceutical mixtures of ancient and well known drugs, they distribute literature. After arousing the doctor's interest, they arrange for stock with his favorite druggist—stock whence his prescriptions may be filled. When the traveler leaves the scene, both the doctor and the druggist receive a polite letter, giving additional information and keeping the house in the foreground. Now, you know and I know that these methods cost barrels of money and are often beyond the druggist's reach. But not always. Some of the work done by manufacturers and by the supply houses the druggist might imitate. Hundreds of druggists are doing it.

They Canvass the Doctors

of their neighborhood or district regularly, systematically, persistently. They go in person to the physician and solicit his support. If he writes prescriptions, they make an earnest effort to secure them. I know case after case in which the druggist has made a success by going to the doctor and saying something like this: "Doctor, you write a good many prescriptions; I am in a position to fill them skilfully and faithfully. In the first place, I understand my business. I am a college man, a graduate of the Massachusetts College of Pharmacy. I believe in pure drugs and chemicals; I test what I buy and I buy standard goods. My stock will bear inspection. I shall be glad to have you examine it noting especially what I keep in my dispensing case. On your prescriptions there will be no substitution—I don't believe in it. There will be no repeating of prescriptions against your wishes. Counter-prescribing is out of my line, and I am not ambitious to shine as a specialist in the treatment of unmentionable diseases. I sell patent medicines when they are called for. I make a few preparations of my own—household remedies, the sale of which is no detriment to the profession. But I want to expand and develop the scientific and professional side of my work."

On detail work of this kind among medical men I lay vastly more stress than on your using your knowledge to manufacture your own goods. It is not that I wish to discourage any man who can economize by making the things which others buy from choice or compulsion—not at all; especially, while you are working for others, a part of your capital will be your ability to convince your employer that you can save money for him by manufacturing expensive articles. But good judgment is needed. You can't afford to forget that among medical men standard brands inspire confidence; economy, though a most important element of success, may be bought at too big a price; and while one druggist by toiling in the laboratory saves a few dollars, his rival may be scouring the country for business and making hundreds. I pin my faith to the methods which will so increase a man's trade that he won't have time and can't afford to make his own goods. First, last and all the time, "push" and drive your business; get the prescriptions; win over the doctors; then, when all that is accomplished, manufacture in your own laboratory whatever it may pay you to make. But don't begin at the wrong end.

Young men are often prone to bewail their lack of opportunity, but I ask you: Could you wish a better chance to prove your value to an employer than that which detail work among the medical men will afford you? If your regular duty leaves you any spare time, use it

In Your Employer's Interest

among the doctors; increase his business; show that you have made money for him; prove it by the growth in the number of his prescriptions. An employer is sometimes a selfish brute, but even then he is apt to see his own interest in fairly compensating a valuable man. Remember, too, that your outside work among the doctors will enable you to cultivate your talents for detail canvass and for selling goods. If there be any salesmanship in you that experience will bring it out; and in the drug business good salesmen never have to go begging for positions. Of all salaried men, they are the most independent, and the most sought after.

To my certain knowledge, many druggists find it profitable to keep informed of the new remedies introduced by the best chemical and pharmaceutical houses—houses which do not cater to the public. Instead of helping distribute circulars on patent medicines sold at cut prices, the wide-awake druggist is glad to deliver samples and printed matter to his medical patrons when the remedy is one of genuine scientific interest and comes properly accredited. You do yourself as well as the doctor a service when you put him in the way of using a new preparation of real value.

On like grounds the pharmacist should study regularly the pages of the leading medical journals, noting what the best houses are advertising and what the medical authorities are recommending. If the manufacturer finds it profitable to take every medical journal published in English, German and French, will it not pay you to read at least a single medical periodical?

How about the doctors who do not write prescriptions at all but dispense their own medicines, chiefly in the forms of

Fluids and Tablets?

Sell them—if possible sell them all the goods they use. Don't quarrel with the dispensing doctor—sell him. He can get along without you better than you can without him. If he chooses to dispense, that is his privilege in a free country, and you had better sell him his tablets rather than let his business go to a distant supply house or to those manufacturers who cater especially to the dispensing doctors and thrive and prosper on the ill-will they engender between doctor and druggist. The unfriendly relations often existing between the trade and the profession have been the opportunity of houses who don't care a rap for the druggist. Don't lend yourself to such folly. Make your own pharmacy the physicians' supply house of your locality and help hasten the day when every wide-awake and enterprising druggist will conduct the physicians' supply depot of his locality and again enjoy a business which once belonged to him. The druggist who is a good buyer can afford to sell the dispensing doctors for cash at the prices charged by the supply houses. This saves the doctor freight charges and trouble, and enables him to buy in small parcels; he doesn't have to carry a big stock. You must ask: "How could I afford to compete with the distributor or manufacturer who sells the doctors at trade rates, at prices as low as my own cost?" I answer that if you mean to go gunning for the business of the dispensing doctors, you must, at first, be satisfied with a small margin of profit, and, in the second place, you will have no trouble in securing special discounts if you buy the larger quantities. For example there are manufacturers who give the druggist a special discount on a single purchase of a stipulated quantity. This enables you to make from 10 to 25 per cent. on your sales to medical men, even where it is necessary to allow the ordinary trade rates. But it is not so much the direct profit as the indirect benefit that I would emphasize. By selling the dispensing doctor his chemical and pharmaceutical preparations, you get his miscellaneous trade, which is often considerable; and gradually he will send you more prescriptions, for it is certainly a fact that even dispensing doctors write a good many prescriptions when they are friendly to the druggist.

In your relations with the medical profession, there are also open to you forms of dignified, scientific and profitable labor which the graduates of this school should be eager to embrace. Your excellent training should especially qualify you to assist the physician with

Diagnostic, Microscopic and Analytical Work

of many kinds. Consider the important field of urinary analysis. What is to prevent your demonstrating to medical men that you are equal to the accurate examination of normal and pathological urine to qualitative and quantitative tests, or that you are an expert in the use of the microscope? To men of your training such work ought to be easy and simple. It is an old, old story among the German apothecaries, and in the United States urinary and general analysis for the physician is enabling many an ambitious pharmacist to cultivate a "side line" far more congenial and lucrative than the milk shake or the tooth brush. Not satisfied with mere ability to apply the simple tests for albumen and sugar, they have mastered quantitative analysis the microscopical examination of urinary sediments, the requirements of blood and pus determinations, the methods of establishing the presence

of pathogenic bacteria in the suspected sputum of the tuberculous, or the presence of the germs of pneumonia, grippé, tetanus or diphtheria in the secretions; they make diagnosis of streptococcal infection. To men who have had your drill in the use of the microscope it is no great trick to learn how to perform the Widal test for typhoid fever or to establish the presence of gonococci or spermatozoa in suspected specimens. All or most of these things you have here acquired. I earnestly hope you do not mean to abandon them when you quit college. The work I have outlined is easily within the reach and competence of any educated man who knows how to use a microscope. The universal testimony is that such work begets a friendly and profitable intimacy with the physicians; raises your professional reputation, directly augments your income, multiplies your prescriptions, heightens the public respect for your work, and feeds indirectly every channel, which bears revenue into your business. I tell you, gentlemen, the doctors in some localities are fairly begging for just such facilities. In Detroit they are constantly urging the men in our biological department to assist them in microscopical diagnosis, but we have our own work to look after. One Detroit surgeon pays out to my knowledge \$50 a month for laboratory work which he has neither the time nor the appliances to perform. Do you wish to enjoy a friendly and professional footing with the medical practitioners? Here lie before you opportunities beyond all price, and to the graduate of this college there is no possible excuse for failing to embrace them. "I called the attention of the physicians in our city," states Mr. G. W. Parisen before the American Pharmaceutical Association, "and those within a radius of thirty miles, to the fact that I had added urinalysis to my other work, and was prepared at all times to give it my personal attention. I enclosed a schedule of prices and a sheet showing the different tests applied and the nature of my reports." The results, Mr. Parisen correctly adds, cannot be measured by the cash returns, satisfactory as they are; there is the direct contact with the respect of physician and patient; there is likewise the almost sure prospect of an expanding analytical practice along other lines. Perhaps the most striking testimony on these matters is that of a highly successful and unassuming pharmacist, Mr. F. W. E. Stedem of Philadelphia, whose excellent paper at the Richmond meeting of the American Pharmaceutical Association I warmly commend to your careful perusal. In seventeen years of practice, Mr. Stedem has made it his rule to examine any and all kinds of diagnostic material which the physician might submit, sputa, blood, pus, morbid growths and the like, including 30,000 specimens of urine, an average of about ten a day. What has been the effect on his prescription work? In 1884, his first year after buying an established business, Mr. Stedem dispensed 2,200 prescriptions; fifteen years later, in 1899, the number was 15,000—over eight times as many! In 1900 there was the usual increase.

I should only be carrying coals to Newcastle if I were to set forth the appliances and books necessary for such work. There is no end of literature available in the form of papers and text-books. An excellent summary is given by Mr. Stedem. But the point I wish to emphasize is that if you want to assist the physician in general and urinary analysis, in microscopical diagnosis, in the simpler operations of bacteriology, you cannot whistle for his patronage; you must seek and solicit it, and keep hammering away until you get it. Personal visits and letters and circulars and reminders of every self-respecting kind are here in order.

Should the doctor be required to pay for such work? Always, in my judgment, where the patient is not so poor as to be unable to reimburse the doctor. I believe in a regular, moderate, fixed charge, suspending it only where the patient is destitute. But so desirable is the work that every beginner should welcome it, even if much of it must at the outset be done for nothing. That will soon regulate itself.

Having sought to point out ways and means of making your education contribute to your financial success, whether as proprietor or clerk, it only remains for me to express the conviction that the

Intelligence of the Pharmacist

may be measured by the size of his library and the number of the journals which he studies. They offer every useful, illuminating idea that the editors can buy, borrow or originate; and it is to their pages that the ambitious graduate will turn for light when he ponders the connection between his education and his bread and butter.

"Having invested my time and my capital in a college education, what shall I do with it? How and where shall I use it? How shall I make it a source of pecuniary and professional success? How shall I prove that a college course is more than a mere intellectual luxury—that it is a practical and powerful weapon in the battle of life?" These are the important questions—questions as important to the school as to you personally—which I have sought to answer. That my answers are open to some objections—that a number of men have tried my methods and failed—that I am aware. But many others have succeeded, and both professional and commercial methods are to be judged by their successes, not by their failures. Some men have a talent for failure which amounts to downright genius. Essaying the best methods, some men fail; employing the worst, others succeed; there must be the man behind the method. At all events, if you deny that the only means of employing the scientific knowledge of the graduate must be sought in an alliance with medical men; if you dispute the wisdom of an energetic, personal solicitation of the doctor's patronage, including his prescriptions and his office and dispensing supplies; if you question the policy of co-operating with the manufacturing chemist and pharmacist in the introduction of new remedies of real and solid merit; if you depreciate and pooch-pooch the lessons taught you by the houses who have grown great and rich through detail work; if you hold that there is no profit in chemical analysis or microscopical diagnosis for the profession; if you doubt the benefit of asserting which you lay claim—if you reject all these things, pray tell me what other solution of the problem you have to offer?—in what other way will you put your education to practical use? Devise your own methods if you have the wit, but use every day and every hour the precious knowledge here acquired. Use it, use it—and wring out of it your professional success, for it is better to be dead than to be a failure; there is only one thing worse—the counterfeited and short-lived success of base and dishonest methods; and what is that but the worst form of failure?

THE FORMATION OF ESTERS IN PLANTS.

—Studies of the natural processes involved in the formation of esters in living plants, by E. Charabot and A. Hebert (Bull. Soc. Chim.), point to the conclusion that this is effected by the direct action of the acids upon the alcohols in the presence of a dehydrating agent, probably a ferment. Direct esterification of linalool and acetic acid by simple contact under ordinary conditions was found to be very slow, only 1 per cent. of the total alcohol being esterified in twenty-four days, while in *Lavandula vera* 8 per cent. was found to be naturally esterified in fifteen days. This proves that some agent in the plant accelerates the process of combination.

PHENACYLPHENACETIN is a new phenacetin compound prepared by treating the sodium compound of phenacetin with bromaceto-phenone. It is obtained in the form of crystals which melt at 87°, and is easily soluble in alcohol and glycerine, but is insoluble in water. This compound has been given the formula $\text{OC}_6\text{H}_4\text{C}_6\text{H}_4\text{N}(\text{C}_6\text{H}_5\text{O})\text{CH}_2\text{CO}_2\text{C}_6\text{H}_5$. It is quite harmless in its effects, and has a powerful antipyretic and hypnotic action.

CITRON OIL should, according to H. E. Burgess (Analyst), possess the following characters: Specific gravity at 15° C., .8513; refractive index at 20° C., 1.475; optical rotation in 100 mm. tube, plus 85° and 30 minutes. A specimen of pure citron oil gave 6.2 and 5.8 per cent. of citral by the bisulphite absorption test, and 5.7 per cent. by the hydroxylamine method. The deposit from the oil dissolved in chloroform, deposited crystals, which, after purification by re-crystallization from alcohol, melted at 145° C. This body has been given the formula $C_{15}H_{24}O_4$. The physical constants of the materials sold as citron oil are said to vary widely. In France and Sicily lemon oil is known as "Esence de Citron," while true citron oil is called "Esence de Cedrat." Most of the "citron" oil sent to England has been found to consist of a mixture of lemon and verbenia oils, with sometimes a trace of rose otto as a sweetening agent.

ACIDS IN PLANTS.—The amount of acid present in various parts of living plants has been studied by Berthelot and Andre (Comptes rendus). It was found that the intensity of the acid reaction is not a certain test for the quantity of acid present, the amount present as neutral salt being very variable. The reaction of the sap of plants is usually acid. M. Astruc has found that the maximum amount of acid is always found in the youngest part of the plant, it having some relation to the vigor of growth and the activity of cell division. The acidity of the stem increases toward the apex. The leaves contain more acid than the stem, and the largest proportion is near the zone of growth. The acidity of the flower is greatest while in the bud.

PHOSPHORUS IN PLANTS.—According to Iwanoff (Pringsheim's Jahrbuch), phosphorus compounds are widely distributed through the various plant tissues. The element is always found in the colorless parenchyma of the bark and pith of both the stem and branches. In the mesophyll and epidermis of leaves it occurs only in traces, phosphorus being found in leaves almost exclusively in the vascular bundles or their sheaths. This element is found in ripe seeds but in comparatively small quantities; also in all parts of the flower except the pollen. Plants obtain phosphorus from organic compounds of this element in the soil. These compounds are converted into phosphates by the plants, the assimilation of the phosphates taking place chiefly in the leaves.

UROL, a compound of urea and quinic acid, is, according to Schutz and Dallmann (Apot. Zeit.), prepared as follows: One molecular weight of quinic acid and two molecular weights of urea are dissolved in water or dilute alcohol, and the resulting solutions mixed. The temperature of the mixture should not be allowed to rise above 65 or 70 degrees, for at higher temperatures urea is decomposed into carbon dioxide and ammonia. The solution is then evaporated by means of reduced pressure of 50 or 55 degrees. Upon cooling, the salt of urea and quinic acid crystallizes out in the form of large prismatic crystals which resemble those of quinic acid. The compound has an acid reaction, and is readily soluble in water and alcohol.

TESTING LICORICE-JUICE.—The following method for the estimation of glycyrrhizic acid in licorice-juice has been proposed by Stoeder: Five grams of the juice are dissolved in 50 Cc. of water, with the addition of 2 Cc. of ammonia, and the liquid is made up to 100 Cc. with alcohol; 50 Cc. of the liquid is filtered, and the filtrate evaporated to 12 Cc. After cooling, this is acidulated with 6 Cc. of dilute hydrochloric acid. The precipitate which separates is collected upon a filter, washed with 6 Cc. of water, dissolved in ammonia, and dried and weighed.

QUESTION BOX.

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of the Era. Copies of these may be obtained at ten cents each.

Cold Cream.

(Clerk.) The official cold cream makes a very pleasant and cooling application for raw and irritated surfaces. The tendency to become rancid when long kept cannot very well be overcome without materially altering the formula. Various modifications to attain this object have been proposed, as the employment of glycerin and increasing the quantity of spermaceti (see last edition United States Dispensary) lessening the quantity of rose water, etc., etc. The soft consistency so much desired is due to the introduction of a comparatively large proportion of water, and the present official process has been criticised because it does not contain so large an amount of this important ingredient as that of the Pharmacopoeia of 1880. Many formulas for cold cream of various kinds (the term is a very elastic one) have been published in previous volumes of the Era. Here are two from Dieterich, which are said to keep very well; and to be quite satisfactory as specialties, when suitably put up:

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| (1) White wax | 1½ ounces |
| Spermaceti | 1½ ounces |
| White petrolatum | 4 ounces |
| Expressed oil almond | 9 fl. ounces |
| Powdered borax | 16 drams |
| Water | 4 fl. ounces |
| Coumarin | ½ grain |
| Oil rhodium | 10 minims |
| Oil bergamot | 10 minims |
| Oil rose geranium | 3 drops |
| Oil rosewood | 2 drops |
| Oil orris, liquid | 1 drop |
| Tincture civet | 5 minims |

Melt the wax and spermaceti, add the almond oil and petrolatum, and when melted incorporate the water in which the borax has been previously dissolved; finally add the coumarin, oils, and tincture and mix well.

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|----------------------|--------------|
| (2) Petrolatum | 12 ounces |
| Powdered soap | 108 grains |
| Glycerin | 16 drams |
| Water | 3 fl. ounces |
| Oil rose | 5 drops |
| Oil neroli | 5 drops |
| Oil bergamot | 5 drops |

Mix the petrolatum and soap, then gradually incorporate the glycerin and water previously mixed, and add the oils.

Haarlem Oil.

(H. L. H.) There seems to be considerable difference in the preparations sold under this name, as to quality and ingredients used. One of the most common formulas is the following:

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| Linseed oil | 1 quart |
| Resin | 2 pounds |
| Sulphur | 1 pound |

Boil together over a slow fire, and add 1 pint oil of turpentine and about a dram of water of ammonia; stir well together and bottle.

Hager gives the following:

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|-------------------------|---------|
| Balsam of sulphur | 1 part |
| Oil of turpentine | 3 parts |

The balsam of sulphur and turpentine should be mixed in a glass flask, thoroughly agitated, and should then be digested on the water-bath for a long time, being shaken occasionally. The mixture should be allowed to stand two or three days in a cool place and then decanted. Should the resultant fluid not be

quite clear, about one-half of 1 per cent. of powdered caustic potash may be added, the mixture well shaken, allowed to settle and then decanted.

The same authority also states that the following mixture is dispensed for Haarlem Oil, Dutch Drops, Haarlem Balsam, etc.:

Sulphurated linseed oil	5 parts
Oil of turpentine	10 parts
Oil of cade, or empyreumatic oil of juniper	20 parts

Mix, digest in a moderately warm place and decant. The sulphurated linseed oil and balsam of sulphur are identical and may be made by heating 100 parts of linseed oil to 120° C. in a large iron or earthen dish and then adding gradually in divided portions 16.6 parts of powdered and perfectly dry sulphur, and continuing the heat with stirring until the mixture is of uniform consistence.

A formula from another source is this one:

Sulphurated oil	3 pints
Barbadoes petroleum	1 pint
Crude oil of amber	1½ pints
Oil of turpentine	8 pints
Linseed oil	4 pints

Show Card Ink.

(O. E. H.) Some formulas for bronze ink for show cards may be found in the June 13, 1901, Era, page 648. Here are several more:

(1) Venice asphaltum	16 ounces
Venice turpentine	18 ounces
Lampblack	4 ounces
Spirits turpentine	2 quarts

Dissolve and mix thoroughly.

(2) Shellac	2 ounces
Borax	2 ounces
Acacia	2 ounces
Water	a sufficient quantity

Boil the shellac and borax together with sufficient water to effect solution; then add the acacia and sufficient lampblack or other pigment to give the desired color. The thickness of the ink is regulated by the amount of water used.

(3) Bleached shellac	1 ounce
Venice turpentine	½ ounce
Oil of turpentine	2½ ounces

Dissolve by gentle heat and add

Finely powdered indigo ½ ounce

Mix.

Any other insoluble coloring matter may be used in place of the indigo—lampblack and vermilion, for example.

Instead of a varnish base, one of diluted water-glass may be used with aniline colors for the tints.

A gloss may be imparted to any ink by the addition of a suitable amount of gum arabic.

Prussian Oil.

(W. S. W.) "I should be greatly favored if you will publish the complete prescription for the liniment of which the following are a few of the ingredients: one gallon of German extract of benzoin dissolved in 4 gallons of alcohol; oil of gaultheria, oil of saffrasal, oil of eucalyptus, stronger water of ammonia (sp. gr. .880), oil of capsicum, tincture of cantharides, oil of organum. There are nine or ten substances in all. The formula is supposed to have been originated by Dr. Felix von Niemeyer of Germany. The preparation is manufactured under the name of "Prussian Oil" in this country." An extended search through reference books at our command, including a number of German formularies, fails to disclose any formula answering the above description. It is possible that the name "Prussian oil" has been selected by some enterprising manufacturer for a proprietary specialty, and if such be the case, it is hardly likely that he has taken the pains to publish the formula.

Green Soap.

(Ciffic.) We know of no formula in which cocoanut oil is employed. An "olive oil" green soap is prepared according to Harms by the following formula: Green olive oil (Malaga) 1000 Cc. Potassium hydrate (U. S. F.) 300 grams. Dissolve 300 grams of the potash in 2000 Cc. of

water and add 500 Cc. of this solution to the oil, contained in a suitable vessel. Place over a moderate fire, stirring until the mixture has thickened sufficiently. Gradually add the remainder of the potash and continue the heat, stirring occasionally until the mixture assumes a transparent gelatinous form. Dissolve the remaining 60 grams of potash in 1000 Cc. of water, add to the mass and evaporate to the proper consistency.

Mr. Harms claims this formula yields a superior product, possessing a fine green color. The yield ranges from 7 to 8 pounds according to concentration and costs about 9 to 10 cents per pound.

Cleaning Tarnished Silver.

(D. M. T.) (1) Silver which has become much tarnished may be restored, it is said, by immersion in a warm solution of 1 part potassium cyanide to 8 parts of water. (This mixture is extremely poisonous). Washing well with water and drying will produce a somewhat dead white appearance, which may be quickly changed to a brilliant luster by polishing with a soft leather and rouge.

(2) A fresh concentrated solution of hyposulphite will dissolve at once the coat of sulphide of silver, which is the cause of the blackness produced by mustard, eggs, etc., or anything containing sulphur.

(3) Precipitated chalk	2 ounces
Ammonia water	2 ounces
Methylated spirit	3 ounces
Water to	20 ounces
(4) Precipitated chalk	8 ounces
Spirit turpentine	2 ounces
Alcohol	1 ounce
Spirit camphor	½ ounce
Ammonia water	2 drams

Flavoring Extract of Rose.

(J. W.) Here are several formulas from the Era Formulary and elsewhere:

(1) Red rose leaves	1 dram
Oil rose	2 drams
Alcohol	2 pints
(2) Oil of rose	2 drams
Oil rose geranium	6 drams
Cologne spirit	64 ounces
Warm water	64 ounces

Dissolve the oil in the alcohol, shake well, and add the warm water (130° F.) a portion at a time. May be colored pink with cochineal if desired.

(3) Red rose petals	½ ounce
Oil rose	5 minims
Cologne spirit	6 fl. ounces
Water	10 fl. ounces

Dissolve the oil in the alcohol, add the water and rose petals, macerate for seven days, agitating occasionally, and filter. The amount of oil of rose may be increased, if desired, or the mixture may be fortified by oil of rose geranium. See also this journal July 26, 1900, page 91.

Who Makes Water Filling Machines?

(U. V.) wants the name and address of the manufacturer of a small machine for filling medicated waters.

Formula Wanted.

(C. S. D.) wants a formula for a "peptonized elixir of beef, milk and gluten." We submit the query to our readers.

THYME OIL has been found, by P. Jeancard and C. Satié (Bull. Soc. Chim.), to vary in phenol value from 5 to 60 per cent. They attribute this variation to improper distillation and mixing of the oil. With steam distillation the last fractions were found to consist practically entirely of phenols, while the first portions are composed mostly of non-phenol bodies. In the distillation of ajowan and lavender oils the last portions of the distillate were also found to be quite different from those first obtained.

SOME CURIOUS CURES.

Poulticing the Sword to Heal a Wound Made

By It.

The sea captain who, finding that his medicine chest lacked a supply of the particular mixture referred to in his book of directions as No. 15, made up a dose for a sick sailor by equal portions of No. 7 and No. 8, adopted a method of curing which, in comparison with many an accepted popular notion, ranks as an example of sound scientific reasoning. Few medical students complete their course of training in the hospitals without hearing patients explain how much relief they have experienced from the application of the clinical thermometers under their tongues or their armpits, while at the same time they condemn the medicine given them as worse than useless. The rational person, viewing humanity from his own individual standpoint, proudly asserts that the days of the amulet, the talisman, the charm, and the mystical potion are gone forever before the spread of education and the consequent decay of mediaeval superstition; but the rational person would receive a rude shock were he able to see into the secret recesses of different men's minds. It is not necessary to turn to the records of the olden times for instances of quaint superstitions in the matter of cures, albeit a brief research will reveal some curiosities of belief that are as humorous as one could wish. The story of the man with the wooden legs who maintained that his corns gave him incessant trouble until he applied corn plasters to the end of his "timber-toes" may, after all, not be so far-fetched as at first sight appears, for imagination goes a long way in many a case of physical ill as well as in the cure.

But what can be said of a man who, receiving a hurt from a weapon, poultices the weapon and leaves the wound to cure itself? Stupidity can scarcely go further and yet in the seventeenth century the "sympathetic powder" was in great demand as a sure cure for injury received from a weapon. The method of treatment was very simple. The wound had to be closed up and left to itself, while the weapon which inflicted the hurt was copiously poulticed with the powder until the wounded person recovered. For many years the cure held the field against all comers, until some careless apothecary bound up the wound of an injured man, but forgot to poultice the weapon, with the result, astounding at the time, that the man recovered just as rapidly as he would have done had the sword blade been properly swathed in bandages and doctored with powder. The romance of the cure was hopelessly shattered by such an unexpected termination of the foolish apothecary's treatment, and the fame of the "sympathetic powder" faded into oblivion. But as in modern days there seems to be a recrudescence of faith in the curing nostrums of bygone days, a mention of the prescription of this powder may not be out of place. To prepare it, one is told: "Take Roman vitriol six or eight ounces, beat it very small in a mortar, sift it through a fine sieve when the sun enters Leo; keep it in the heat of the sun by day and dry by night, and marvelous cures can be done by it."

A more modern method of extraneous application of prescriptions is that afforded by many a seeker after outdoor relief. "Here is the prescription: rub it on his chest," said a dispensary doctor to a woman whose child was suffering from a chest affection, and a week later the woman returned with a complaint that the treatment had done no good, though she had "well nigh rubbed the skin off and worn the bit of paper to rags." Another patient came back cured and smiling, and told the doctor she would wear the medicine in future as a preventive, so well had it acted as a cure—and she showed him the prescription for a throat lotion he had given her tied around her neck in a handkerchief. This is a parallel to the old-fashioned notion that the fourth book of the Iliad was a certain cure for ague if applied to the head of the sick man, the underlying idea of the cure apparently being that language of such warmth and grandeur as Homer wrote was enough to cure a chill even when, as Iliad's print, it was placed near the brain of man. Surely a graceful tribute to genius, though poor as physic for a sick man; as poor, indeed, as the potatoes and

horse chestnuts which are carried by many sufferers from rheumatism, not only in outlying country districts, but in the very heart of busy latter-day towns and cities.

But it is in the matter of curing whooping-cough that superstition still holds its own. Many are the unfortunate spiders that annually are pinned up in paper sugar-bags over the mantelpiece of nursery and sitting-rooms. As the spider dies, so will the cough pass away, the recognized version of the superstition asserts, and many will add the pleasing information that unless a spider is secluded in such a manner at the outbreak of the disease, the little patient will certainly suffer until May, whether the first whoop is sounded in April or June. A blue bottle with a pin through it is sometimes substituted for the spider, and may also do duty as a sacrifice for the removal of warts—but in curing warts there are enough superstitious practices to fill a book.

Confidence—extreme, explicit confidence—Is the first essential on the part of the patient who submits himself to the tender mercies of the faith-healer, whether the healing is performed by means of a spider, by anointing, or merely by the paying over of money for so intangible a method of treatment as the mental exercise of the modern Christian Scientists. This may, perhaps, account for the significant fact that investigators of the special cures alleged to have been effected by cure-mongers usually find 70 per cent. of the persons cured have died almost as soon as the cures were completed. All cure-mongers are not so explicit as the inventors of the anodyne necklace, which was claimed to be an infallible remedy for the troubles of teething in infants, and was a harmless string of beads made from the roots of the hembane.

Neither do the majority of them compare with the advertiser who boldly announced that as jaundice was caused by little yellow flies flying about in the system, he cured his patients by giving them spiders' eggs to swallow, trusting to the heat of the body to hatch the eggs, with the result that the spiders spun their webs, caught and killed the flies and cured the jaundice, leaving only the cobwebs behind, a slight inconvenience which could be cured by a visit to the seaside, when the breezes would blow them away. There may have been more of jest than serious intent in the announcement, but still, at this modern period, sick children are carried fasting, on Sunday mornings, into three parishes, in some country districts; spiders' eggs are proclaimed by village wiseacres to be an infallible cure for jaundice; the hind legs of a toad, worn around the neck in a silk bag, are regarded as a panacea for all evils, and the best disinfectant and anti-contagion that the world can produce is, in the mind of many an old village wise woman, a metal-headed cane (gold-headed for preference) that has been carried on his professional rounds by a doctor.—London Globe.

—The Montana Board of Pharmacy granted certificates of registration to practice pharmacy to the following persons at its meeting held last month: E. Lobendanz, F. H. Poetz, A. E. Jensen, Great Falls; C. B. Marsden, Falls; J. H. Suydam, A. F. Toler, Butte; T. H. Hanberge, Victor; C. MacFarland and Ray Skillman, Big Timber. The next meeting will be held in Butte in April, 1902.

OUR NEW DEPARTMENT.

The advertisement appearing in the present issue under the title "Drug Store Problems" should interest all pharmacists who wish to keep in touch with the development of their calling. In this advertisement the Era announces the inauguration of a new department beginning with the issue of January 2, 1902. A series of problems will be presented for solution, cash prizes amounting to \$75 each month being offered for the best answers sent in by subscribers. The problems are designed to be of especial educational value and will consist of questions such as the druggist may, at any time, encounter in his daily practice. There are no doubt many who have not completely lost the enthusiasm of their college days, and who will find the solution of these problems a pleasant exercise for their powers of thought. To the young pharmacist this department offers not only a means for increasing his knowledge of the science of his profession, but also gives him an opportunity of adding to his supply of pocket money.

NEWS DEPARTMENT.

N. A. R. D. NOTES.

A partial list of the recent associations organized and affiliated with the N. A. R. D. is as follows:

Alabama.—Montgomery city, Calhoun county.
Illinois.—Mason county. In this county a difference that had existed between two druggists was adjusted and peace declared. Fayette county, Morgan county, Cass county, Effingham county.

Iowa.—Floyd county, Henry county, north half Lee county, Mitchell county, Jefferson county.

Kentucky.—Graves county, Paducah city.
Michigan.—Muskegon county, Shiawassee county, Newaygo county, Mecosta county, Genesee county.

Minnesota.—Yellow Medicine county, Redwood county, Brown county, Jackson county.

Missouri.—Franklin county.

New York.—Steuben county, Schuyler county, Yates county, Ontario county, Seneca county.

Ohio.—Williams county, Miami county, Shelby county, Guernsey county, Hardin county.

Pennsylvania.—Erie county, Norristown city.
Wisconsin.—Wood county, Dodge county, Fond du Lac county, Sheboygan county, Manitowac county.

In a recent letter to the Secretary by the J. S. Merrell Drug Company, St. Louis, Mo., occurs the following: "We have not in the least lost our belief that your Association is of paramount importance to all branches of the trade and we are not only willing but eager to do everything in our power to foster it and strengthen it along conservative and steady lines. We sincerely wish you success."

The treasurers of affiliated associations that have not paid their dues for the year 1901 are urged to take action in the matter without delay. During the year, the national executive committee has devoted itself unselfishly to the interests of the entire association, making the best possible use of every opportunity to advance the interests of the entire membership. The affiliated bodies are under obligation to do their share, a portion of which is to pay into the treasury of the Association the dues of their respective memberships; these dues are not large and loyalty to the cause of better trade conditions demands that the matter be not neglected.

In a recent letter received from the secretary of the Van Buren county, Ia., Association occurs the following: "We are gratified to learn that the N. A. R. D. will go on in the conservative way in which it has started and in which it has achieved its success. While the Worcester plan may be a success in the future, at present it is an experiment, and at this critical time we can't afford to experiment. We have found our local association a great benefit in more ways than one and we will never encourage any plan to do away with it. Yours truly
Stockport, Iowa, FRANK SHANE, Secretary."

The organizer recently sent to Alabama reports splendid progress in that State to date. The Kentucky organizer is getting a satisfactory start in the Western end of that Commonwealth. Missourians are falling in at the solicitation of organizer Quarles. Operations will be begun in Tennessee shortly after the first of the year and the other Southern States will receive attention as rapidly as conditions will permit.

Because there is no present need for an organization in your community is no reason why one should not be formed. "In the time of peace prepare for war." Many cut rate wars are now in progress that might have been prevented if the druggists in these communities had not been so slow to provide against this disaster.

All existing associations of druggists not now affiliated with the N. A. R. D. are cordially urged to attach themselves to the national body. We are all working for the

accomplishment of a common purpose and the sooner we get together, which is the first step in the direction of success, the sooner we shall be able to score a triumph over the enemies of satisfactory trade conditions. All needed information blanks, literature, etc., will be gladly furnished by Secretary Thos. V. Wooten, 153 LaSalle street, Chicago.

Chairman Simon N. Jones and F. W. Meissner of the Executive Committee spent November 2 and 21 in the Secretary's office considering important matters referred to them by the committee.

In a recent letter to the National Secretary the Anti-kamnia Chemical Company, of St. Louis, said: "We believe that your organization is worthy the support of all manufacturers and we are always ready to do our share to promote its interests."

Price Restrictive Plan.

In a letter to Chairman Jones, Organizer Cooper, of the N. O. D. A., says: "Much space has been given of late in drug journals, editorially and otherwise, to discussion of the recent case in equity of Garst vs. Hall & Lyon Company, wherein bill was dismissed. The decision as rendered was not from the Supreme Court of Massachusetts, but a bill in equity brought by Dr. Garst in the hope of securing a short cut to price enforcement, and in a letter just received from Messrs. Thayer and Cobb, attorneys for Dr. Garst, the following sentence occurs: 'The decision does not bring up the main point which we desired to have settled.' The case does not interfere with any action at law for recovery of damages to which, in my opinion, it should be confined for the present, at least, or until such time as price restrictive conditions have been fully agreed to by wholesalers consenting to act as agents for respective manufacturers; when this has been secured equity could then be invoked."

November 19 Dr. Garst wrote as follows: "V. S. Logan, Esquire, of New York City is of the opinion that the conditions can be made to follow the goods. Messrs. Paxson and Savage, of Philadelphia, are of the same opinion. The forms of notice inclosed herewith are designed for that purpose. I should be pleased to receive any suggestions of possible improvement of notice."

A sub-committee of the Executive Committee met in Chicago November 20 and 21 to discuss this subject along with others and the test suit which the association directed should be brought in Illinois will be pushed with all reasonable haste.

The following regarding the work of the N. A. R. D. is from the Robinson-Pettit Co., Louisville: "We appreciate the continued and earnest efforts that are being made by your association towards correcting the evils in the trade, which you desire to remove, and hope very much that your labors will, in due time, meet their proper reward."

Dr. R. Schiffman, of St. Paul, has this to say about the N. A. R. D.: "You are shaking things up all along the line in a way that pleases every friend of the legitimate retail druggist. I wish for your continued success."

The Parier Medicine Company, of St. Louis, have sent to the treasurer of the N. A. R. D. \$100, accompanied by a note in which they say: "The druggists connected with the N. A. R. D. have been of great assistance to us and helped to make our business prosperous."

An officer of the Illinois Pharmaceutical Association says that last year Illinois druggists furnished one-seventh of all the money received by the N. A. R. D. from retail sources, and that this year it proposes to do still better. This spirit is certainly worthy of emulation.

General Organizer Noel is in receipt of letters from druggists in the Province of Quebec relative to sending organizers into that territory.

NEW YORK AND VICINITY.

MANHATTAN PHARMACEUTICAL ASSOCIATION.

Question of Making Franchise General in Election of Members of State Board Discussed.

The Manhattan Pharmaceutical Association, held its monthly meeting in the library of the College Pharmacy, No. 115 West Sixty-eighth street, Monday evening, November 18. The attendance was not large, but each member present gave evidence of his interest by taking part in the various discussions that came up during the evening. President J. Maxwell Pringle, Jr., called the meeting to order at 9.30. The minutes of the last meeting read by Secretary S. V. B. Swann were approved and the report of Treasurer George H. Hitchcock, showing a surplus of \$159.57, was received.

The first matter to be brought before the meeting was the report of the legislative committee. Mr. Hitchcock, the chairman, said at the conference meeting of the State legislative committee on November 12, so much time had been consumed on other matters that the question of having some one to look after pharmacists' interests at Albany during the coming session of the Legislature was not introduced. He had conferred, however, with members of the legislative committees of the different associations and found a variety of opinions expressed. The general sentiment was that it would be too expensive to employ a man for this work alone. Some favored securing a prominent representative in each branch of the Legislature to look after all bills affecting pharmaceutical matters, others suggesting employing an Albany pharmacist to go to the Capitol each morning, see what bills relating to pharmacy had been introduced, to what committees they had been referred and then to notify the chairman of the legislative committee of each association just what he had discovered. It was thought by some that arrangements could be made with the clerks of the Health Committees of the Senate and House to keep the associations posted. Mr. Hitchcock further reported that on invitation of the chairman of the legislative committee of the State Pharmaceutical Association, the legislative committees of the greater New York associations met in joint conference on Tuesday, November 12, to talk over the proposed change in the pharmacy law relative to the election of the members of the State Board for the Eastern Section. The different associations had been well represented, and spirited discussions on the subject resulted. Mr. Hitchcock had argued on the lines of the resolution passed by the Manhattan Association, May 20, 1901, to the effect that the Board of Pharmacy should be appointed in the same manner as the Medical Board, but that the plan seemed to be considerably in advance of the majority of those prominent in pharmaceutical matters and received no outspoken support. The conference finally adopted a resolution to the effect "that the members of all incorporated Pharmaceutical Associations in the Eastern Section, the requirement of membership in which is the holding of a license as pharmacist or druggist, shall be entitled to a voice and vote in the election of members in the Eastern Section of the State Board of Pharmacy." The chairman of the association legislative committee of the State is to see that a suitable bill is drafted and submitted to each pharmaceutical association before being presented to the State Legislature.

The report of Mr. Hitchcock caused an interesting debate in which nearly every member present took part. Dr. George C. Diekmann was the first speaker and thought that there would be some trouble experienced if the clerks of the health committees were left to look after legislation relating to pharmacy, as any parties so disposed could have bills sent through other committees and the clerks might not know anything about a measure until it would be too late to take action that would prevent its passage.

J. M. Tobin said it might be possible to secure an assemblyman at Albany, well versed in legislative mat-

ters and especially those relating to pharmacy, who would look after the bills introduced. Mr. Tobin took up considerable time in discussing the manner of election of the Eastern Board members. He thought every licensed pharmacist and druggist should have the right to vote for the members of the board and that there should be no distinction made in the right of franchise, contending that in free America, druggists, as all others, should demand equal rights for all men. He said he could not see why the matter had not been presented to the association before action had been taken by the legislative committee at the conference. Mr. Hitchcock here explained that the resolution of the conference was a compromise measure and was practically the same as the law now in force. F. O. Collins spoke along the same lines as Mr. Tobin and supported his statements.

J. M. Pringle requested vice-president Schweinfurth to take the chair, and he then argued in favor of the present law for electing members of the Eastern Section of the Board, saying that he saw no reason why it should be changed as it did not discriminate in the least. He said the question should receive considerable attention from the members and he hoped the association would see its way clear to recommend the continuance of the present course, and also to give the right of franchise to every licensed pharmacist and druggist. Numerous questions were asked concerning the present law, and opinions were given by almost all the members present. On a motion, it was finally decided as the sense of the association that the franchise should be given to all licensed pharmacists and that there should be no further division. Mr. Swann said it had been the opinion of many at the conference that if the franchise were made general, politics would play too important a part, it would give interested parties a chance to work up undesirable candidates and canvass for them. The organizations are composed of the best men, who have the interests of all retailers at heart, and who know the men best fitted for a position on the board.

S. F. Haddad gave the report of the committee on Trade Interests and spoke of the Pharmacists' Manufacturing Co., which had recently been incorporated at Albany. He recommended that the members of the association give their support to the company.

Mr. Collins spoke at length on the clause of the pharmacy law relating to the sale of poisons and said he thought it was of little service to pharmacists, as any cases brought before a court for trial would be treated under the penal code and not under the pharmacy law. After much discussion it was decided to refer the matter to the legislative committee. Alex Gorga and Carl Kessler were elected to membership and the meeting adjourned.

DRUG TRADE SECTION, BOARD OF TRADE. Fire Insurance Rates Discussed.

The Drug Trade Section of the New York Board of Trade and Transportation held its regular monthly meeting at the rooms of the Board at No. 203 Broadway, Thursday afternoon, November 20. Prominent members present included Col. E. W. Fitch, of Parke, Davis & Co., who presided; John H. Stallman, of Stallman & Fulton Co.; John M. Peters, of Wm. J. Matheson Co., Ltd.; Albert Bruen, of Bruen, Ritchey & Co.; Philip G. Tilden, of Franklin H. Kaibbeisch Co., and William McConnell.

The most important business taken up by the meeting was the question of fire insurance on goods stored in warehouses. All present agreed that the drug trade of New York is perfectly willing to pay a fair and equitable rate of insurance on goods in warehouses, but objection was taken to the needless and harassing regulations imposed under the new schedule of rates. The old rate compelled the trade to pay an average of 15c on all drugs. The rates now in force, said to be a result of the combination of insurance companies, are increased about three fold, an average of from 40c to 50c being charged. Objection was also made against the action of companies

requiring dealers to take out insurance on each separate article stored and in not allowing the policy to continue when the goods are transferred to another warehouse. It was shown that some articles that were harmless were scheduled while goods that could legitimately be rated were not on the list. One member remarked that a quantity of lycopodium his firm had stored was not insured at all. It was said that the special premium on all acids was not just to the trade and the meeting recommended that steps be taken to have it diminished or abolished.

The final result of the discussion was the appointment of a special committee of five to investigate the matter and report what could be done by the Board at the next meeting to be held some time in December. The members of the committee are: Albert Plaut, John H. Stallman, John M. Peters, Albert Eruen and Philip G. Tilden.

A letter was received from Thomas F. Main, in which he expressed regret at his inability to be present and recommended that the question of a reduction of the dancin alcohol used in the arts and manufacturing should be brought before the meeting. The matter was referred to the Committee on Legislation.

BROOKLYN SENIORS VISIT MALTINE CO'S PLANT.

The Brooklyn College of Pharmacy, senior class of more than eighty members, including six very bright looking young ladies, paid a visit Wednesday afternoon Nov. 20, to the well equipped plant of the Maltine Manufacturing Co., at Eighteenth street and Eighth avenue, Brooklyn. Some two hours were spent in inspecting the different processes and machines used in the manufacture of the Maltine preparations.

Prof. William C. Anderson and Oscar C. Klein, Jr., accompanied the students, and shortly after two o'clock the gayly attired procession, with yellow Chrysanthemums and college colors flying, marched to the large building occupied by the company where they were met by Dr. A. J. C. Saunier, George Shepard and J. E. Mace, who explained the processes employed in manufacturing the various products. After the tour of inspection had been completed the visitors were escorted to the company's restaurant on the second floor where a luncheon was served. Speeches were made by Prof. Anderson, Mr. Klein, and Dr. William Muir on behalf of the guests, and by Dr. Saunier and Mr. Shepard for the company. With cheers for the Maltine Company and the speakers and the college "yell" the visit came to an end.

HARTFORD DRUGGISTS FIXED.

Several well known druggists of Hartford, Conn., were haled into police court of that city one day last week to answer the charge of not causing their liquor licenses to be exposed to view in their respective places of business. With one exception each druggist pleaded not guilty and the cases were nolle upon payment of the costs. By this disposition of the cases the records of the court will not show convictions, the law providing that a dealer who has been convicted of a violation of the liquor law shall not only be fined at least \$10, but be exposed to much greater peril if he is ever convicted again.

The exception in the answers to the charges of the prosecutor in the cases was furnished by druggist Alexander Deutchberger who, when brought into court insisted on entering a plea of guilty, because he said that although he had not known it before he had now learned that he was guilty under the law as it stands. Mr. Deutchberger was advised by his friends and an attorney to plead not guilty, but he refused to do so, and the Judge fined him \$10 and costs, amounting \$26.72. The costs paid by each druggist who pleaded not guilty were \$26.72.

CROSHIER STILL AT IT.

Henry P. Crosher, the notorious drug swindler, of 166 Greenwich street, this city, still continues his quest for victims. He has recently asked the Michell Wheat Co., Jersey City, N. J., for price lists and best discounts, and also requested Albert E. Ebert of Chicago, to send him several gross of Ebert's specialties. Fortunately both firms knew of Crosher's reputation for obtaining goods he never intended to pay for and his requests were not granted.

RETAIL DRUGGISTS' BOWLING ASSOCIATION.

L. W. DeZeller, secretary of the Retail Druggists' Bowling Association of New York, has furnished the average scores and number of games rolled by the members, as follows:

	No. Games.	Average.
Charles H. White	24	141
R. H. Timmerman	8	133
L. W. DeZeller	21	140
J. M. Pringle, Jr.	24	125
G. E. Schweinfurth	25	132
G. H. Hitchcock	21	136
F. Wichelms	18	104
Otto Boeddiker	12	103
B. R. Dauscha	21	128
S. F. Haddad	21	130
S. V. B. Swann	9	124
William Weiss	6	104

The druggists have alleys engaged at Starrs, on Fifty-ninth street, and meet every Tuesday evening.

NOTES.

—The Paint, Oil and Varnish Club held its seventy-eighth meeting Thursday evening, November 21, in the rooms of the Drug Trade Club. J. M. Peters, vice-president of the club, presided in the absence of President John Dehse, who was out of town. Reports from the chairmen of the various committees were received and United States Commissioner S. M. Hitchcock delivered an address upon the "Defects of the Present Bankruptcy Law." The meeting was preceded by a banquet. Among those present were: George W. Fortmeyer, William Balbach, L. C. Gillespie, W. E. Lucas, Raymond Pratt, J. M. Peters, Henry Merz, W. F. Liemore, W. H. King, Charles E. Meek, C. W. Dill, Major G. B. Garner, E. Harold, F. L. Medberry, N. B. Ebert and H. N. Waldo.

—Recent visitors in drug circles in this city include: H. C. Ogden, of Ogden & Shimer, Middletown, N. Y.; T. C. Wood, Havrstraw, N. Y.; N. J. Finlay, Glen Cove, L. I.; T. S. Armstrong, Plainfield, N. J.; A. L. Moser, of Moser & Springer, Uniontown, Pa.; J. S. Anistake, Trenton, N. J.; C. R. Lusch, Co., Syracuse, N. Y.; William Smith, of R. E. Smith & Co., Clark, Cornwall-on-the-Hudson; Clarke B. Porter, Towanda, Pa.; C. Kirvan, White Plains, N. Y.; William M. Oliver, of Oliver & Drake, Elizabeth, N. J.; J. Wells Thompson, Adams, Mass., and W. W. Knight, Sharon, Conn.

—An unusually large number of out-of-town druggists were in the city last week making purchases for the coming holiday trade. The large down-town dealers say that salesmen in the sundry departments have been kept busy every day lately, attending to wants of customers, from out of town, and the demand for novelties in fancy wares is even more pronounced than last season. Trade in perfumes is said to be good but not noticeably brisker than at this time in former years.

—The Alumni Association of the Brooklyn College of Pharmacy has announced that the annual dinner will be held on Wednesday, December 11, at the Argyle, Nos. 13-155 Pierrepont street, Brooklyn. The committee in charge is Frederic P. Tuthill, Chairman; Andrew Myhr, W. H. Weygandt, Philip Shappiro and Walter S. Welton. The covers will be raised at 9 p. m. Tickets can be obtained from the Chairman, F. P. Tuthill, No. 526 Putnam avenue, Brooklyn, at \$2.00 each.

—J. W. Ballou, New Haven, Conn.; Henry J. Steiner, Norwich, Conn.; Joseph Riesenman, of the Riesenman Drug Co., Franklin, Pa.; H. O. Nute, of "Nutes Drug Shops", Boston, Mass.; W. C. Bower, Norwalk, Conn., and Mr. Stafford, of the Stafford Drug Co., Marquette, Mich., were among the out-of-town retail druggists in the city Monday, November 18.

—Julius Goetze, the retail druggist at No. 808 Lexington avenue, this city, was fined \$50 for allowing an unregistered clerk to compound prescriptions. The complaint was made by the State Board of Pharmacy and the case was tried in the Court of Special Sessions Thursday, November 21.

—Justin Keith, of Chicago Ill., was a guest of J. L. Hopkins at the Drug Club last Thursday. Mr. Keith is one of the Western representatives for J. L. Hopkins &

Co., drug importers, and has just returned from a trip through the Western States. He reports satisfactory conditions in the drug trade in that territory.

—Felton Wood, of A. F. Wood's Sons, the well known New Haven, Conn. pharmacists was in the city last week making the usual purchases for his firm's stores. Mr. Wood is the manager of the main store located in the center of the business section of the "Elm City."

—W. A. Daniels, a retail pharmacist of Waddington, N. Y., was in the city several days last week, and was accompanied by Mrs. Daniels. Charles E. Daniels a member of the senior class of the New York College of Pharmacy is the eldest son of Mr. Daniels.

—George T. Boyington and J. D. Hargrave, retail druggists of Oswego Falls, N. Y., were in the city last week. Mr. Hargrave was accompanied by his wife and together they made a visit to their son, who is a senior at the New York College of Pharmacy.

—Ernest C. Goetting, the well known pharmacist at No. 821 Amsterdam avenue, is among the many to don the riding habit since the horse show opened. He can frequently be seen on a spirited horse taking a morning ride in the park these fine days.

—H. C. Eneigh's drug store at Waynat Village, near Honesdale, Penn., was destroyed by fire Saturday night, November 23, along with several other business establishments. This same drug store was burned down a few years ago.

—The drug store at No. 223 Bushwick avenue, Brooklyn, for many years conducted by F. S. Kreutzer, deceased, and more recently under the management of Edward Kreutzer has been purchased by Charles I. Bloch.

—Charles A. Loring, the representative of Lehn & Fink in Massachusetts and New Hampshire, is confined to his home in Boston through illness. His many friends in the retail drug trade wish him a speedy recovery.

—The German Apothecaries Society will hold its Annual Ball at the Terrace Gardens, January 16, 1902. Paul Arndt, chairman of the committee is in charge of the entertainment.

—F. M. Gardner and W. C. Maginnes, well-known retail pharmacists of Boston, Mass., were guests of S. H. Carragan, of Parke, Davis & Co. at the Drug Club Wednesday, November 20.

—A. C. Beldner, the retail druggist at No. 795 Westchester avenue, Borough of the Bronx, expects to open a branch store at the corner of 162nd street and Eiton avenue about December 1.

—Arthur H. Reimann, for a long time in the drug business with his father, W. R. Reimann, at Sag Harbor, L. I. is now with H. P. Scheidt at No. 909 Broadway, Brooklyn.

—F. C. Henry, of Washington, D. C., who recently succeeded W. S. Thompson, deceased, in the drug business there is in New York on a pleasure trip. He is accompanied by Mrs. Henry.

—Karl Schnackenberg has acquired the drug business heretofore conducted by H. E. Steinhilber at Eighty-fifth street and Amsterdam avenue. Mr. Schnackenberg also owns the pharmacy at No. 437 Amsterdam avenue.

—P. B. Palmer, Spring Valley, N. Y.; W. W. Smith, of C. W. Breed & Co., Malone, N. Y.; and C. Westervelt, Poughkeepsie, N. Y., were among the retail druggists seen in the market Friday, November 22.

—James M. McCullagh, pharmacist of White Plains, N. Y., was in the city last week. Mr. McCullagh has been visiting in Malone for several weeks and returns to business this week much benefited by his trip.

—J. M. Tobin, the well known pharmacist who conducts the drug store at Narragansett Pier during the summer season is at present making New York his headquarters.

—H. E. Hay, of the wholesale and retail drug firm of H. H. Hay & Son, Portland, Maine, was one of the buyers in the drug market last week.

—Tobias & Sperling have purchased the pharmacy formerly conducted by Leo. Robins at Fifth street and avenue B.

—George E. Dresser, a leading retail pharmacist of Putnam, Conn., was in the city last week.

IN AND ABOUT BOSTON.

NEW MEMBER OF STATE BOARD OF REGISTRATION IN PHARMACY.

Boston, Nov. 23.—Many Boston druggists know the new member of the State Board of Registration in Pharmacy, Henry Adams of Springfield, whom Governor Crane has just appointed to the board for a term of five years. He was nominated for the appointment at the meeting of the State Association last summer, but had thought the choice of his name merely complimentary. His appointment, therefore, was a surprise to him. Mr. Adams is president of the Connecticut Valley Druggists' Association, is a native of Vermont and was born in Middlebury in 1845. He was once an apothecary in the Naval Hospital in Washington, D. C., and received there the degree of Doctor of Pharmacy from the National College of Pharmacy. In 1876 Mr. Adams established his drug store, which has been successful for more than twenty-five years. Several years ago he began business in Springfield, where he is the senior member of Henry Adams & Co. He now resides in Springfield.

ANOTHER GOOD WEEK.

Boston, Nov. 23.—Still another good week is reported by the trade, with a rather steady call for the thousand and one things which every drug store carries. There appears to be a larger number of cases of general sickness of various kinds, than a week ago. One prominent druggist made the remark, in speaking of business, that in one way or another most of the stores get pretty good trade right along, for if is not one line of goods it is pretty sure to be another that is in demand. In the general market there has not been marked activity, the lines of drugs showing no special feature as compared with a week ago, and practically the same may be said of chemicals as a class. These show no material changes as to quotations. Tanning materials and dyestuffs are fairly steady and seem to have a bit more life than recently. Waxes keep rather dull, on sales of only ordinary interest.

NOTES.

—Hubbell & McGowan, who recently opened a new drug store at the corner of Huntington and Massachusetts avenues were "touched" to the extent of \$3 by a most respectable appearing young woman who gave her name and residence, after looking at some toilet articles which she critically examined, picking out \$6 worth. She then found that she had forgotten her pocketbook and asked to have the goods sent to her home. The clerk agreed to do this and also allowed her to take about \$3 worth of the goods with her. A little later a messenger of the firm was sent to the given address with the remainder of the goods but he was told there was no young woman of the name given known at that number. The messenger returned with this report and the druggists notified the police that they had been swindled.

—Connolly & Davis, who have one of the oldest established drug stores in Dorchester, and who conduct three stores, recently have bought a valuable piece of land directly opposite their Ashmont store. This perhaps foreshadows some important move by this firm. Chester H. Swett has now returned to his duties at the firm's Field's Corner store, where Mr. Brookes will remain to help look after the large business. The firm has put new lighting effects in its Field's Corner store, the cellar of which will be fitted as a laboratory. As the owner of property leased to a barber who had a barber's pole on the sidewalk, Fred H. Connolly, of this firm, has been fined \$5 for allowing the sidewalk of his property to be obstructed by the pole, which the court claimed was done.

—A. S. Menard, a Holyoke druggist, recently was in court in that city charged with maintaining a liquor nuisance, on which he was discharged by the court. Effort was made to show that his sixth-class license was invalid, because a clerk of the license commissioners made an error when writing in the date on it. This attempt by the prosecution was a failure, however. It was testified to that in two instances sales had been made by the two drug clerks of the store, but it was evident that Menard could not be held responsible for them as they were made with-

out his knowledge or consent and contrary to his instructions.

—Henry Canning, one of the most prominent Boston druggists, having a store in Green street, was a guest of honor at the fifth annual banquet of the Boston Medical Society, held at Young's Hotel. Mr. Canning spoke entertainingly of the relations between the pharmacist and the physician, following which came remarks suggested by Mr. Canning's talk, made by several physicians. Mr. Canning also contributed several songs to the general entertainment.

—People seem never to learn how dangerous is the careless handling of ginger ale. The latest accident reported here is that in which a small bottle of ginger ale was given a two-year-old child to play with. The child began shaking the bottle up and down and suddenly there was a loud report, followed by a scream. The bottle had exploded and some of the glass entered the left eye of the child, cutting the eyeball in two, and destroying the sight forever.

—On the charge of selling liquor illegally, Wilfred Mathieu, a registered clerk in the pharmacy of Charles L. Curtis at South Framingham, has been in the district court there. He is said to have erred in not requiring a purchaser to register in a book, as required by law for druggists holding sixth-class licenses. Mathieu entered a plea of not guilty and a continuance of the case was granted to him, he being held in \$200 for his appearance later.

—J. F. Whitney's old-time pharmacy at the corner of Hanover and Blackstone streets is fine in appearance, now that it has practically been all made over. During the summer the next adjoining store was temporarily occupied, in order that important changes in the old corner might be made. This place, which long was known as Mr. Sears's, was one of the very first, if not the pioneer, in Boston, to introduce the serving of chocolate many years ago.

—A recent event of interest in Worcester was the entertainment of the physicians of Worcester County, members of the Worcester District Medical Society and the Worcester County Homoeopathic Medical Society by the Independent Pharmaceutical Company, at its factory in that city. It was an all-day affair and fully one hundred guests were present. A substantial luncheon was served in the middle of the day.

—Upon the urgent request of the ministers of North Attleboro, the board of selectmen of that town have announced that, in accordance with the demand, they will have to enforce the Sunday laws. All merchants and storekeepers have been notified, therefore, to keep their stores closed. All the Protestant ministers, with one exception, signed the petition to the selectmen.

—In a raid on a drug store of the Carter Drug Company on Main street, Danvers, a place which has no sixth-class liquor license, a thorough search of the premises brought to light six gallons of whisky in one keg and several bottles of the same, with, also, some gin in another jug. The manager, Howard L. Horton, will be called upon to explain matters to the authorities.

—For the purpose of manufacturing flavoring extracts and like goods, the W. O. Tuttle Extract Company has been organized with a capital of \$35,000, of which \$25 was paid in upon application to do business. Louis P. Hagar, of Waltham, is president and William O. Tuttle, of Newton, treasurer of the company.

—The Walker-Rintels Drug Company's drug store opened last spring in Temple Place is now a matter of past history, as it has been given up and consolidated with the company's store at 166 Summer street, near the South Station. They still have their Back Bay store, corner of Boylston and Church streets.

—There has just been opened in Boston an institution which is to be known as the South End Dispensary, situated in Davis street. It is a Hebrew institution under the charge of Dr. Cecile L. Shershefsky and Dr. Mintz, who say they will conduct the dispensary on non-sectarian lines.

—W. W. McMillan, for the first time in seven years since opening his drug store in Gloucester, is now enjoying a vacation of a few weeks. George K. Arnold, a reg-

istered pharmacist of Roxbury, is at the store during Mr. McMillan's absence.

—A fire in the building at 34 Green street on November 21 caused a slight loss to goods in the cellar of G. W. Flynn, druggist, who occupies the building. The overturning of a lamp caused the fire.

—What formerly was A. A. Tilden's drug store in Belmont has been closed, and the place has been vacated. Mr. Tilden severed his connection with the place several weeks ago.

—A new wrinkle in Massachusetts which shows ingenuity in advertising is in the shape of a newspaper well perfumed by an enterprising druggist with perfume to sell. Next!

—Patrick D. Berwin, a Marlboro druggist, recently has been confined to his home by illness, in the form of stomach trouble.

PHILADELPHIA.

P. C. P. PHARMACEUTICAL MEETING.

Philadelphia, November 23.—The second of this year's series of "Pharmaceutical Meetings," of Tuesday, November 19, was very well attended, it being one of the best of many years past in this and other features. The papers were full of interest and the discussion by the large body of attending pharmacists was unusually spirited, particularly on the paper of H. P. Hynson, the guest of the meeting. At its close a well-deserved vote of thanks was tendered to the speakers and particularly to Professor Henry Kraemer, to whose unselfish labor these meetings owe so much.

The paper read by Mr. Hynson was on "Modern Drug Store Methods," a description of what he had found to work best in his own store and in others. Complete separation of the prescription and sales departments was recommended as the first essential in a modern "professional" pharmacy, this insuring better work by the dispensers who would not be distracted by the demands of the store. The locating of the prescription room on an upper floor was deemed the best plan, with a dumb-waiter to carry new and finished prescriptions from dispenser to the clerks in the store, all record of the prescription as to name and address of customer, etc., to be done in the downstairs department, of course. The only objection to this plan was the general desire of the customer to see "something doing" with his prescription. The speaker claimed that it was not necessary nowadays to compound a prescription in the view of the customer to allay suspicion or to insure better work. The necessity of an analytical department was urged, by which the pharmacist would be enabled to go into the open market and buy his drugs at best prices, standardizing them himself. As a corollary of this, education of the pharmacist was essential, the days of the apprentice system having passed to make way for the modern college of pharmacy. One vital point in the success of a modern pharmacy was the employment of adequate help and the dividing of the work of the store according to the qualifications of the employees. To put a \$20 a week clerk at washing graduates and mortars was called a waste of time and money, such work must be done by cheaper labor to truly economize. For washing prescription and laboratory apparatus and for keeping the store clean Mr. Hynson advocated female labor, as being more efficient, thorough and economical, both from less breakage and less hire. The stock clerk should also be a woman, as should be the bookkeeper. Porters for delivery of goods and handling heavy packages must be well trained and used liberally, a clerk must never be sent to deliver a prescription, as this lowers his reputation as a skilled employee. By a similar systematic division of the work of the store, the proprietor will be enabled to attend to scientific work, to build up trade with physicians through calls and intercourse and to meet and attract his customers, any of which is of vastly more importance than his doing what he can to hire good clerks to perform for him. Examples of the work done in a modern pharmacy in analysis, testing purchases, etc., were given, with notes on some of the little things constantly calling for

attention. Mr. Hynson advocated the use of wrapping paper in rolls, from which the necessary size could easily be torn off neatly, this statement bringing forth a very spirited debate from a number of druggists present, with the odds in favor of the rolls. Other points were taken up and fully discussed.

An excellent paper on sponges, their habitat, methods of gathering and uses, was read by W. L. Cliffe, the author, Albert Hart of the Smith, Kline & French Company, suffering from a severe cold. The paper was illustrated by an exceptionally fine collection of sponges from this firm. A "Metric Medicine Glass" was shown by M. I. Wilbert, apothecary of the German Hospital, in which 5 cc. was taken as a teaspoonful and 15 cc. as a tablespoonful. Following this Prof. C. B. Lowe showed the unreliability of the dosage of tea and table spoons by measures he had taken of a number of typical specimens, in some cases the amount held by spoons being double the intended dose. The suggestion was made that druggists call attention to this fact and recommend their customers to use medicine glasses. A collection of fifty-eight rare metals in a case was exhibited by F. T. Gordon, which proved of much interest to those present.

P. C. P. NEWS.

Philadelphia, November 23.—The usual monthly "Social" was held last Tuesday evening, the Alumni Association acting as host to the students. A very enjoyable programme of musical selections was rendered, after which dancing followed to a late hour. Mr. Melvin W. Bamford, editor of the "Alumni Report" acted as "master of ceremonies" for the function, and was ably assisted by a staff of students and recent graduates.

The P. C. P. football team of this year made its debut October 26th at Berwyn, holding down the strong local team to a score of 5 to 0. The second game, with the team from the School of Industrial Arts, was won by the P. C. P. boys by a score of 6 to 0 on November 2. The last game played, with the "freshies" of the University of Pennsylvania Medical School, resulted in a disastrous rout of the embryo druggists by the budding doctors, the score being 16 to 0 in favor of the "Docs." Is this a prophesy of the way the doctors are going to hold down the boys when they get into stores of their own?

BUSINESS FAIRLY GOOD.

Philadelphia, November 23.—Business has been fairly good during the week past, continuing steady and without any marked falling off from earlier in the month. A number of stores are already beginning to make preparations for the holiday trade, sending out circulars, etc., although not much of this is done nowadays here except in suburban stores, the "department stores" making it unprofitable. There has been a slight decline in the number of prescriptions coming in, also in sales of "cough and cold" remedies. Jobbing houses are quite busy with the holiday trade which so far is above the average and for a better class of goods. Indications point to an unusually good business in this line.

NOTES.

—A very successful meeting of the druggists of the Twentieth, Twenty-eight, Twenty-ninth, Thirty-second and Thirty-seventh wards was held Friday evening, November 22, at Elferth's Hall, Twelfth street and Columbia avenue, under the direction of D. P. Little, the P. A. R. D. "Organizer." This meeting was held in continuance of the local work undertaken in that section a few weeks ago, reports as to the possibility of adopting certain lines and prices being made as a result of the canvass of these wards just made. The reports were generally favorable, and there seems little doubt but what a success will be made with the proposed increase of prices on small articles and staples.

—The representatives of the local bowling teams who were "done up" by the New York bowlers last week are explaining "how it happened" to the fellows here and being consoled with for the disaster. Meanwhile the Philadelphia bowlers are doing great stunts to get even with the New Yorkers when the return games are played, and if practice counts the New York boys had better look out for snags. All the visitors say they had a splendid time and could not have been treated better.

—A meeting of the "Nominating Committee" of the Philadelphia Association of Retail Druggists, composed of the President, Financial Secretary, Chairman of the Executive Committee and the various Ward Chairmen, has been called for Friday, November 23, 2:30 p. m., at the Philadelphia College of Pharmacy. This committee will make up a list of nominees for officers for 1902 to be present at the December meeting of the Association.

—A large party composed of members of Epsilon Chapter, Phi Chi, P. C. P., local druggists and doctors was taken through the works of the J. Ellwood Lee Company, Conshohocken, by their Philadelphia representative Geo. R. Townsend, a week or so ago, a special trip being made for this purpose. The visitors are loud in their praises of everything they saw at the factories and particularly of the attentions and courtesy of their guide.

—W. P. Williams, Philadelphia representative of Gamse Brothers of Baltimore, makers of boxes, lithographers, etc., has been making a tour of this city in the interests of his firm, and, as Mr. Williams is deservedly popular among druggists, has done good business for them.

BALTIMORE.

MARYLAND COLLEGE OF PHARMACY MEETS.

Baltimore, Nov. 22.—The monthly meeting of the Maryland College of Pharmacy yesterday was rather more largely attended than usual. Especially the younger element among druggists appeared to be in evidence and a further notable fact was the preponderance of non-members over members of the college.

The proceedings of the meeting yesterday were distinguished for practical discussions on a number of instructive topics. Prof. S. H. T. Hayes, the chemist of a milk supply company, discoursed on "Some of the Present Theories Concerning Milk." H. P. Hynson, who also presided over the meeting, expressed very decided opinions with regard to what was designated on the programme as "A Disreputable Practice," this being the filling of bottles with the label of some prominent pharmacist upon them by other druggists without the removal of the label. An engrossing feature of the meeting was the discussion provoked by the papers read before the section on practical pharmacy and dispensing of the American Pharmaceutical Association at the St. Louis meeting. Charles H. Ware spoke about "A Handy and Substantial Perculator Stand," and presented one of his own invention to the college. One of the interested auditors at the meeting was Prof. Edward Kremers, of the University of Wisconsin.

WITH THE BOWLEINS.

Baltimore, Nov. 23.—The quintette of James Bailly & Son fell upon the Ferrell & Kellam Drug Company team last night at the Diamond and made it three straight the scores being one-sided and the outcome each time, a fore-gone conclusion before the games had advanced far. In the first contest the winners made a total of 733, while the tail-enders got only 610, the other games resulting in 638 and 770 against 606 and 571. Roth was the highest man for the Ferrell & Kellam Company with only 135. The best score made by the Bailly aggregation was only 170, but the team averaged well and thus made up for the absence of especially notable individual work. On Tuesday the Stanley & Brown Drug Company bowled against Sharp & Dohme with the result of losing two and winning one. As Goldsborough of the Sharp & Dohme team, could not be present, Dr. Dohme concluded to take a hand for the first time this season, and in one contest at least helped his five to victory by a Garrison finish. The teams are now in the following positions:

Teams.	Games Played		
	won.	lost.	Per'ctg.
Sharp & Dohme	13	2	.867
Root and Herbs	10	2	.833
James Bailly & Son	9	6	.600
McCormick & Co.	5	7	.417
Stanley & Brown Drug Co.	7	8	.467
Armstrong Cork Company	3	9	.250
Ferrell & Kellam Co.	1	14	.067

MAKING IMPROVEMENTS.

Baltimore, Nov. 23.—Several druggists of this city are making extensive improvements and the changes contemplated by one of them will possess some rather unique features. The store of Downs Bros., Linden and North avenues, is being remodeled and when completed will rank with the most attractive establishments in this or other cities. It is in contemplation to convert the pharmacy into a kind of crystal palace, with the front and one side of glass and the shelving of the same material. Large plates are being put in as windows and new fixtures are being installed. Several show cases alone will cost \$600 and the other betterments are on an equally expensive order.

The other change is the remodeling of the pharmacy of the late Frank Waters, North avenue and Aisquith street, which has been purchased by Joseph Hall, Mr. Hall is installing new furniture and shelving of fine oak and will make all the interior appointments up to date. Big plate glass windows are also among the changes.

TRADE APPEARS TO BE QUIET.

Baltimore, Nov. 25.—No developments of any special consequence occurred during the past week. Trade appears to be quiet. The manufacturers of pharmaceuticals as well as jobbers say they are not doing much. Retailers seem to be fairly busy, but as the end of the month draws near purchases are being postponed in accordance with an old practice. The quiet, however, is only comparative, the year continuing to show up well. The market for botanicals is without material modifications. With respect to a number of articles the tendency is still upward. The movement of heavy chemicals is of moderate proportions.

NOTES.

—Martin E. Boessel, who has been clerking for Croft & Conlyn, Park avenue and Madison street, has gone with E. O. Streett, his former employer, Mount Royal avenue and Charles street.

—H. P. Hynson last week read a paper before the Philadelphia College of Pharmacy on "Modern Evidence of Pharmaceutical Progress." Owen C. Smith went with him to Philadelphia.

—Druggist M. S. Kahn, Lexington and Liberty streets, who has been suffering with typhoid fever for several weeks, is reported to be somewhat improved.

—Edward W. Lowry, formerly with J. Fuller Frames, Gay street, is clerking for W. M. Fouch, North avenue and Charles street.

—Frank Jendrick, for some time with Theodorick Smith, Pennsylvania and Lafayette avenues, in the capacity of clerk, has left.

"What One Medicine House is Doing to Suppress the Cut Rate Evil."

Messrs. Foley & Co., of Chicago, are making it a part of their contracts with papers in the larger cities that their medicines are not to be advertised at cut rates or below the prices agreed upon by the local Druggists' Association. Among the papers who have signed the agreement are: Kansas City Star; St. Joseph (Mo.) News; Minneapolis Tribune; St. Paul Dispatch; Milwaukee Journal; Milwaukee Germania; Indianapolis News; Evansville Journal; Des Moines News; Des Moines Capital; Memphis Scimitar; Memphis Commercial-Appeal; Nashville (Tenn.) American; Nashville Banner; Chattanooga News; Atlanta (Ga.) Journal; Cincinnati (O.) Post; and Dayton (O.) News. Inasmuch as cut rate stores are dependent to a large extent on newspaper publicity, Foley & Co. believe that if other proprietary medicine manufacturers would adopt this plan, the evil would be considerably lessened.

We have received the new catalogue of Puffer Manufacturing Co. It is very artistically illustrated and describes very fully their numerous styles of soda fountains and various soda utensils. Any druggist can obtain this catalogue by addressing Puffer Manufacturing Co., 41 Portland street, Boston, Mass. Mention the Era.

CINCINNATI.**DRUGGIST'S WIDOW DEAD.**

Cincinnati, Nov. 23.—Mrs. Aloina Bakhaus aged ninety-three widow of the first German druggist in Cincinnati, died last week at her home on Walnut Hill this city. Mrs. Bakhaus was born in Germany and came to this country in 1836 to join her promise-d husband, who had preceded her a year before. The home of Mrs. Bakhaus was the rendezvous of all the German immigrants who were seeking homes in this city during the first half of the last century. Their store was on Lower Market street, where Mrs. Bakhaus decorated the first Christmas tree ever seen in Ohio. Mrs. Bakhaus was the mother of seven children, two of whom are Mrs. Bertha Seeborn, of Copeland and Edmund Bakhaus, the druggist with C. A. Stammel at Elm and Findlay streets. The deceased had been a widow fifty-two years.

THE FREEMAN-DOW LITIGATION.

Cincinnati, Nov. 23.—The outcome of the suit brought by Freeman, the perfumer, against Miss Cora Dow, which is set for trial at this term of court, is waited for by the retail trade with much interest. The question is whether a dealer has the right to present the goods of a manufacturer in any other shape than those in which he places them to be sold. The goods are put up in a certain style for sale to the consumer, and private marks placed upon the package for the purpose of enabling the manufacturer to trace his goods constitute a portion of the dressing. Is it lawful for a dealer to deface this dressing by removing the private marks to defeat the purpose of the manufacturer, which purpose the courts have held to be lawful? This question will be decided upon a demurrer filed by the defendant.

NOTES.

—Miss D. E. Friedman, a prosperous pharmacist, at Peebles, Ohio, was in this city during the week buying Christmas goods.

—Oscar Hess, formerly with Serodino Bros., will shortly open a drug store at Pike and Washington streets, Covington, Ky.

—H. J. Thompson, of West Union, O., has opened a new drug store at Winchester, Ohio.

—Frank Mayer is now clerking for F. E. Socin, at Richmond and Central avenues.

CHICAGO.**DRUG CLUB NOMINATES OFFICERS.**

Chicago, Nov. 23.—The nominating committee of the Chicago Drug Trade Club, Messrs. Harold Sorby, Albert E. Hunt and B. T. Van Alen, have nominated the following gentlemen for the board of directors of the club for 1901-02: H. A. Antram, Arthur Dawson, Francis Keeling, Jr., E. D. Kenfield, S. T. Mather, Charles E. Matthews.

The following were nominated for the various offices: President, E. H. Buehler; first vice-president, Charles E. Matthews; second vice-president, J. Walker Scofield; secretary, Franklin S. Hereth; treasurer, Romaine Pierson.

CHICAGO TRADE FAIR.

Chicago, Nov. 23.—Manufacturers and jobbers say business has been well up to the average thus far this month. Trade in staple drugs and chemicals is good while there is a large demand for seasonable goods, such as cough remedies, cold cures and the like and the materials of which they are made. Quinine is therefore in good demand. The announcement that the grip germ is on hand for his winter harvest, has not caused the drug men any uneasiness and a boom may be expected in grip remedies so called at almost any time. When that malady is popular everyone who has an ache or a bad cold names his ailment grip and doses himself accordingly.

NOTES.

—The Chicago Trade Bowling League rolled the following games on Nov. 18: Sharp & Smith, 717, 775, 768, against Lord, Owen & Co., 823, 669, 759; A. M. Foster & Co., 664, 642, 663, against Buck & Rayner, 647, 655, 682; Parke, Davis & Co., 787, 713, 781, against E. H. Sargent & Co., 725, 724, 697. Standing and percentage:

Teams.	Won.	Lost.	Per'tge.
Sharp & Smith	14	7	.667
Lord, Owen & Co.	13	8	.614
E. H. Sargent & Co.	13	8	.614
Parke, Davis & Co.	12	9	.571
Buck & Rayner	7	14	.334
A. M. Foster & Co.	5	16	.233

—The Illinois Board of Pharmacy met this week in Chicago and held examinations. One hundred and fifty applicants were examined, one-third of whom passed. The board insists that apprentices must be registered. The next meeting of the board will be held in Springfield on January 7, and the next one thereafter in Chicago on February 11.

—Chest protectors, liver pads and like appliances do not seem to be popular in Chicago. A druggist on La Salle street with a window full of red flannel chest protectors, has cut the price from 35 cents to 15 cents each. In the same window is a flour barrel full of hoarhound drops, for hoarseness. The remedy seems to be more popular than the preventive.

—James R. D. Stevenson, the second son of Robert Stevenson, was married Tuesday night, Nov. 12, to Miss Ida E. Kohtz. The wedding was an elaborate affair and took place at the Germania Club. The same evening Miss Lou Electa Dawson, youngest daughter of Arthur Dawson, of Robert Stevenson & Co., was married at her home 1743 Wrightwood avenue, to Albert Weick.

—J. S. Frank will move his drug store from 1144 Milwaukee avenue to Thirty-ninth street and Calumet avenue. Mr. Frank will be remembered as one of those whose stores were damaged last winter by the several women who professed to be followers of "Dr." John Alex Dowie, the latter day Elijah.

—Mr. Traill, of Traill & Cooling, the well known druggists of Austin, challenged Ed. F. Mallory the other day to a bowling contest. The contest was held last Friday afternoon at Thompson's alleys, Mr. Traill winning two games out of three and making a score of nearly 200 on each of the games he won.

—C. H. Kramer was tried in Justice O'Donoghue's court at Austin recently on a charge of conducting a "blind pig." The jury could not agree, so a compromise was effected, Kramer pleading guilty and being fined the costs. Kramer is the owner of a drug store at Chicago avenue and Alma street.

—The annual ball of the National Retail Drug Clerks' Association will be held on the evening of Nov. 30 at Fraternity Hall, State and Adams streets. Messrs. E. Civis, W. Kotz, P. Stalfeld and M. Klähnhofer compose the committee of arrangements.

—G. W. Nelson & Company, of the Plaza Hotel Pharmacy at North Clark street and North avenue, have dissolved partnership. F. Goetz will conduct the store under the name of the Plaza Pharmacy.

—Robert Millinger, manager of the Harrison Pharmacy at Harrison and State streets, has returned from a three months trip abroad. He left on account of his health and returns much benefited.

—Mr. Adamick, formerly a part owner of the Ahrend drug store at Madison street and Fifth avenue, has bought L. P. Cheney's drug store at North Clark street and Chicago avenue.

—P. E. Hall, manager of the financial department of Parke, Davis & Company visited the Chicago branch of the company last week.

—Oscar Leistner, western agent for W. L. Strauss & Company, New York, returned last week from a business trip to St. Louis, Indianapolis and Cincinnati.

—James S. Barclay, one of the oldest druggists of Chicago and former president of the Veteran Druggists' Association, is critically ill at his home in Oak Park.

—E. B. Merserow has bought the drug store of J. P. Conside at Center avenue and West Thirteenth street.

—Gus A. Miller has sold his drug store at 738 West Van Buren street to A. F. Kiesling.

—H. G. Weber & Company has succeeded H. H. Weber at Knoxville, Ia.

—W. A. Stillhaus has sold his drug store at Villisca, Ia., to Wright & Flood.

—Dr. George M. Silverberg has bought the drug store of Chris. N. Wagner at 1410 West Madison street.

DETROIT AND MICHIGAN.

SCHEDULE OF PRICES.

Detroit, Nov. 23.—The members of the Detroit and Wayne Co. Retail Druggists' Association are well pleased with the present status of the drug trade in Detroit as regards the upholding of prices agreed upon in schedule adopted some time ago, and there is a decided tendency to somewhat increase prices in general. There is a possibility that it will only be a question of time before the department stores now handling certain lines of patents and sundries will come into the fold, and on the whole the outlook for the future is very much better than it has been for a long time past.

NOTES.

—The Michigan Drug Co. have secured an option upon the old Biddle House property, on Jefferson avenue and Randolph street, having in view the possibility of erecting a large new building upon the site to accommodate their rapidly growing wholesale drug business. The location is unquestionably an admirable one, and James E. Davis, vice-president of the company, states that they are looking the ground over thoroughly and will consider the proposition carefully from every standpoint before making a positive decision, and he cannot now say whether the work will be undertaken. The Michigan Drug Co. have a lease on the building they now occupy, which runs for about two years.

—A proposition has been under discussion for quite a considerable time tending to the organization of the Carl G. Granacher Drug Co. of Detroit, but Mr. Granacher after looking the ground over very carefully and considering the fact that Detroit is already well supplied with manufacturing pharmacists, has decided to forego the formation of the proposed company for the present, at least, and devote his entire attention to his up-to-date prescription pharmacy, located at 473 Gratiot avenue.

—The annual dancing party of the Drug Clerks' Association of Michigan took place Friday evening, Nov. 22, at the Strassburg Dancing Academy, about three hundred people being present. Flinney's orchestra furnished the music. A considerable number of the newer members of the association were present and the festivities lasted until after 3 o'clock Saturday morning.

—Among the different representatives of outside houses who visited Detroit and called upon the trade during the last week were F. L. Washbourne with the W. J. Bush Co. of New York; E. E. McClintock, with the Hershey Chocolate Co. of Lancaster, Pa., and Mr. Moore, of the Chicago branch of Messrs. Dodge & Olcott, of New York.

—Louis J. Fulmer and Herbert T. Jenkins, arrested some time ago for forging the labels of the Farbenfabriken of Elberfeld Co., have been bound over to the Recorder's Court for trial. Edward H. Horn and William T. Bartlett, held on the same charge, are now undergoing examination.

—L. J. O'Connor, engaged with J. G. Campbell, has been elected President of the Screenaders. This organization is a social one purely, and it is somewhat unusual for a druggist to become associated with such a club, inasmuch as his time for social work is somewhat limited.

—A few days ago the safe in the Dearborn Post Office was robbed of something over \$100 in money besides a considerable amount of stamps. Besides this loss damage was done to the stock and fixtures to the amount of over \$500. The Post Master is T. T. Wood, a druggist.

—Messrs. Smedley, Swift, McClintock and Mutter of Parke, Davis & Co., left several days ago for a short season of duck shooting, the occasion, by the way, practically closing the season, which ends Nov. 30.

—William Kipp, pharmacist at Wheeler, has been sued

for supplying whiskey to an intoxicated man, who was driver of the team which ran over and seriously injured the wife of Everett Smith of Edgewood, who brings suit.

—Charles Maurer, with Parke, Davis & Co. a number of years, has been compelled to relinquish his position and go West for his health.

—I. E. Harrod, representative of the Arlington Chemical Co. of Yonkers, N. Y., has been in Detroit for the past two weeks calling on the trade in general.

—P. E. Hall of the financial department of Parke, Davis & Co., has returned from a business trip to Chicago.

—A branch of the N. A. R. D. has been organized in Lapeer county, with S. N. Vincent of Lapeer as President.

—L. A. Burdick, formerly with Parke, Davis & Co., is now engaged at the Cadillac Pharmacy.

ST. LOUIS.

DRUGGIST THREATENED TO BE SUE'D.

St. Louis, Nov. 23.—C. D. Merrem, druggist at Taylor and Finney avenues, this city, is threatened with a damage suit on the ground of carelessness and violation of the State law in selling poisons. It is claimed that last Saturday a woman in the druggist's neighborhood sent her little ten year old daughter to his drug store five different times to purchase chloroform which the druggist or his clerks sold each time without asking any questions or even putting a poison label on the bottle containing the chloroform. The woman was sick and in intense pain. According to the story of the woman's friends the chloroform was poured on a cloth and inhaled by the woman. As the bottle was emptied each time she sent her daughter for more. Finally she went to sleep and the child and servant in attendance retired. In the morning the woman was found dead. Her mother has employed a lawyer who says he will interpret this offense under the common law and sue for damages. He insinuates that the druggists of the city are very careless in selling poisons and talks as though he would like to give them a general shaking up on this point. He says he will lay the matter before the State Board of Pharmacy and he states he believes he can have Mr. Merrem's certificate of registration, or diploma as he calls it, revoked.

Your correspondent requested to see the bottle in which the chloroform was purchased but the request was declined. The lawyer has so far taken no steps except to write to Mr. Merrem, but claims he has received no reply. Mr. Merrem says he does not care to discuss the matter at present, but that if the lawyer will carefully investigate matters he will find the law has been complied with. Mr. Merrem is one of the leading druggists of the West end, a thoroughly competent pharmacist and his friends think it is a ridiculous charge to bring against him.

NOTES.

—For some time past one of the large express companies has had charge of collecting gas bills for the local gas light company. The company appointed druggists all over the city as agents. People in the neighborhood could pay their bills at the drug store by paying five cents extra and thus save car fare and the trouble of going up town to make their payments at the main office. The druggist would sign the receipt and hold the other part of the bill for the collector of the express company. The druggist was also obliged to keep a tabulated list of the bills which was checked up by the collector. For his trouble he received two cents and the express company three cents. The public look upon this as a great convenience and very few go to the main office to save the five cents. A number of druggists have concluded they might have the entire five cents for each bill so they have given up the company's agencies and have established agencies of their own. The public takes to this arrangement very kindly, and where the druggist formerly made two dollars on every hundred bills he collected he now makes five dollars, and he claims there is much less work connected with it. There are a number of druggists who collect two and three hundred gas bills

each month and they consider it more profitable business than selling patent medicines.

—The coroner's investigation upon the tetanus infected antitoxin manufactured and distributed by the City Health Department resulted in a verdict that the Board of Health is responsible for the death of eleven children. Health Commissioner Starkloff has just returned from a ten day vacation and has taken the matter up with the Mayor. He considers the coroner's verdict not specific enough and has requested the Mayor to take action. In the meanwhile he is reviewing the testimony in the case and says he is anxious to have the blame placed where it belongs, but he considers it very indefinite to merely hold the Board of Health responsible.

—A peculiar feature of the results of the meeting of the Druggists' Coked Hat League last Thursday night was the five to nothing score clear through. The Moffitt-West Drug Co.'s team lost all to the representatives of the Meyer Bros., Drug Co. The Mound City "Paints" failed to score against the Searle and Hereth Co.'s team and the Herf and Ferlich's team captured everything in sight from the J. S. Merrell Drug Co.'s team. Helbig, of Herf and Ferlich's team, was high man for the evening with a fifty-five average.

—The St. Louis Drug Clerks' Society will give its annual ball at the Louisiana Hall, 911 N. Vandeventer avenue, on the evening of December 5. Tickets are one dollar, admitting gentleman and ladies. They have decided not to serve a regular supper, but have arranged with a caterer to furnish light refreshments.

—A. S. McGowan, an old time druggist of Sedalia, Mo., died a few days ago after a lingering illness. Before his health failed he was one of the leading druggists of that city. He was known to many druggists throughout the State, having been an occasional attendant at the meetings of the Missouri Pharmaceutical Association.

—At the meeting of the Board of Trustees of the St. Louis College of Pharmacy last Tuesday Dr. J. C. Falk was elected secretary to fill the vacancy caused by the resignation of Wm. C. Bolm. Louis Schurk was elected corresponding secretary, the position formerly held by Dr. Falk.

—The regular monthly meeting of the St. Louis Paint, Oil and Drug Club was held at the Mercantile Club last Thursday evening. There were about twenty members present. The regulation banquet was served, but no special business was transacted.

—Some of the East St. Louis druggists have had such great difficulty in securing competent registered clerks that they claim they are going to disregard the law and employ the first competent man they can get regardless of whether he is registered in Illinois or not.

—A. J. Horlick, London representative of the Horlick Food Co., has been spending a few days in this city. He is on his way home to spend the holidays with his folks at Racine, Wis.

—C. C. Corcoran and J. G. Algara, of the Meyer Bros. Drug Co., accompanied the Merchants and Manufacturers' excursion through the South.

—Henry Boardman, in charge of the paint, oil and color department of the Meyer Bros. Drug Co., has gone to California on a six weeks vacation.

—Messrs. Judd and Gonterman are opening a new drug store at Belt and Easton avenues. They were formerly in business at Venice, Ill.

—E. Bindschadler, secretary of the J. S. Merrell Drug Co., is spending a well-earned vacation in the sunny South.

E. R. SQUIBB & SONS

NEW YORK

Compound Alum Powder

THE NORTHWEST.

MINNESOTA DRUG CLERKS ORGANIZE.

St. Paul, Minn., Nov. 22.—Twenty drug clerks met at the Lumber Exchange, Minneapolis, Monday and effected what may be termed the preliminary organization of the Minnesota Retail Drug Clerks' Association. A constitution and by-laws were adopted. These officers were chosen, all of them of Minneapolis: President, Henry Schroeder; vice-president, Frank W. Crowell; secretary, Fred. Klenert; treasurer, Julius Gronsall. The idea is to have these officers continue until the first annual meeting, which will be held in St. Paul in January. The officers elected upon that occasion will, of course, represent all sections of the State. The next meeting will be held in St. Paul on Dec. 2.

HUNTING DOWN THE UNREGISTERED.

St. Paul, Minn., Nov. 22.—Private detectives employed by the State Board of Pharmacy have recently been shadowing Minneapolis druggists. It is believed that several have been discovered violating the State law, which prohibits unregistered assistants from dispensing poison. It is difficult to prevent this, as the law permits the assistant to dispense poison if his chief is standing by at the time. Detectives have evidence in number of cases where poisons were dispensed when the registered pharmacist was not in the store. The fine for violation is \$50.

NO COMPLAINT AS TO TRADE.

St. Paul, Minn., Nov. 22.—The past week has been very active with the wholesale drug houses and business seems constantly increasing in volume. There are few changes in prices, which is strange as it has hitherto seemed impossible to go into winter without more changes than are being made now. Orders for goods are being liberally received from near and distant points and they are unusually generous. Freezable goods are in active demand for winter stock. In fancy goods and druggists' sundries there never has been so large a sale for the holiday trade as now. Collection are good.

NOTES.

—Successions: J. Spaulding, Brainerd, Minn., by M. K. Schwartz; C. C. Graham, Baxter, Ia., by C. M. Forney; Howe Bros., Humboldt, Ia., by H. W. Howe; Riggs & Miller, Bertha, Minn., by A. J. Riggs; G. F. Peabody, Big Stone, S. D., by E. M. Fishell; T. E. Jones, Payette, Idaho, by T. E. Jones & Co.; Charles N. Saton & Co., Valley Junction, Ia., by Morrison & Co.; H. G. Weber, Knoxville, Ia., by H. G. Weber & Co.; Mrs. Ella Davis, Malcom, Ia., by D. A. Allen; W. A. Stilleans, Villisca, Ia., by Wright & Flood; V. W. Whyman, Adams, eb., by the Adams Drug Co.; M. E. Austin, Forest Grove, Ore., by Hines & Wagner.

—The Wm. S. Merrell Chemical Co., has won its suit against the Lyman-Ellis Drug Co., of Minneapolis, which at one time promised to become a noted bit of litigation in the trade. The suit was speedily settled when the facts that the Merrell Company claimed were shown. The Era has already given the particulars of the trouble between the two companies.

—The Sherwin-Williams Paint Company, of Cleveland, which has been handling the Twin City and northwestern trade from a Chicago office, has decided to start in Minneapolis a branch for this territory. This will be done probably in February. The company now has branch houses in Chicago, New York, Montreal, Boston, San Francisco, Kansas City and Los Angeles.

—New: Lukering & Co., and Glenn R. Fetterman & Co., Bremerton, Wash.; Dr. English, Bertha, Minn.; McConnell Drug Co., Hope, N. D.

—Emma Richards, Randolph, Ore., will remove to Cody, Neb.

—Dr. S. L. Roberts, Myrtle Point, Ore., is to sell.

—William & Baxter, Billings, Mont., have dissolved.

—D. A. Allee, Des Moines, Ia., has given a bill of sale.

—D. P. Jameson & Co., Osnabrock, N. D., has sold.

Attractive Packages.

Every druggist who has learned his profession as it should be taught in this twentieth century has an eye to neat and attractive packages and is always on the look-out for a plan to make them more so. Probably the majority of druggists know, and many have used, the American Paper Bottle Cap. This cap improves the appearance of a prescription bottle as much as the latter is an improvement on the method used in old days when essence bottles were used for prescriptions. Any druggist who has not seen or used the American Paper Bottle Cap will do well to write to the makers for free samples. Address the Sayford Paper Specialty Co., Camden, N. J.

A New Correspondence School.

An advertisement of a new correspondence course in pharmacy appears in this issue of the Era. This course is offered by the American Correspondence University, of which Charles W. Parsons, Ph. C., is president. Mr. Parsons is well known as a thoroughly proficient instructor and writer on this line, and doubtless the new course in pharmacy is very complete. It costs only \$20.00 and students can commence at any time. For full information and sample sheets of the lectures, address American Correspondence University, 156 Fifth avenue, New York.

Some druggists do not realize what little time and trouble need be used in making tablets with a good machine, and the small expense attached to the manufacture in that manner. It is claimed the pharmacist can save 200 per cent on the cost of tablets by using the "Eureka" tablet machine, which will make 100 a minute of any size up to half an inch in diameter. This machine is simple and inexpensive and can easily be obtained by any druggist. For particulars write to the makers, F. J. Stokes Machine Co., No. 901 (E.) Thompson street, Philadelphia, Pa.

Druggists who have handled the "Gem Nail Clipper" appear to be well satisfied with the sale of this manicure tool, judging from the "repeat" orders sent in. The "Gem" cuts, trims and cleans the nails and is a convenient and perfect manicure tool easily carried in the vest pocket. The article is for sale by all jobbers at two dollars a dozen and comes on a handsome display easel. It is manufactured by the Coe Mfg. Co., No. 50 Warren street, New York.

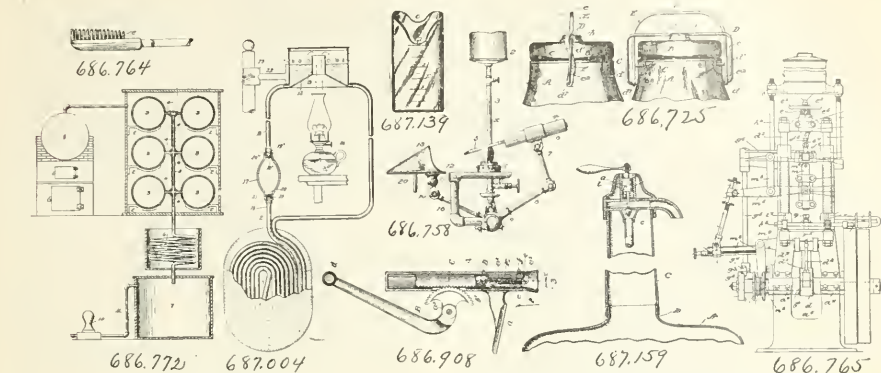
Dundas Dick & Co., the original manufacturers of soft capsules in this country, guarantee the purity and reliability of their goods. Their Docuta Sandalwood capsules are claimed to be the best made, and are quite generally prescribed by physicians for diseases of the genito-urinary organs. Packages retail at \$1.50 each and cost \$12.00 per dozen. For literature regarding these goods, address Dundas Dick & Co., 112 White street, New York.

The popularity of Listerine Toilet Soap is increasing every month and druggists who have handled it say it is becoming as well known as Listerine itself, and customers who use it express the greatest satisfaction. The soap is supplied to the trade by wholesale druggists and as it yields a good profit, costing only twelve dollars a gross, it should be a good investment.

Velvee, or Witch Hazel Jelly, is prepared by the Mayell & Hopp Co., Cleveland, O., and at the price offered to the druggist it should be in good demand all over the country. Freight is paid on two gross lots and any jobber can supply it. The makers offer to send new and attractive advertising matter to any dealer on request. The address is: The Mayell & Hopp Co., Cleveland, O.

—The Charleston Drug Manufacturing Co. has just been organized in Charleston, S. C., by Walter Pringle, of Pringle Bros. and a number of drug men formerly connected with the pharmaceutical establishment of the late Dr. Baer, of that city. A charter of incorporation has been applied for, and the capital stock will be \$60,000, to be increased later to \$100,000. The company proposes to do a regular manufacturing and jobbing business.

PATENTS, TRADE MARKS, ETC.



PATENTS.

Issued November 19, 1901.

- 686,710.—Louis J. Bureau, Delray, Mich. Apparatus for making salt.
- 686,725.—John M. Grenier, Monmouth, Ill. Closure for jars or bottles.
- 686,738.—David C. Patterson, Cynthiana, Ky., assignor of one-half to J. T. Hedges, Jr., Cincinnati, O. Blowpipe.
- 686,764.—Charles W. Richards, San Francisco, Cal. Tooth-Brush.
- 686,765.—Emanuel L. Richards, Philadelphia, Pa. Tablet-Machine.
- 686,772.—Cyrus J. Seltzer, Philadelphia, Pa., assignor, by direct and mesne assignments, to the National Recovery Company, a Corporation of Delaware. Process of recovering absorbed alcohol from empty barrels.
- 686,908.—John J. Shermack, Freeport, Ill., assignor to Arcade Manufacturing Company, Freeport, Ill., a Corporation of Illinois. Cork-Puller.
- 686,947.—William Marsh, Manchester, England. Method of making carbonate of magnesia.
- 686,968.—Alfred Ammelburg, Höchst-on-the-Main, Germany, assignor to the Farbwerke, vorm. Meister, Lucius & Eruning, Höchst-on-the-Main, Germany, a Corporation. Neutral Compound of Dimethylamido-Methylphenylpyrazolon and process of making same.
- 686,900.—Alfred Ammelburg, Höchst-on-the-Main, Germany, assignor to the Farbwerke, vorm. Meister, Lucius & Eruning, Höchst-on-the-Main, Germany, a Corporation. Acid compound of Dimethylamido-Methylphenylpyrazolon and process of making same.
- 687,004.—Frank E. Crawford, Lakemills, Wis., assignor of one-half to William A. Engstberg, Lakemills, Wis. Hot Water bag.
- 687,118.—Joseph Butkus and John A. Butkus, Baltimore, Md. Bottle-Stoppering Machine.
- 687,122.—Leon A. Calmette, Lille, France. Process of manufacturing glucose.
- 687,136.—William Drake, London, England. Apparatus for the manufacture of glass bottles, etc.
- 687,139.—William J. Evans, New York, N. Y., assignor to the firm of McKesson & Robbins, New York, N. Y. Nasal Cup.
- 687,156.—John W. Jackson, Youngstown, Ohio. Bottle.
- 687,150.—Dewis Landau, San Francisco, Cal. Siphon-Bottle.

TRADE MARKS.

Registered November 19, 1901.

- 37,320.—Toilet Powder, Gerhard Mennen, Newark, N. J. A portrait of the registrant in connection with two panel-like figures upon an ornamental ground.
- 37,321.—Dyspepsia Remedy, Sabbati E. Ullman, Jersey City, N. J. The word "Royal".
- 37,323.—Salves, William Hausmann, Beloit, Wis. The word "Eggo".
- 37,324.—Certain Named Surgical Appliances. J. Ellwood Lee & Co., Conshohocken, Pa. The representation of a ring of legs.

LABELS.

Registered November 19, 1901.

- 8,795.—Title: "Erb's Emulsion of Pure Cod Liver Oil". (For a Preparation of Cod Liver Oil). Ludwig G. B. Erb, New York, N. Y. Filed October 29, 1901.
- 8,796.—Title: "Puritan Cough Syrup". (For a Medicine). L. G. Hughes, Minneapolis, Minn. Filed Sept. 27, 1901.

- 8,797.—Title: "Anti-Diphtheria Specific". (For a Medicine). Frank W. Robinson, McLeansboro, Ill. Filed October 28, 1901.
- 8,798.—Title: "Cowan's Catarrhal Cream". (For a Medicine). Michael E. Cowan, Tecumseh, Neb. Filed October 28, 1901.
- 8,799.—Title: "Phospho-Pepsin". (For a Remedy). Michael E. Cowan, Tecumseh, Neb. Filed October 26, 1901.
- 8,800.—Title: "Cascarilla Bitters". (For Cascarilla Bitters). D. Y. K. Deering, Union, Ore. Filed August 19, 1901.
- 8,801.—Title: "Taggart's Cold Breaker Laxative". (For Laxative Tablets). G. C. Taggart, Philadelphia, Pa. Filed October 14, 1901.

PRINTS.

Registered November 19, 1901.

- 421.—Title: "Good News for Everybody". (For a Medicine). Saginaw Medicine Co., Saginaw, Mich. Filed October 21, 1901.
- 422.—Title: "How do you Feel?" (For a Medicine). The Atlas Specific Company, Buffalo, N. Y. Filed October 24, 1901.
- 423.—Title: "Phospho-Pepsin". (For a remedy). Michael E. Cowan, Tecumseh, Neb. Filed October 26, 1901.

Binder's Tar Soap gives entire satisfaction to the user and pays the druggist a liberal profit. Write for new special offer to druggists. Address, Binder Co., 31 S. 13th street, Philadelphia, Pa.

THE SUPERIORITY
OF
Imperial
RUBBER GOODS
LIES: FIRST IN THE QUALITY OF THE MATERIALS
FROM WHICH THEY ARE MADE AND, SECOND -
IN THE METHOD OF HANDLING THEM.
GOOD MATERIAL - EXPERT HANDS
PRICES MAY BE HAD FOR THE ASKING
THE GOODYEAR TIRE & RUBBER CO.
AKRON, OHIO, U.S.A.

MARKET REPORT.

NEW YORK MARKETS.

A GOOD STEADY BUSINESS REPORTED.

New York, Nov. 26.—Jobbers continue to report a good steady routine business with a large variety of commodities sharing in the general distribution, and market conditions generally appear to be satisfactory.

OPUM.—Under the influence, heretofore noted, the weak undertone referred to last week has resulted in a general revision of prices, and a lower range is quoted for all grades. The revised quotations are \$2.263.40 for 9 per cent and \$2.462.50 for 11 per cent. Powdered is available at \$4.254.50 for 13 per cent. \$4.755.00 for 16 per cent and \$4.554.75 for 9 a. nular.

MORPHINE.—Business is of full average volume and jobbing quotations continue firm at \$2.464.50 for eighths in 1-oz. boxes, \$2.356.25 in 2½-oz. boxes, \$2.156.25 in ounce vials and \$2.165.20 in 5-oz. cans, according to brand.

QUININE.—An improved inquiry for round lots is noted and the jobbing movement continues fair with quotations maintained at 27c for bulk in 100-oz. tins, 27½c in 5-oz. tins, 28c in 25-oz. tins and 34c in ounces.

IPECAC.—Foreign markets are calmer easier and jobbers have reduced spot quotations to \$3.156.3.40 for whole and \$3.256.3.50 for powdered.

OIL LEMONGRASS.—Spot supplies are exceedingly light and the market is decidedly stronger with quotations showing an advance to \$2.756.3.00.

OIL ANISE.—Import cost is slightly lower and jobbers have reduced quotations to \$1.664.75.

CITRIC ACID.—Competition between foreign and domestic have caused manufacturers of the latter to reduce their quotations 1c per lb. and the revised jobbing range is \$5.353.4c in kegs and 406.45c for less.

CANARY SEED.—Supplies are light and stronger owing to reports of decreased yield of new crop and jobbing quotations have been advanced to \$1.646.3c for Sicily by the bag, and 4½c to 4c for less; 363.3c for Smyrna by the bag and 4½c for less.

ANGOSTURA BARK.—Values are higher owing to scarcity and jobbers have advanced their quotations to 366.55c for whole and 359.40c for powdered.

GUM GUAIAEC.—Supplies are light and the market firmer with jobbing quotations advanced to \$5.764.5c for extra, 366.35c for No. 1, and 406.45c for powdered.

LITHIUM CARBONATE.—The market is weaker, owing to competition among manufacturers, and jobbers have reduced quotations to \$2.256.3.50 per lb. and 276.30c per oz.

SENNA.—Sifted Alexandria is in better supply and easier with jobbers quoting 356.37c.

OIL ALMONDS.—The market is inclined to decline in sympathy with foreign markets and prime English is obtainable at 509.00c, oz. as to quantity.

LARKSPUR SEED.—Holders are inclined to offer more freely and the jobbing quotations are 96c @ \$1.00 for whole and \$1.006.1.10 for powdered.

SUGAR OF LEAD.—Purified is slightly easier, with sellers in a jobbing way at 186.20c.

SHELLAC.—A decidedly stronger market is reported owing to advices from primary sources to the effect that the crop of crude material is practically a failure, and jobbers have advanced quotations to 366.35c for native and 356.40c for Orange.

300 Doses for \$1.00.

"Five Drops" is the trade marked title adopted by the Swanson Rheumatic Cure Company, of Chicago, for their remedy for rheumatism and neuralgia. It is taken in doses of five drops and there are three hundred doses in a bottle retailing at \$1.00. This is a great improvement in dosage over most remedies of this kind, and the company shows testimonials which indicate that "Five Drops" is a great improvement over the average proprietary rheumatic remedy in the matter of giving prompt relief to the patient. It is used both internally and externally and is claimed by the manufacturers to be an absolute specific for the above mentioned ailments. All jobbers carry it. For advertising matter address The Swanson Rheumatic Cure Company, 160 Lake Street, Chicago, Ill.

Giving Away Goods.

The manufacturers of Mitchell's Poisoned Wheat offer to give one dozen 15 cent packages and 200 free samples with every order of two dozen of their goods. Mitchell's Poisoned Wheat is claimed to be the best exterminator of rats and mice ever known. If you want to take advantage of this offer address Mitchell Wheat Co., 66½ Oak street, Jersey City, N. J.

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The well known and reliable Thomas' English Prepared Chalk that is advertised to the drug trade so extensively should be handled by every druggist who is particular about the quality and appearance of the goods he sells. This chalk is sold in 8-lb boxes, both white and pink, and any jobber will supply it. Druggists not familiar with the Thomas' Chalk can be convinced of its qualities by sending for a sample package. Address the Thomas Manufacturing Co., Baltimore, Md.

Nearly all the first class drug store have more or less demand for the well advertised perfumes and toilet preparations of Deletréz, Paris. The United States agents for these goods, McKesson & Robbins can supply any odor or style. Some of the specialties made by Deletréz are: Azalla, Amaryllis Du Japon, Violettes Celestes Supre Violette, Bouquet du XX siecle, Chypre Royale and Royal Deletréz.

You will rarely find Four Fold Liniment in a department store.

The Pharmaceutical Era.

EVERY THURSDAY.

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ERA "BLUE BOOK."

These Price List editions of the Era, issued in January and July, will be sent free to all regular yearly subscribers.

ADVERTISING RATES ON APPLICATION.

Address THE PHARMACEUTICAL ERA,
NEW YORK.

Telephone: 2240 Franklin. Cable Address: "ERA"—New York.

SEE LAST READING PAGE FOR COMPLETE
INDEX TO THIS NUMBER.

OUR JANUARY PRICE LIST SUPPLEMENT.

The next (January) edition of the Era Price List Supplement ("Blue Book") is now being prepared, and a copy will be supplied free to each paid Era subscriber. The various lists will show many additions and all prices corrected and brought down to date.

Each of these lists is a dictionary of price information, and the Drug and Chemical List is so arranged that the druggist can note all of the price changes which may occur, and which are noted weekly in the market reports of the Pharmaceutical Era. The Price List of Proprietary Medicines and the accompanying List of Manufacturers have been greatly amplified. Special attention is called to these Lists. By a system of indexing each article in the Price List of Proprietary Medicines is given a key number which refers to a corresponding number in the List of Manufacturers' names and addresses, and, turning to this list, the information so often desired as to the manufacturer of a particular preparation may be readily attained. The new Rebate List of proprietary goods sold on the contract system of the National Wholesale Druggists' Association is also given in its entirety.

These are only some of the features which make the Era Price List Supplement of greatest service to the wide-awake druggist. Can you afford to do without it? Its price quotations are those supplied by experts in the principal drug markets, and they are reliable.

TETANUS AND VACCINATION.

The popular fear of tetanus and the consequent objection to the use of vaccine and serum remedies is spreading throughout the country. A number of cases of lockjaw, supposed to be the result of vaccination, have been reported from Camden, N. J., and other places. Unfortunately people are under the impression that this dreaded disease is the direct result of vaccination and is caused by infection in the virus employed. Some of the newspapers have spread this mistaken idea and the popular prejudice against inoculations and injections of any kind is already interfering seriously with the work of the health officers in a number of places.

It is hard to convince the public that the cases of lockjaw which occurred at Camden are not caused by contaminated material like those which followed the use of antidiphtheritic serum in St. Louis. Everyone now hears and reads about germs and their relation to disease. Vaccination and the use of serums involve the employment of what seem to be the same dreaded agencies. When accidental infection occurs the public quite naturally objects to the use of agencies which are apparently so dangerous and so imperfectly understood. It will take a great deal of explanation on the part of those who know about these matters to restore full confidence in these valuable remedies.

It is now quite clear that the cases of lockjaw reported from Camden were not directly due to vaccination at all. Not a single case of contaminated vaccine was found. In the cases in which vaccination wounds were the points of infection, the poison was not introduced with the virus, but was later derived from dust or dirt accidentally introduced into the wounds.

The value of vaccine and antitoxin as remedial agents has been proved by years of experience, and the use of these remedies has produced a marked lowering of the death rate in civilized countries. The successful application of serums to the treatment of disease is considered one of the greatest achievements of modern scientific medicine. The loss of public confidence in the ability of physicians to control the action of these powerful agencies, caused by the unfortunate cases of tetanus in St. Louis, must be regarded as little short of a calamity. The popular prejudice against the use of antitoxin is so great in that city that more deaths have already been caused since the recent accident by failure to use this remedy than were directly due to the use of the contaminated serum.

A wholesale refusal to submit to vaccination would endanger thousands of lives, and it is the duty of every druggist, as a trained guardian of the public

health, to aid by every means at his disposal in restoring popular confidence in this necessary measure.

THE ERA'S NEW DEPARTMENT.

The problem contests which will be conducted by a new department of the Era, beginning in the first issue of the year 1902, may not prove as interesting as the recent international yacht races, but according to all indications they will be well worth watching. It is surprising how much sport may be derived from matters which are essentially practical and useful, and as the problems will deal mainly with pharmaceutical subjects these contests should be of unusual interest to those connected with the drug trade.

The inauguration of the new department was, however, not undertaken purely in the interest of sport. American pharmacy has become largely a commercial pursuit, and in fulfilling the demands of the business side of the calling the highly-trained faculties of the pharmacist are liable to suffer from lack of use. There are thousands of druggists, both young and old, who should take a greater interest in matters purely pharmaceutical—in the science and art of preparing and dispensing medicines as distinguished from the mere buying and selling of goods.

Men are all interested in a spirited contest, and it is to a recognition of this fact that the inauguration of the Era's problem department is due. It is a crafty scheme for getting druggists interested in the whys and wherefors of their calling and incidentally in the manner in which these things are presented from week to week in the columns of the Era.

The contests will be spirited; for, besides the fun and benefit to be derived from working the problems, the prizes offered are decidedly worth the while. This department will give those who pride themselves upon their ability to figure things out a chance to show what they can do. In order to stimulate a spirit of rivalry among the contestants and heighten interest in the results, the names of prize-winners will be printed in the Era, as well as the correct answers to the problems. Students and those who have recently passed State board examinations should be in excellent trim to join in the contests. There will also be older pharmacists, who no longer bother their heads about examinations of any kind, who will wish to try conclusions with the youngsters. There will be no handicaps in the contests; every one will have an equal chance. Working out the answers will prove a pleasant recreation after the daily routine of the drug store, and the problems will suggest improvements and economies which may be profitably introduced in the conduct of the business.

The writer of the article in the present issue upon American Pharmacy, as seen through German spectacles, is not altogether complimentary in his remarks. The citizens of every nation naturally prefer their own ways of doing things, and our methods could therefore not be expected to meet the approval of such a violent foreigner as the writer in question evidently is. It is quite plain that this gentleman did not get on well in the United States for he seems to have been glad to leave us. He says many mean things about the American drug business, but he admits that the pharmacists of this country are *At* business men.

Few people enjoy criticism when directed against themselves, even though it does them good. Druggists are, however, too sensible to object very seriously to the remarks of this subject of the Kaiser. It is not at all certain that the article will do them good, but it will at least help them to see the faults of their neighbors, which is always accompanied by pleasant sensations.

An interesting fight is at present going on between the manufacturers of cream of tartar. A combination of several Eastern manufacturers was formed for the purpose of controlling the price of this important salt in 1899. This combination was, however, not allowed to have things entirely its own way. A San Francisco firm undertook to contest the field, and in the course of time established a plant for the manufacture of cream of tartar in Brooklyn, N. Y. This factory has grown to large proportions and competition between the rival producers is keen. As a result of this war, the price of cream of tartar has been reduced three cents per pound. The war involves the principal baking powder manufacturers.

Some druggists still manage to have a little fun. Scores of bowling contests are a regular feature of the news columns of pharmaceutical journals at present, and their figures seem to be consulted quite as frequently as the market reports. In spite of the many complaints about long hours and lack of time for recreation, sports come in for a large share of the young pharmacist's attention during both winter and summer. If the older readers object to items of this kind in their trade papers, let them remember that they were not always completely absorbed in business, and that a boy does not lose all interest in play the moment he begins to do a man's work.

The occurrence of two or more serious explosions of soda water apparatus again calls attention to the dangerous nature of all receptacles containing gas under pressure. Most of the appliances are supplied with safety devices, but safety devices are in use only under abnormal conditions and are liable to get out of order in ordinary use. All apparatus of this kind should be frequently tested and inspected, and treated with due respect at all times.

The Committee on Proprietary Goods of the National Wholesale Druggists' Association has issued a new list of wholesale drug distributors. The list contains 413 names. A number of new names appear, but compared with the list of last year changes are relatively few.

The people of Buffalo will have cause to remember their exposition for some time to come. Even the druggists complain of loss and disappointment. People seem to go to expositions to see things, and not to buy vast quantities of goods.

The marriage of the daughter of a prominent local drug man to the head of a large dry goods establishment does not necessarily mean that all of the plums of the pharmaceutical pie are going to the department stores.

OUR LETTER BOX.

We wish it distinctly understood that this department is open to everybody for the discussion of any subject of interest to the drug trade, but that we accept no responsibility for the views and opinions expressed by contributors.

Please be brief and always sign your name.

PHARMACY LAWS AND CLERKS

Chicago, Nov. 22, 1901.

To the Editor—"Pharmacy Laws and Clerks," "Root Out the Degenerates," cries "Proprietor," in the Era of November 14. The wail has been heard. Let's go about it. But, to root out a tree, it is not sufficient to cut off its branches. The core is rotten as well, and the trunk must fall victim to the axe. Whether we can at this time get at or blast out the root of the pharmacy evil is very doubtful.

Allow one of the rank and file of the clerks to answer some of "Proprietor's" questions. "Is there not something lacking in our pharmacy laws?" Yes, not one thing but several. Decisiveness for one, proper protection in and by the courts, and honest support of the profession. The institution of "registered assistant," for example, is ridiculous, and offers a good means to evade important provisions of the law. A man is either proficient, or he is not—there is no half proficiency. That "temporary absence" clause is a remarkably clever concoction. It is responsible for the exiling of one-half of the registered men and the substitution of assistants in their places, at a lower figure. "Ah, there's the rub."

The legal standing of our State pharmacy acts is a pitiable thing—worse than that of the reform ordinances spasmodically passed by our city council. Unconstitutionality is the club continually thrown between the legs of the guardians of our laws. If they do carry a point it is only to find that no provision has been made for the execution of the punishment. The worst of all is the lack of honest support of the laws by the registered (proprietor) pharmacist. On that subject I will not waste any words. Let those concerned have a little confessional with their consciences. "Clerks are a scarce article, and to get a good man is next to an impossibility." With the first part of this statement most all interested will agree; the second is an overdrawn assertion. Quality and price are usually in close relation. Did "proprietor" offer good inducement? The scarcity of good clerks has been dilated upon at great length. I will only reiterate that hundreds of good, able young fellows enter the ranks every year, but the inducements are so small, the conditions so miserable, that many drop out to follow more promising avocations.

As to the men of ability and good character without legal qualifications, I see no reason why they should not qualify as well as the men from this State. The State Board of Pharmacy places no obstacles in the way of the able. Neither law, State board, nor examinations are responsible for moral unfitness of the clerk. The employer is mostly to blame for the retention of the degenerates in the ranks. The law requires, and the State board insists, upon certificates of moral standing of the applicant for examination. These certificates are to be sworn to before a notary public, and must come from former or present employer. No man is admitted for examination unless his good character is properly attested. If a drunkard or a dope-fiend creeps through, the suspicion is that some one has committed perjury.

Should a clerk fall into bad ways after his qualification, the law provides for his excommunication from the profession. But who ever heard of the revoking of the license of a registered pharmacist clerk or proprietor? Did "Proprietor" report the transgressions of his two misfits to the proper authority? Are there not also unfit proprietors, and who protects the community from them?

Legislation has so far accomplished little to pre-

vent or check degeneracy. Our pharmacy laws are better to-day than in former years, and not responsible for degeneracy in the profession. Are the conditions and influences surrounding the apprentice and clerk such as to inspire a youth to the best deeds of manhood? Has he the time to improve his moral training? Does the selling of booze and dope—illegally and indiscriminately—that he is forced into elevate his moral standards? Root out the degenerates, clerks as well as proprietors, and educate and train our boys into an efficient and morally sound body of clerks and proprietors. Don't become so despondent, like our friend, "proprietor." Our merchants, bankers, railway managers and others seem to be getting good help without State protection or interference. Why cannot the druggists?

A Clerk.

A NEW CURE FOR RHEUMATISM.

BY A. F. METTILLE, Buffalo, N. Y.

The traveling man had just succeeded in persuading the druggist to put in a window of his bath cabinets.

"By the way," said the druggist, "I must tell you of a funny incident which happened on a street just back of me. I was standing here trying to think of a scheme to get rid of more goods than I had been getting rid of, when an Irishwoman, in wash-tub attire, with eyes almost bursting from their sockets, rushed in and gasped that she wanted me to telephone for a doctor. 'Shure, me Moike has kollra or the black tripterla!' I telephoned and then went over, knowing she must be mistaken. Investigation brought out the fact that Mike had been lying around in the house for a week with an aggravated case of laziness. His wife, while washing for a certain family, had the vapor bath and its good qualities explained to her. She was very much interested, and that evening explained it to Mike. 'Oi belave me sowl Oi could cure yex rumatiz if Oi had one. Oeh, sure, an' Oi have an oidea. We'll be after takin' the owld crate that shands outside the dure, ye'll sit on a chair inside an' Oi'll be after throwin' a blanker over yez. 'Tis the oil shrove we'll be after usin' to bile the water.'

Mike had been in about five minutes when he complained of the heat.

"'Tis as it should be, shure its fitane minutes yez'll have to shstay."

"'Begorrah, it's dead Oi'll be. Sure, Oi'm burnin'."

"'Arrah, ye coward, 'tis the rumatiz comin' out af yez."

"Take it off, I command ye!"

"Kape shstill. I command ye!"

"'For the love af hivin, 'tis murtherin' me ye are!"

"Mike finally became so uncomfortable that he begged, while big drops of perspiration ran down his face. At this, Bridget pulled off the blanket and Mike stood up. With a yell that no doubt would have done credit to a small band of Indians, Bridget made a dash for the priest and doctor. We all arrived about the same time; the doctor, having been met by Bridget, had gone for the priest, who lived but a short block away.

"The sight that met our eyes I shall never forget. There stood a big, brawny, red-headed and white-faced Irishman. The rest of him was as black as ink. The three of us, when the cause of it became clear, stood, then sat down and laughed until almost exhausted. It seems that in putting the blanket around the crate, Bridget made it as air-tight as possible; the consequence was that the stove smoked The soot and steam made a fine black suit, skin tight. The one trouble with it, however, was that it would not come off. Bridget scrubbed and rubbed for over half an hour before Mike could get back into his clothes. 'He's not clane yet,' she said the other day, 'but hes cured!' No doubt the rubbing had the desired effect."

LAUDANUM.

Its Formula a Problem to the Country Pharmacist. There is a Popular Demand in Country Districts for a Laudanum for External and Veterinary Uses That Cannot be Filled With the U. S. P. Article on Account of its Excessive Strength and High Price.

BY "PHARMAKAPOLE."

To the conscientious pharmacist in rural districts, the question of how he will make his laudanum is somewhat of a problem. If he makes it U. S. P. he must either sell it at a price wherein there is no profit or ask a price that will earn him the reputation of being "dear." If he makes it of less strength than prescribed by the Pharmacopœia he feels that he is violating his professional code of ethics; to say nothing of the danger of having a pharmacy inspector procure a sample of the preparation and bring action against him for selling adulterated drugs.

There is a large demand for laudanum in country districts for perfectly legitimate uses, chiefly external, in the household and the stable. This is aside from the demand from habits of the preparation, for no true pharmacist will pander to that class of trade, but will do all he can to drive it away from his store. In the household it is used chiefly as a lotion for contused wounds of the hands and feet, or as a liniment for soreness and lameness and neuralgic and rheumatic pains.

Down on the eastern end of Long Island, where the soil is full of the tetanus bacilli, it is a popular prophylactic against that dread malady, the method of using it being to wrap the fresh wound loosely with a soft bandage and keep the bandage saturated with laudanum for twenty-four hours or more, after which a dry bandage is applied and the wound healed with the usual treatment. The fact that there are so few deaths from lockjaw in that section is some evidence of the efficacy of the treatment. The few deaths that do take place there every year have so impressed the residents of the district with the horrible sufferings of the disease, that their first thought on receiving a wound on the hand or foot is to take prompt measures against the possible infection of the wound with tetanus. It is seldom that the wound receives any further treatment than being kept saturated with laudanum for a day or two.

If a man should go into a city store and ask, "How much is laudanum a quart?" the pharmacist would probably think the man was joking or would look upon him with suspicion, but this is a question that is often propounded in country pharmacies and propounded in all seriousness. The inquirer is usually a stable-keeper, or large stock owner, and laudanum is one of his chief remedies in treating the ills and accidents of his horses and other stock. Does a horse throw himself in the stall and get himself bruised and cut up? A laudanum-soaked bandage is applied to the wounds. When a horse shows symptoms of a chill or colic, an ounce or two of laudanum is administered until other remedies can be procured. A teaspoonful of tannin mixed with a tablespoonful of laudanum makes an effective styptic for barbed wire fence wounds or other deep cuts. Laudanum, either used alone or with arnica or witch hazel, is employed as a rubbing lotion or a fomentation in soreness of the legs or feet.

The countryman uses laudanum freely as a domestic remedy, but he seldom uses it internally, but as a lotion or liniment, or as an addition to a hot fomentation or poultice. He handles the stuff carefully and intelligently and there are seldom any accidents from its use in this way.

When the country stock-man goes into a pharmacy and asks the price of laudanum, if the pharmacist is new to the situation he will probably have

on hand only the U. S. P. article for which he must charge about a dollar and a half a pint. Mr. Countryman is usually a man of few words, he does not stop to haggle over the price, but mumbles an excuse or makes a trifling purchase and goes out, and he never comes back, for he has that store marked as "a dear store." He goes to an older established store and buys his laudanum for a dollar, or less, a pint, or a dollar and a half a quart. The article he gets is not U. S. P. '90 assayed laudanum, but it is what he has always used, it is what he wants and what he expects to get. U. S. P. '90 laudanum is so much stronger than that which he has used for years that it might lead to accidents with him.

I cannot see what good purpose is served by the excessively strong '90 laudanum; it is seldom used internally. I cannot remember when I have had a prescription where it is prescribed as an ingredient for internal use, but I am putting up prescriptions every day for the deodorized tincture. It seems to me that if the official formula was a half or two-thirds its present assay strength that it would be better all around. I am actually afraid to dispense the U. S. P. article for counter trade, for fear the customer might take a dose that might lead to serious results, as a good many people are used to take a twenty-five drop dose, some times more, for diarrhea or some other ailment. From my experience in different localities I am of the opinion that there are very few country drug stores that dispense the U. S. P. '90 laudanum on counter call.

It has been my practice to dispense the U. S. P. '90 article only on prescriptions or physician's order; for counter sales the laudanum of 1870 Pharmacopœia is dispensed. We retail about a gallon a month of the 1870 preparation and use about a half a gallon a year of the '90. Not an ounce of either is sold to a habitue.

As a measure of protection against a possible accusation of selling a weaker preparation than that prescribed by the Pharmacopœia the 1870 laudanum, in addition to the skull and cross-bones and the word "Poison" in red and the antidote, bears on its label the following wording, "This is the tincture of opium of the 1870 Pharmacopœia and is not so active as that of the 1890 Pharmacopœia. It is intended chiefly for external and veterinary uses."

A word as to registering the sale of poisons. In the city when persons ask for a poison they are sharply cross questioned as to the reason it is wanted and the use it is to be put to. The manner of the questioning generally suggests that the pharmacist believes the substance is to be put to some guilty use and calls upon the customer to prove to the contrary. In the country that sort of thing won't do at all. It will simply drive good customers away and give the pharmacist the reputation of being cranky. To be sure, there is a much larger demand in country trade for poisons, the greater bulk of the calls being for veterinary and agricultural uses. Most of his customers are known personally or by sight to the country pharmacist, and there is little hesitation in handing out whatever is called for, because the character or responsibility of the customer is known. At the same time because he knows the customer, the pharmacist is too often lax about registering the sale of poisons required by law, and once in a while gets into trouble through a case of accidental poisoning or suicide. Those poisons required by law to be registered should invariably be duly registered. It impresses the customer with the fact that the pharmacist is a careful and law-abiding man and teaches him that poisons may only lawfully be sold by competent pharmacists. At the same time the customer should not be offended with a nagging cross questioning when calling for an article of lawful sale to be used for a legitimate purpose.

My own method of selling such things is to at once proceed to weigh or measure out the article called for and while doing so politely or casually, as the case may be, inquire the purpose for which

it is to be used and, before labeling and wrapping it, get out the poison register, fill in all but the name, ask the name and enter that and find if the customer knows how to use the article intelligently, winding up with the remark, "the law requires that we register the sale of violent poisons." I then caution the customer about leaving the stuff around where it is liable to be found by children or may be used for something else by mistake. Sometimes the customer is a regular patron of the store, but his name is not known, and it is rather embarrassing and poor business policy to ask it, as the customer will naturally think that he has been in so often that you ought to know all about him. Sometimes asking what his initials are will bring out the full name, or if that fails there is nothing left to do but ask him how he spells his name. Of course, any sign of mental excitement or trepidation on the customer's part during the transaction would at once hold up the sale.

WINDOW DISPLAYS.

BY WILLIAM RUPP, Newark, N. J.

Windows which have brought results:—

Drive a nail in each corner of the frame and sash of your show window, about two inches below the ceiling. Stretch a piece of strong twine from one nail to the other, beginning at the front left-hand nail; from there to the front right-hand, then to the rear right-hand and rear left-hand corner, and thence to the starting point. Stretch this as tightly as possible, as it will have to sustain considerable weight. Make a network of string, with strong twine, passing from front to rear and from side to side. This network may be made with a view to permanency and as neatly as possible. Then get a spool of Barbour's linen thread (No. 50) black, which is almost invisible when hung in the window.

To make a tooth brush display, make strings of the tooth brushes with the thread. The easiest method of fastening the brushes to the thread is to make a simple loop, place the handle of the brush in the loop and pull each end. This window will not show up well unless plenty of brushes are used. Make the strings of brushes long enough to reach from the network at the ceiling to the floor of the window. As each string is made fasten it to the network of twine.

When the window is completed, the passerby sees tooth brushes from top to bottom of the window, apparently suspended in space, as the thread is not seen very distinctly. Then place a large cardboard sign (28x22 inches) in plain, black letters in the window. This motto proved quite effective in one of my windows:—

THE TOOTH BRUSH
YOU WANT
IS
HERE
THE PRICE IS RIGHT.
10c to 35c

Cover the bottom of the window with clean white paper or deep blue crepe paper, and distribute tooth washes, tooth powders, tooth pastes, tooth soaps, dental floss, etc. At the bottom of the window place a narrow strip sign (10x28 inches)—

LET US SUPPLY YOUR TEETH NEEDS.

This arrangement has been employed with sponges, little liver pills and cough cure, the empty cartons being used in the latter instance.

I have used the above window for tooth brushes and allowed it to remain for two weeks, during which time more tooth brushes were sold than had been sold in any two months previous. This window was used for sponges and proved even more ef-

fective, a stock of sponges being disposed of in two weeks which usually lasted a quarter of a year.

Of course, appropriate signs go a great way towards making a good window a success. Some of the signs used with the above mentioned displays were as follows:—

For the sponge window:—

SPONGE VINE
COME IN AND PICK OFF
A
SPONGE.
NO NEED TO "PICK" AT THE
PRICES.
10c to \$2.00

For the "liver pill" window:—

10c

No mention was made of what "those little red things" were. This window was very striking in appearance, and almost everybody who came in asked "what are those red little things in the window?" Some people thought they were fire crackers. Whoever saw the window was curious, and after a few days they learned that "those little red things" in "Blank's" window were Blank's Little Liver Pills. After that they knew what was in the window, and every time they looked in the window they saw the sign "10c." If any mention had been made of what "those little red things" were, the effect of this window would have been commonplace.

It aroused the curiosity of the passerby, and after his enlightenment as to what it was, there was the sign "10c." Curiosity on the part of the passerby made this window very successful.

For the "cough cure" window:—

Take a piece of paper about 15 inches wide and about 4 feet long:—

BLANK'S COUGH CURE
WILL CURE THAT COUGH.

That word "CURE" means just what it says.
Twenty-five cents a bottle or your
Money back if it isn't so.

GLYCERINE AND SALICYLIC ACID ESTER.—A process for the preparation of an ester of glycerine and salicylic acid has been patented in Germany. One hundred parts of salicylic acid and 300 parts of glycerine are mixed with 8 parts of 60 per cent. sulphuric acid, and heated upon a water-bath for 30 hours, the mixture being shaken frequently. After cooling, the clear solution is diluted with twice its volume of water, and shaken with soda until the reaction is decidedly alkaline. The solution is further diluted with water, and shaken repeatedly with ether. The ethereal solution is dried and distilled, the residue being a thick, syrupy mass, which becomes crystalline upon cooling. By crystallizing from ether or benzol a pure monosalicylic acid ester of glycerine is obtained. By varying the proportions of salicylic acid products containing larger proportions of the acid may be obtained. These compounds are said to be valuable as antiseptics and for use in the treatment of rheumatism.

MAFOA GUM.—According to H. Thoms (Apot. Zeit.), a product in many ways resembling elemi is obtained from the mafoa or maali tree of Samoa, known as *Canarium samoense*. The author finds that this material differs in composition from elemi, but thinks that it may find a use in pharmaceutical and medical practice.

American Pharmacy as Viewed Through German Spectacles.*

After having served as an apprentice and assistant in German pharmacies and having passed the State examination as a pharmacist, I determined to visit foreign countries and especially the United States. Accordingly I went there where I remained a year and a half, serving about a year in various pharmacies. I will try and describe what I have seen with my own eyes.

Soon after landing I noticed the great difference between American and German pharmacies. Even a layman coming from Germany cannot help noticing the great number of pharmacies, as there seemed to be one on every corner, sometimes even two. I was informed upon reliable authority that in Greater New York with its population of 3,400,000, there were about 2,000 pharmacies. This large number is due to the fact that in America, the country of freedom, it is not necessary to obtain a concession or privilege, but that any pharmacist can locate and open a pharmacy wherever he pleases. It follows, of course, that competition is extreme and that pharmacists do not restrict themselves to the sale of drugs and medicines only, but sell any number of other articles. In most instances the sale of perfumery, soda water, stationery, etc., exceeds that of the legitimate drug business. In the matter of external appearances American pharmacies are totally different from ours; the show windows remind me of those of our "Droguisten Laden" (drug stores), decorated with all possible things, sometimes very tastefully and neat, and sometimes very dirty.

When I arrived in New York, about the beginning of the Spanish-American war, the show windows were filled with all kinds of patriotic articles; I saw one full of guns, trophies of victory, and other warlike materials, so that the window resembled a camp field; in other windows were displayed photographs of all the ships of the American Navy. The American flag was conspicuous in all, because the pharmacists were all infected with the celebrated patriotic enthusiasm of the Americans.

The interior of the pharmacies differ very much. Some of the stores are fitted up with the utmost extravagant luxury, while others resemble the solid, substantial German pharmacies; but some are very poor, seedy and dirty, these latter especially in the poorer quarters of the city.

The average American youth, after leaving the grammar school, about equivalent with our common public school, where no Latin is taught, has only one idea which has attended him from his early childhood, namely, to earn money. It is perfectly astonishing to observe how strong this instinct is developed. Going through the streets of New York I saw boys barely six years old selling newspapers and doing other jobs in order to earn some money. This explains why the youths leave school at the age of fourteen and go into business, solely for the sake of earning money, and perfectly indifferent to learning. The young men then work in a warehouse, a pharmacy, an attorney's office or in some other business generally changing about every two or four months, for the freeborn young American scorns to obey either his parents or employers.

If the young man takes to the work in the pharmacy and is intelligent enough to memorize the Latin names on the containers while dusting and wiping them, he is by and by allowed to help in waiting on customers during the busy part of the day. He is then advanced from the position of boy to that of junior clerk, who is not permitted to prepare prescriptions except under supervision. It sometimes happens that young men over twenty years of age and who have had experience in different branches of the business become proprietors, having worked their way up from boy. In this manner, for instance, the manufacturer of Fellow's Syrup of Hypophosphites Compound be-

gan his career. This is a typical American condition of affairs, we Germans cannot understand. A similar instance I can cite is that of a recently deceased director of one of the largest life insurance companies, who drew a salary of \$100,000 and began his career as an errand boy.

In order to obtain the license which accords the right to compound and dispense prescriptions and to open a pharmacy, the applicant is required to pass an examination. This examination requires no knowledge of the Latin language and no proof that the examinee has served in a pharmacy. The examination is in writing and consists in answering the examination questions. As the latter are known in advance there exist institutions which furnish these examination questions for a consideration of \$10, and which give a sort of verbal course of instruction. It is pretty clear that examinees are not blessed with an excess of knowledge.

Besides the above mentioned pharmacists, who unfortunately form the majority, there are still some who devote more pains to their profession. There are in New York and some other large cities, "Colleges of Pharmacy", i. e. pharmaceutical high schools. A certain preliminary education is not required here, but every matriculant must prove he has had three years pharmaceutical experience. The sessions are held only during the winter months and the course of study extends over two winter terms.

There is no doubt but what this latter class furnishes the more scientific, educated pharmacists. If I were permitted to draw a comparison, I should say that they occupy about the same position as our apprentices, who have finished their apprenticeship. Pharmacists of experience with whom I have spoken about this subject, expressed their regrets that these "Colleges" confine themselves in their courses entirely to theory and do not heed the fact that the average American pharmacist is very deficient in practical prescription work, not to mention anything about preparing pharmaceutical preparations (Defectur).

Ordinarily no difference is made between clerks who have and those who have not attended a "College", probably because most of the pharmacies do very little prescription work. As a general rule, it may be said that the commercial ability of a clerk is more appreciated and better paid than his knowledge of the scientific work. The greater number of the pharmacies do a business of from 10 to 20 prescriptions a day; few of the older stores having an excellent reputation and a good location, may have a business of over 100 prescriptions a day.

A prescription price list does not exist, of course. Every one is at perfect liberty to charge what he pleases, there being no legal restrictions; every American pharmacist must not only know his customer, but he must know whether he can pay a good price or not. In some stores a fixed scale of prices for prescriptions is adhered to; in others the charges vary according to the paying ability of the customer. In one instance I observed that one man was charged 65 cents for Soll. Kal. permang. "1:200," and for the same prescription another customer in the same place was charged 45 cents.

Although the prices formerly charged have been materially reduced through competition, still on an average I find they are from two to three times higher than in Germany. It stands to reason that prescription practice is not as well developed as with us on account of the fewer prescriptions compounded. I have made the acquaintance of a pharmacist with from 2 to 4 years experience who could not turn out evenly made round pills, not to mention any thing about more difficult work. This is also the reason why American pharmacists endeavor to make the work as easy as possible, totally differing in this respect from their German confreres.

*Translated from *Pharmazeutische Zeitung*, Berlin.

If the physician prescribes pills, without specifying, the pharmacist searches through his stock to see whether he has any of that kind or something similar. His conscience in this respect is rather elastic. The pills kept in stock, are as a rule not home made, but factory made. As the number of the various formulae is legion, it is nothing unusual to dispense pills that might be five or more years old. The materia medica is about the same as with us and the patented synthetic remedies are to be found in all the larger stores. The consumption of quinine is very large, as there is considerable malaria. The frequent use of strychnine is astonishing.

That compounding and dispensing is not carried out in so conscientious a manner as with us is not surprising, considering the superficial education and training. It is to be regretted that there are pharmacists chiefly the smaller ones, where substitution is practiced in the most flagrant manner. I know of cases where instead of the more expensive phenacetin and antipyrin a mixture of acetanilid and sugar of milk was always dispensed. I used a clerk who worked for over two years in the store what he knew about antipyrin and he said he always gave a mixture of acetanilid and sugar of milk for it. That a great many errors are due not only to fraud, but also to stupidity, the following instance observed by me will prove: It was not an apprentice but the proprietor of a small store himself who sent to us a note asking for: "Recens paratum 1000." We requested that the prescription be shown; it called for, "Infus. Digital. recent. parat. 200.0". The gentleman evidently did not possess the slightest knowledge of Latin. Examples like this one could be cited ad libitum. A pharmacist, thirty-five years of age, caused an explosion which did considerable injury to himself and to his store, by rubbing together a considerable quantity of sulphur and chlorate of potash.

The watchword in the United States is, "Help yourself." Pharmacists are not bothered with revision of their stores or stocks; it is the business of the patient to select a good pharmacist. This is the reason why some stores in New York do a good business and employ from six to ten clerks. The proprietors of these stores have all studied in foreign countries or in America, are extremely particular in properly conducting their business and pay extreme attention to the compounding of prescriptions. The writer worked in such a store.

Very little attention is given to the manufacture of pharmaceutical and galenic preparations; they are not made at all in many stores but are bought from the wholesaler or manufacturer. The drugs, chemicals, etc., purchased are very seldom tested as to their purity.

I must not omit to call attention to fluid extracts which are also gradually coming into vogue with us. These preparations are used very extensively (in some large stores there are over 150 different kinds) and in my opinion they owe their introduction into the materia medica, not to their superior advantages as liquid extracts, but they are simply a convenience for the American pharmacist in extemporaneously preparing tinctures, infusions, decoctions, wines and syrups. Frequently the labels give full directions how to prepare these from the fluid extracts.

The counter sales amount to the chief part of the business. These sales are not, however, restricted as with us to medicinal herbs, soaps and wines, but to the greatest variety of things, according to the location of the store. In the stores located in prominent thoroughfares having a better class of customers, the best qualities of perfumery and toilet soaps are generally kept together with other toilet accessories; in others are soaps, cigars, brushes, whiskbrooms, sponges, optical instruments, in short, everything we find in our drug and variety stores. On account of the heavy competition the American pharmacy has become degraded to a mercantile business. It is not surprising therefore that the educational status of the pharmacist is such a low one.

The number of the patented specialties is simply immense and they are advertised in real American

style, millions being spent for this purpose alone. You can easily convince yourself of this assertion by simply going through the pages of an American newspaper. The American reads the advertisement and believes it and therefore the demand for these specialties is enormous. A great many of these are only mixtures of well known drugs and advertised under fancy names the cheap acetanilid is mixed with sugar or with bicarbonate of soda and then advertised at an astonishing high price as a newly discovered synthetic remedy. This is truly and typically American; the first commandment of the American is to make money.

I must not omit to mention another favorite side line, namely soda water, which is sold in all stores. In winter there is comparatively little sold, but in summer immense quantities are consumed. Soda water is seldom drunk pure, but generally with the addition of fruit juices and ice cream.

The relations between physicians and pharmacists are generally cordial; usually the doctor sends his prescriptions to a certain store and receives in turn from the pharmacist either pecunia or presents. That the dear public has to pay the freight is fully expected in America and this applies not only to pharmacy but to other things as well. According to an estimate of an American pharmacist, there are in New York barely ten per cent. who do not pay any commission.

The drug business is not longer what it used to be. Competition is very heavy, sometimes even unscrupulous. To this must be added another evil we do not have to contend with, viz.; the selling to the consumer by the wholesaler and the department stores. These latter generally contain fullfledged drug stores. Although department stores put up comparatively few prescriptions, they sell specialties and patent medicines at such a low figure the drug stores in self defence are obliged to follow suit and sell these goods at very little or no profit. In consequence of this the salaries of clerks have become reduced considerably. A pharmacist who emigrated to America twenty-five years ago, tells me, that after two years' residence and experience he received a salary of \$35 a week. Nowadays clerks' salaries vary from \$8.00 to \$18.00 per week. The condition of things is not the same as it used to be years ago and I would earnestly warn all pharmacists who have an idea that they might amass riches in America, not to emigrate there. Those who are provided for with means sufficient to support them for the first few months may obtain a number of new ideas.

In truth the conditions there are totally different from ours. Such a thing as giving six weeks notice is unknown; engagements are made immediately, generally a week on trial. Not much attention is paid to certificates of recommendation. In that free country a person can call himself by any name he chooses, yes, if he feels like it, he can change his name every month. Reporting oneself to the police when entering or leaving an engagement, is of course unknown. This is only a small proof of how different the conditions are. Dilating further on this theme would consume too much paper and time. Finally I would recapitulate that my experience in America has shown that the regular American pharmacy is a mixtum compositum of legitimate pharmacy, drug store and notion store.

The scientific training of the pharmacist is about nil, with the exception of a very few; on the other hand, the American pharmacist is a man with an *Art* mercantile training. Compared with their American colleagues, our German pharmacists I consider to be, far better in every respect, both in their own interest and in the interest of the public.

Let us do our best to retain the honorable distinction and reputation of the German pharmacist in the future.

GLUTOL is recommended, by A. Kostinsky (Apot. Zeit.), as an antiseptic. Its freedom from odor and poisonous properties and its high antiseptic power are said to render this preparation more generally useful than other antiseptics.

PROFITS TO BE DERIVED FROM DECORATING.*

By F. J. BOLEND.

This is a question of great importance to every business man, whether he be engaged in the druggist's or other business. Not but what any progressive merchant will admit that there is profit to be derived from this phase of the business, but every merchant does not understand fully all the benefits that accrue from it. When we speak of profits our minds at once revert naturally to the pecuniary side of the matter. This is, of course, the prime consideration, but it is not, by any means, the whole of it.

Take for instance a merchant who takes an interest in having his windows tastefully and attractively decorated, and who makes it an inviolate rule to have the entire plan of the exhibit changed every so often. He creates an interest in his windows in several ways. First, people stop to admire the taste and skill with which the windows are arranged. Again, when they find out that on a certain day the exhibit will be changed for a new one, they begin to speculate and wonder what the next line will be, and this leads them to come and see for themselves. Then, perhaps, the person who comes merely out of curiosity sees something which strikes his fancy, or suits his needs, and he buys where otherwise he would never have thought of doing so.

Few people have any idea of the scope or ground which the druggist's work covers, and an exhibit of fluid extracts, tinctures, etc., in the process of making, will oftentimes start thinking and progressive people to investigate more fully for themselves. This is a means of educating the people, and those who so investigate matters will thereafter have a more respectful feeling for the profession at large and for that one particular merchant especially. This affords profit for both the druggist and consumer, in that it enlarges the consumer's general knowledge and the dealer's coffers.

There are, too, many men in the business whose artistic tastes and temperaments must have an outlet, and still others who have talents in that line such as they themselves never dreamed of possessing, and there is no better outlet for this surplus energy and no better way of satisfying this latent power than by the art of window decoration. We have oftentimes heard the expression that "straws show where the wind blows." This is never more forcible than in the drug business. If a merchant allows his windows and exhibits to lag or remain the same for too long a time, or to become fly-specked or dusty, it is only a step to dirty bottles and dusty show-cases. This condition is, of course, ruinous to any business. But I reiterate that it is only a step, and a small one at that, from one to the other.

"But," says some one, "I have not the time nor inclination for such things, neither have I the materials to work with that some of the larger stores possess." Let me say, take time. There are always odd times in a store when trade is a little bit dull when a window can be made very attractive, and instead of bewailing fate and hard times because trade is dull, get to work and make trade come by advertising right in your own windows. It will put you in a more cheerful frame of mind toward yourself and fellow creatures, and soon you won't have time to pine and fret because of lack of trade.

If it were not digressing from the scope of my subject I might go in and enumerate many things that might make an interesting display for instance, a fine line of paints or wall paper can be varied the next time by perfumes, and again by soaps, etc., in endless variety. As one goes on in the work an amount of ideas occur to the worker and one will immediately suggest another. Then, too, every man's work is characteristic of himself, and every detail embodies a part of him in a subtle manner, which no one can definitely describe, but which we feel rather

than see and which affects us all the more forcibly by that very act. Many a sale has been spoiled by the chance remark of some friend of the customer to come to see so and so, the stock in that window or some other kindred remark.

Thus it is here and there in channels and places which we hardly realize, and a few minutes planning and execution of the plans would have remedied it all. A store with new goods, fine shelving, show-cases, and new, shining bottles cannot be called complete unless the windows are kept scrupulously clean and up-to-date in every respect.

To recapitulate in a slight measure; if a man's windows are not up-to-date and exact in detail, has the customer any right to expect exactness, accuracy and "up-to-dateness" behind the prescription counter? No. Emphatically, no! And he won't think it, either. A man's health being of prime importance to him, he is not going to put himself in the hands of a druggist in whose ability, and willingness to use that ability, he has not the fullest confidence.

A druggist's display is as it were an index to his whole store. It speaks louder than any flaring dodgers he may strew around the streets or advertisements he may insert in his local paper. Indeed, it acts as a boomerang, and the would-be customer, seeing the advertisement makes up his mind that here is a good man to trade with. Imagine his surprise and chagrin when he sees an old fly-specked, dingy display in the windows. Right there the druggist loses a customer whom he cannot recover, try as hard as he may. If you exert yourself, your neighbor will do likewise, and good will result to both of you.

Some of the members may take exceptions to me, a young member of the profession and hardly a full-fledged one at that, thus admonishing and advising, but I speak from the outsiders' standpoint largely, because of the very fact that it has been such a short time since I have been a druggist. And the members will admit that I am right in the main, I am sure.

Now, to have a little summing up of the profits.
1. Occupying spare time. 2. Giving information.
3. Pleasure in making the display beautiful. 4. Advertising. 5. Pleasure derived from the interest taken by others, and last, but not least, the trade it brings. So in closing, I would urge all to use every knack and artifice to make the displays attractive and instructive, and to keep them constantly changing. It will make us happier, wealthier and wiser far than if we neglect it.

FLUID EXTRACT OF KRAMERIA. prepared by the ordinary method, forms a precipitate of resinous matter when diluted with water. A process for the preparation of fluid extract of this drug which forms a clear mixture with water has recently been proposed (Bull. Chim. Farm.). One thousand grams of the root are percolated with 4,600 grams of a mixture of equal parts of alcohol and water. The percolate is filtered and treated with 100 grams of ammonia. After removing the alcohol by distillation the residue is evaporated to 500 grams upon the water-bath. This extract is then dissolved in 200 grams of water, and the solution made up to 1,000 grams by the addition of 100 grams of glycerine and 200 grams alcohol. One gram of this preparation represents one gram of the drug.

LANOFORM DUSTING POWDER.—According to Dr. Gust. Sicart (Ther. Mnth.), a dusting powder should be hygroscopic and should not contain enough starch to cause it to form into lumps. It should be free from adhering micro-organisms, and should be slightly astringent and, if possible, mildly antiseptic. It is claimed that lanoform dusting powder fulfills all these requirements. This preparation is a combination of lanolin and formaldehyde, mixed with a base of talc containing zinc oxide and a trace of sterilized starch.

* Read before the Oklahoma Pharmaceutical Association.

QUESTIONS

NEW YORK BOARD OF PHARMACY.

EXAMINATIONS HELD NOV. 29, 1901.

LICENSED PHARMACIST.

PRACTICAL PHARMACY.

N. B.—The examination questions in this department are submitted in two sections on separate papers.

(a) Practical work accompanied by written notes.

(b) Interpretation and comment, wholly written.

Section A—Dispensing.

1.
 - R Magnesia gr. xxiv.
 - Pulv. rhei gr. ixx.
 - Pulv. zingiber gr. x.
 - M. ft. pulv. et div. in chit. iv.
 - Signa. Take one after dinner.
 - (a) Give chemical composition of "magnesia" U. S. P.
 - (b) Give pharmacopoeial name of a powder similar to above.
 - (c) Give common name of same.
 - (d) Write directions for above prescription in Latin.

2.
 - R Balsam Copaiba 5 iv.
 - Pulv. acacia 5 ii.
 - Aqua q. s. 5 ii.
 - Misce fiant emulsio.
 - Signa. 3 t. i. d.

3.
 - R Ext. coloc. co. gr. xxx.
 - Ol. tiglli gr. vi.
 - M. ft. massa in pil. no. xii.
 - Signa. Capiat pilula unam omnia nocti.
 - (a) Name the ingredients contained in Ext. Coloc. Co. U. S. P.
 - (b) Give common name for ol. tiglli.

4.
 - R Camphora 5 ii.
 - Calamina 5 ss.
 - Mentholis gr. xii.
 - Adeps Benzoinatus 5 vi.
 - M. ft. ung.
 - Signa. Use as directed.
 - (a) What is the chemical composition of Calamine?
 - (b) Why is the Benzoin employed.

5.
 - R Ammoniacum 4
 - Aqua 100
 - Misce sec. art.
 - Write official name of above mixture on label, also ordinary dose.

SECTION B.

6.
 - R Argent. nit. 12
 - Aq. 30.
 - M. ft. sol.
 - Signa. Lotio.
 - (a) What precautions would you observe in dispensing to obtain best results?

7.
 - R Lin. camph. 5 i.
 - Lin. aconiti 5 ii.
 - Lin. chloroformi 5 iii.
 - Aq. ammon. aa. 3 ss.
 - Tr. arnicæ 3 iss.
 - M. ft. lint.
 - Signa. Use as directed.
 - (a) In what order would you mix and why?
 - (b) Name all the ingredients used in the three first mentioned preparation?

8.
 - R Tartar emetic 24 gr.
 - Hive syrup 1 oz.
 - Paregoric of each 1 oz.
 - Brown mixture 4 oz.
 - Mix.
 - Write, "cough mixture."
 - Dose—a teaspoonful every four hours.
 - (a) Write formula and directions in unabridged Latin (official names).
 - (b) State in metric system amounts of tartar emetic and paregoric contained in each ounce of the mixture.

9.
 - R Strychninae sulphus gr. i.
 - Acid. Phos. dil. 5 ii.
 - Tr. ferri chlor. 3 ii.
 - Aq. q. s. 5 iii.
 - M. ft. mist.
 - Signa. Take a tablespoonful three times daily.
 - (a) What should be the color of the mixture?

10.
 - R Quininae sulphas 3 ss.
 - Tinctura cardamomi ii.
 - Compositae ii.
 - Syrupus aurantii 5 iiss.
 - Acid. sulphurici aromatici 5 ii.
 - Misce fiant sol.
 - Signa. Capiat cochlearia parvum ter in die anti cibum.

- (a) Translate into English.
- (b) State in what order you would mix and why?
- (c) What variety of aurantium is used in the syrup.

11.
 - B Yellow wash 3 viii.
 - Signa. Use as directed.
 - Write formula for preparing.

12.
 - B Acidi arseniosi 03
 - Pil. ferri carb. 25
 - M. ft. pil. Talis Dosis no. xii.
 - Signa. 1 t. i. d. p. c.
 - Write in English apothecaries weight.

13.
 - B Camph. monobrom 5 ii
 - Solui a 5 ii
 - M. ft. pulv. et div. in chart xii.
 - Signa. One powder every four hours.
 - (a) Would you dispense? If not, why?

14.
 - B Dobell's solution 3 ii.
 - Signa. name.
 - (a) Name the ingredients used in preparing.

15.
 - R Acidi tartarici gr. xxx.
 - Sodii Bicarb gr. c.
 - Aqua 5 ii.
 - M. ft. sol.
 - Signa. Dose, two tablespoonfuls.
 - (a) State in metric weight (approximately) how much sodium bicarb, each dose will contain.

PHARMACEUTICAL CHEMISTRY.

The first eight questions relate to substances for identification.

- 1 (a) Give official title.
- (b) Name all of its constituents.
- (c) Give brief outline of method of preparation.
- 2 (a) Give the pharmacopoeial synonym.
- Substance given: Tr. gentian comp.
- (b) Give source from which it is obtained?
- (a) State how it is obtained?
- Substance given: Oleum morhuæ.
- 3 (a) Give official title.
- (b) State what precaution must be observed in preparing it.

- Substance given: Glyceritum acidi tannici.
- 4 (a) Give official title.
- (b) Write equation showing how it is prepared?
- (c) Give per cent of active constituent.
- Substance given: Syrupus acidi hydriodici?
- 5 (a) Give common name.
- (b) Name all its constituents.
- (c) Give per cent of active one.
- Substance given: Hydrargyrum cum creta.

- 6 (a) Give official title.
- (b) Give its chief source.
- (c) Give a test of identity.
- Substance given: Sodii chloridum.
- 7 (a) Give its official title.
- (b) Write the chemical formula.
- (c) Give its official preparations.
- Substance given: Zinc oxide.

- 8 (a) Give its official title.
- (b) Name two solvents.
- Substance given: Thymol.
- 9 Define each of the following terms:
- (a) Molecule, (c) radical.
- (b) Acid, (d) base.

- 10 Give details of the official method for the preparation of chlorine water U. S. P. What per cent of gas should it contain?
- 11 Give official name of each and state difference between syrup of squills and hive syrup.
- 12 Give two tests characteristic of tartaric acid, and which serves to distinguish it from citric acid.

- 13 Percolation:
- (a) State briefly what conditions are necessary to conduct a percolation successfully.
- (b) How may the flow of the percolate be regulated?
- 14 Describe the process of desiccation. State why it is essential to the preservation of vegetable drugs.
- 15 How much mercuric chloride would you employ in the preparation of 16 troy ounces of a 1-5000 aqueous solution?

TOXICOLOGY AND POISOLOGY.

N. B.—In giving doses write the name of the drug and give the minimum and maximum doses unless otherwise directed.

- 1—State the best antidote treatment in poisoning by sulphuric acid? By tincture of opium?
- 2—What is the safest method of evacuating the stomach in poisoning by a corrosive poison?
- 3—What antidotes and treatment would you administer in poisoning by oxalic acid?
- 4—State in detail your method of making a chemical test in a suspected case of poisoning by iodine?
- 5—How do the symptoms of strychnine poisoning differ from those of poisoning by corrosive sublimate?
- 6—What treatment would you employ in poisoning by santonin? State maximum dose for a child aged 5 years.
- 7—Name the best chemical antidote for poisoning by nitrate of silver. How should it be administered?
- 8—What treatment would you employ in poisoning by acetanilid? By phosphorus?

- 9—Name two vegetable emetics? State emetic dose of each. Name two mineral emetics? State emetic dose of each.
- 10—What emergency treatment would you employ in poisoning by sugar of lead? By chloroform?
- 11—State dose of iaudanum, dovers powder, sulphate of strychnine, calomel.
- 12—What is the dose of salicin, tincture of lobelia, syrup of iodide of iron, chloral?
- 13—State the hypodermic dose of digitalin, of glonoin; state the rectal dose of opium, of extract of belladonna.
- 14—What is the dose of cafrin, dilute hydrochloric acid, tincture of aconite, compound jalap powder?
- 15—State the dose of gallic acid, aloes, oil of peppermint, dionin.

MATERIA MEDICA, BOTANY, AND PHARMACOLOGY.

- 1 to 5. Of seven samples shown give:—
- (a). Pharmacopoeial title.
 - (b). Botanical name.
 - (c). Common name.
 - (d). Part official.
 - (e). Active principle or constituent.
6. Eucalyptus glob. (a) Part or parts employed. (b) Name official preparations. (c) Give dose of each.
7. Define (a) Materia Medica, (b) Botany, (c) Pharmacology. (d) Rights of Licensed Pharmacist. (e) Rights of Licensed Druggist.
8. Name two important actions of Croton Oil.
- (a). From what obtained?
 - (b). Give maximum dose.
9. Give common names of the following:—
- (a). Eriodictyon.
 - (b). Marrubium.
 - (c). Viburum Op.
 - (d). Inula.
 - (e). Equisetum.
10. What hydragogue cathartic is improved in medicinal quality by being worm-eaten? Why?
11. What parts of the following plants are used in medicine?
- (a). Arnica.
 - (b). Cubebs.
 - (c). Catechu.
 - (d). Capsicum.
 - (e). Dandelion.
12. From what are the following obtained? (a) Picrotoxin, (b) Iria, (c) Esarine, (d) Daturin, (e) Berberine.
13. Give the pharmacopoeial title of the following:
- (a). Blue stone.
 - (b). Spirits of Salt.
 - (c). Cranesbill.
 - (d). Donovan's Solution.
 - (e). Gray's Powder.
14. What are the Glycerites? Name three official.
15. What is the physical difference between (a) Bromine, (b) Iodine, (c) Chlorine.

IMITATION PEPPER.—Adulterated pepper, in the form of artificial fruits, has been found in the market in Switzerland (Schweiz. Wehschr. f. Chem. u. Pharm.). The imitation pepper corns were slightly smaller than the genuine berries and somewhat heavier than water. In water they quickly disintegrated, partially dissolving and partially remaining in the form of powder. One variety was found to be made up of starch grains mixed with a soluble binding material, while the other proved to be formed from a residue obtained in the olive oil industry, which appears in commerce under the name "sansa." The surface of the black fruits was covered with grains of sand, colored black by means of some coloring material. Both varieties possessed a burning taste, probably due to the admixture of a little paprika.

THE BARK OF THE TSCHONGOTT TREE has been submitted to chemical investigation by H. Thoms and C. Mannich (Apot. Zeit). This plant, which belongs to the species *Semecarpus venenosa* and is found in the island of Yap, of the Carolines, is said to be very poisonous, drops of rain water falling from the boughs of the tree having been reported to produce serious inflammation of the skin. This action led the authors to suspect the presence of cardol and anacardic acid. The experiments were not conclusive, as only 27 grams of the material could be obtained, but the results seemed to show that these bodies were present in the bark.

MINOR SURGERY.*

Are Druggists Qualified to Attend to Such Work?

Detail Methods for First Aid to the Injured.

Advice as to Books of Instruction.

BY DR. B. F. STAHL.

The query propounded in the question submitted above resolves itself into four parts.

First, Minor Surgery. What comprises this division of surgery? The American Text-book of Surgery discusses the following subjects in this category: Surgical dressings, application of bandages, rubefacients, vesicants, actual cautery, blood-letting, cupping, leeching, venesection, artificial respiration, transfusion of blood, aspiration, hypodermic injections, and the application of heat and cold. With this statement of the sphere of minor surgery there can be but one answer to the question asked: The druggist is not qualified and should not be taught minor surgery.

Every well-informed citizen should know what to do in an emergency threatening life or physical well-being. There is scarcely more reason why a druggist should possess the necessary information than there is that it should be known by all men and women.

The relationship existing between the druggist and the physician might make it appear that the druggist should be trained in skillfully ministering to the injured. It is the appearance of especial qualification that gives the victim of an accident a false sense of security in any advice or aid he may receive from such a source. In the eyes of the law the druggist is no more qualified to minister to the injured than is the casual passer-by.

The third part of the question seems to indicate that the propounder of the question had in mind "emergencies," and not minor surgery. Are druggists qualified to attend to such work, i. e., "first aid to the injured"? I would say that they should be, and if they had attended the Philadelphia College of Pharmacy during the sessions of '08 and '09, when I had the pleasure of lecturing to the seniors on "Emergencies and First Aid to the Injured," they would be able to render valuable aid, and which, according to the nature of the case, would be preliminary to the arrival of the lawfully qualified and practically trained practitioner of surgery.

The course given was the outgrowth of a suggestion of Prof. Remington and made possible through his liberality. The instruction has now been made a regular part of the curriculum.

A brief outline of the course given will best indicate the subjects considered.

There should be an elementary knowledge of anatomy and physiology of the human body.

The medical emergencies apt to be encountered are accidents associated with water—swimming, sailing or skating. Any one of these accidents would demand a knowledge of the means of assisting a person overcome while swimming, or the means of keeping a person unable to swim afloat until help could be procured.

It may require a thorough, practical understanding of the methods of performing artificial respiration. It is to be remarked in this connection that a practical demonstration only will enable a student to grasp the details of the procedures to be employed.

Ice emergencies demand an understanding of the means possible in distributing weight over a considerable area of thin ice and thus rescuing a person.

Accidental or suicidal hanging with the attendant choking; smothering and choking by reason of a foreign body lodging in the throat; suffocation by noxious vapors, gases or smoke may each in turn demand prompt and intelligent attention if life would be saved.

Unconsciousness may arise from the toxic effects of drugs, such as alcohol, from weak heart action,

*Read before the Pennsylvania Pharmaceutical Association and reprinted from the proceedings.

with attendant failure of the blood supply to the brain; on the other hand, there may be a condition of apoplexy, where the unconsciousness results from a blood-vessel having ruptured at some point of its course over the surface of the brain. This statement of the difference in the origin of the unconsciousness in two instances will indicate the care necessary in ministering to a case belonging to one of these classes. The one case would be relieved by the administration of a stimulant, while in the other instance death would be made certain by forcing a greater quantity of blood through the broken vessel.

The unconsciousness may be associated with Bright's disease. Here the urinous odors of the breath will aid in recognizing the exciting cause. But it is to be remembered that the drunkard is likely to have Bright's disease, and when both are combined in one individual the likelihood of apoplexy is increased. This may serve to emphasize the importance of remembering the responsibility assumed in rendering "first aid".

Convulsive seizures are terrifying, while heat exhaustion and heat stroke may each demand attention.

The effects of cold or heat, accidents associated with electricity or cases of accidental poisoning may most unexpectedly require consideration.

Surgical accidents, including the necessity for the intelligent handling of wounds of various kinds, demand a full appreciation of all that is implied in the term "surgical cleanliness" and a thorough self-possession. Sprains, dislocations and fractures, the handling and transportation of the injured; the application of bandages, all these things presuppose the possession of definite information and training. Each druggist is best qualified to answer the question regarding his ability to render first aid.

It seems quite important that every school boy or girl, of suitable age, should be trained in these elements of rendering first aid to the injured.

A large proportion of the accidents here enumerated could not possibly occur near a drug store, hence the advantage of this kind of information being general. Let the druggists learn what should be popular knowledge and apply it in their capacity as laymen, and they will be more valuable citizens.

Any publication house will supply a work on "Accidents and Emergencies."

QUESTION BOX.

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of the Era. Copies of these may be obtained at ten cents each.

Problem of Dosage.

(C. C. U.) Your problem submitted in this department of the Era of Nov. 14, 1901, page 574, we repeat together with the solution submitted by Frederick T. Gordon, Pharmacist, U. S. Navy, League Island, Pa.:

A physician wishes to cure a patient of the morphine habit. He prescribes a two ounce solution of morphine sulphate and atropine sulphate, each 10 minims of solution containing $\frac{3}{4}$ grain of morphine and $\frac{1}{144}$ grain of atropine, or 72 grains of morphine and 2/3 grain of atropine in the two-ounce solution. After giving the patient 10 minims of this solution, he puts in the bottle 10 minims of pure distilled water, thereby always having two ounces of solution. At the end of ten days how much morphine and atropine will

the solution contain? At the end of thirty days how much will it contain? The physician gives the patient three doses per diem. Give answer to each question and the process of calculation.

ANSWERS.

Morphine left after 30th dose, 52.5888 grains; 30th day, 0.5536 grain.

Atropine left after 30th dose, 0.4869 grain; 30th day, 0.005125 grain.

Morphine left after 90th dose, 28.6488 grains; 90th day, 0.3015 grain.

Atropine left after 90th dose, 0.26527 grain; 90th day, .000279 grain.

This problem may be stated briefly thus: "A solution of morphine and atropine containing 72 grains of morphine and 2/3 grain atropine in 2 fl. oz. water has a dose of 10 minims taken from it three times a day; 10 minims of water is added to it as each dose is taken out thus keeping the volume constant. What will be the amounts of morphine and atropine left in the solution after ten and thirty days?" As the volume of the solution is 960 min. at each dose 1/96 of the amount of morphine and atropine therein is taken out, but, as the volume of the solution is kept constant, the amount of morphine and atropine taken at each dose is 1/96 less than the previous dose. Therefore, at any time the amount of morphine and atropine in the solution would be 95/96 of the previous amount, that 95/96 of its predecessor and so on, as many times as doses have been taken out, not 72 grains decreased by $\frac{3}{4}$ grain as many times as doses.

While the ratio of decrease is constant the sum decreased is constantly changing, so we cannot solve the problem by "arithmetical progression" as might seem at first sight, but must find a formula expressing this change. To do this we construct a series as follows: "Amount of morphine left after first dose is 95/96 of 72; amount after second dose is 95/96 of (95/96 of 72); after third dose is 95/96 of [95/96 of (95/96 of 72)]; after fourth dose is 95/96 of [95/96 of (95/96 of (95/96 of 72))], and so on. From this we find that the amount of morphine left after any dose is 72 multiplied by 95/96 as many times as the number of doses given, so we construct the general formula "Q equals A $\times$ r (multiplied by r n) times, in which Q is amount to be found, A is original amount, r is the ratio of decrease and n is the number of doses taken out. But to simplify this formula we will express it, "Q equals A multiplied by r raised to the nth power." The general formula for such problems is then:

Required Quantity = $A \times r^n$, req. Dose = $A \times r^n$. ("p" = general dose, 1/96th, etc.).

Applying this formula to our problem, we have for the amount of morphine after the 30th dose, Q equals 72 multiplied by 95/96 raised to the 30th power. As the multiplication of 95/96 by itself 30 times would be a very tedious operation we resort to logarithms. Then 95/96 to the 30th pow. is found thus: $\log 95/96^{30}$ equals $(\log 95 \times 30)$ minus $(\log 96 \times 30)$. The log of 95 is 1.97724, of 96 is 1.982271, multiplying these each by 30 and subtracting we have 59.331720 minus 59.468140, or -1.863580, which is the logarithm of the decimal fraction 0.7304, which, again, is the result of $(95/96)^{30}$. Making the simple multiplication "72 $\times$ 7304 equal 52.5888," we obtain the amount of morphine left after the 30th dose. Similarly, $2/3 \times 7304$ equals 0.4869 grain, the amount of atropine to be found.

In the same manner we find the factor for 95/96 to the 90th power to find the amount of drugs after the 90th dose. This is 0.3079. 72×0.3079 equals 28.6488 grains, amount of morphine, $2/3 \times 0.3079$ equals .26527 gr. atropine. To find the 30th or 90th dose of each drug we would divide the quantity found as above by 95 and multiply the result by 96 to get the amount of the .20th or 80th dose, and take 1/96 of the result. (Rule: $x =$ amount; then, $x = 95/96$ of what number? $x \div 95 = 1/96$, result $\times 96 = 95/96$.) This is simply dividing the amount left after the 30th or 90th dose by 95, since the 20th or 80th dose will be 1/96 greater. Or, formula No. 2 may be used.

Potassium Chlorate and Tincture of Iron.

(B. A. C.) writes: "Please state how I can make a solution of potassium chlorate in tincture of per chloride of iron, glycerin and syrup. I find, no matter how small a quantity of the potassium chlorate I use, it is apt to precipitate on cooling. I would like to know just how much of the chlorate can be dissolved."

There can be but a limited amount of potassium chlorate dissolved in a mixture of this kind, the exact quantity, of course, depending upon the quantities of the other substances present. There are several reactions which take place when this mixture is compounded. The free hydrochloric acid in the tincture of iron, when brought in contact with the potassium chlorate, liberates chlorine and possibly other gases, mixtures of oxygen and chlorine. Again, if potassium chlorate is rubbed up with the glycerin explosion is liable to take place, and, further, the free chlorine formed in the reaction between the hydrochloric acid of the tincture of iron and the potassium chlorate will act upon glycerin with the formation of oxalic and carbonic acids. In any case the amount of chlorine depends upon the quantities of the various substances employed and the order in which they are mixed. This prescription is one of a type frequently prescribed for throat troubles, with the purpose of getting the stimulating and antiseptic effects of the chlorine, together with the astringent effect of the tincture of iron. One of the most common prescriptions of this class is the following:

Potassium chlorate	1 dram.
Tincture of ferric chloride	¼ ounce.
Syrup	1 ounce.
Water, enough to make	4 ounces.

Dissolve the potassium chlorate in about two ounces of water (or enough to make a saturated solution) and add the tincture of iron. Then add the syrup, mixed with the remainder of the water, being careful not to bottle the mixture until the reactions have taken place.

Tar Shampoo Paste.

(Kousso.) A shampoo mixture containing tar may be made as follows: (1) Castile soap, in shavings, 2 ounces; ammonia water, 2 ounces; bay rum or cologne water, 1 ounce; glycerite of tar, N. F., 1 ounce; water, a sufficient quantity. Dissolve the soap in about 11 ounces of water by means of heat. When cold, stir in the other ingredients. (2) Cocca-nut oil soap, 2 drams; white castile soap, 4 drams; caustic soda, ½ dram; rectified spirit, 10 ounces. Digest until the soap is dissolved, then add: wood tar, 10 drams; oil of lavender, ½ dram. Continue the digestion for 15 minutes, filter and wash the filter with rectified spirit to 12½ ounces by weight.

Other formulas may be easily devised and it is suggested you try in your experiments some one of the various formulas which have been published in previous volumes of the Era, substituting for part of the soap employed an equal quantity of some good tar soap. A "liquid shampoo," containing tar, is the following:

Pine tar, 20 grams; linseed oil, 200 grams; caustic potash, 45 grams; alcohol, 20 grams; water, 225 grams. Heat the tar and oil to 60° C., dissolve the potash in the water, add the alcohol and gradually add to the oil and tar mixture, constantly stirring. Continue the heat until thoroughly saponified and make up to a pint with water. Perfume (or not) to suit.

Cocaine and Borax.

(G. H. J.) "We had trouble in compounding the following prescription:

Cocaine muriate	5 grains.
Sodium borate	20 grains.
Camphor water	1 ounce.
Rose water	1 ounce.

Mix. Put 2 to 10 drops in the eye.

On putting up the mixture it assumes a flocculent appearance, which makes it look badly. Can the mix-

ture be manipulated in any manner so as to make it presentable and effective?"

The flocculent appearance (precipitate) is caused by the borax, which, being alkaline, throws down more or less of the cocaine and also throws out of solution some of the camphor. If boric acid had been used in place of the borax, precipitation would not have occurred. In the present instance a clear solution may be dispensed by adding enough boric acid to make the mixture of a slightly acid reaction. Such a substitution would be perfectly justifiable under the circumstances, but, if possible, the prescriber should be informed of the incompatibility, that he may signify his approval to the proposed change.

Show Globe Colors.

(C. S.) Amethyst: Dissolve 15 grains of sodium salicylate in 2 gallons distilled water and slowly add tincture of ferric chloride until the proper tint is obtained. Blue: Dissolve 4 ounces of sulphate of copper in 2 pints of water and add ammonia water, with constant stirring, until the precipitate first formed is redissolved, then add enough water to make 2 gallons. Orange: Potassium bichromate, 1 pound; dissolve in 2 gallons of water and add 8 ounces of nitric acid. Grass Green (Fluorescent): Fluorescein, 2 grains; ammonia water, 2 fluid drams; distilled water, 2 gallons. Red: Dissolve 3 drams each of iodine and potassium iodide in 8 fluid ounces of water, and dilute with water to which to ounces of hydrochloric acid has been added, to make 2 gallons. Many other formulas may be found in previous volumes of the Era. Consult the indexes.

Expansion of Iron.

(H. E. M.) Water is not the only substance which at certain temperatures expands as it cools. Certain alloys of bismuth behave in this way at comparatively low temperatures. As a rule, however, substances contract with more or less uniformity when cooling. The substances known as iron include a great many varieties differing greatly in composition and properties. The impurities present in the metal greatly influence its contraction during cooling. Foundrymen are able to control the shrinkage of castings to a certain extent by mixing different brands of pig iron. In foundry work some provision is commonly made for the contraction of the metal in cooling. It is not probable that any considerable expansion takes place in the cooling of any variety of iron at any temperature.

Calcium Sulphide and Camphor in Pills.

(E. E. S.) "How should this prescription be compounded?"

Calcium sulphide	6 grains.
Camphor	6 grains.

Mix and divide into 12 pills.

Triturate the calcium sulphide with 6 grains of sugar of milk, and then with 3 or 4 grains of powdered tragacanth. Add the camphor, previously finely powdered, and thoroughly mix; then make into a mass with glycerite of tragacanth.

Glycerin Lemonade.

(R. G. D.) The following formula has been attributed to Semmrola:

Pure glycerin	150 parts.
Citric acid	1 part.
Water	300 parts.

About one ounce of this solution is to be taken, in a glass of water, every hour. Thus administered, even in large quantities, it is claimed that glycerin does not cause gastro-intestinal disturbance.

Wood Alcohol for Burning in Vapor Cabinets.

(R. G. B.) "Does wood alcohol produce poisonous effects when used for burning in the alcohol lamps of vapor cabinets?"

No, it does not under ordinary conditions.

NEWS DEPARTMENT.

VACCINE REPORTED FREE FROM TETANUS GERMS.

The occurrence in Camden of a number of cases of lockjaw supposed to be the result of vaccination has greatly alarmed the public and aroused considerable opposition to vaccination. In order to restore popular confidence in the measures which are necessary for the protection of the community, the Board of Health of Camden has made a thorough investigation of the whole matter and has issued the following statement:

SOME FACTS IN CONNECTION WITH RECENT OCCURRENCE OF TETANUS AFTER VACCINATION IN CAMDEN.

First—Tetanus germs are probably more widely distributed than any other organism; they are found in the earth, in the dust, dirt of stables, private houses, public places, in the air and water.

Second—The prevailing dry spell of weather, with the high winds, undoubtedly has an important bearing upon the occurrence of outbreaks of tetanus by disseminating the germs, which are brought in contact with the open wounds of vaccination.

Third—Authorities such as Osler, Sternberg, Park, and many others, have stated that the period of incubation of tetanus occurs in from five to nine days. Dr. Park's record of tetanus cases for the last five years indicates that all acute cases of tetanus, which are the severe type following a wound or injury, occur within five to nine days; the subacute cases, those of a milder type (frequently getting well), occur as late as twelve days, proving conclusively that cases of tetanus appearing in from three weeks to one month, following vaccination, can in no wise be attributed to the virus employed nor to faulty technique of the physician.

Fourth—The recent cases of tetanus appearing in Camden and several other points have occurred from nineteen to twenty-eight days after vaccination, and in no instance was it at an earlier period; they have been of an extremely severe type, death following in a few days. All cases must be classed as acute tetanus, such as develop within five to seven days after incubation.

Fifth—It is also noticeable in all cases in Camden, and other places where tetanus has developed, after careful examination as to the cause, that it is due to lack of care in regard to cleanliness, or the wound has been exposed by the scab being knocked off or removed, or else the arm has been bruised and infection resulted. Very little care is taken by the ordinary person, after vaccination, to protect the vaccinated area against contamination; in fact, it has been regarded as an operation without danger of contamination, and, in consequence, dirty clothing is allowed to come in contact with the sore; frequently children scratch the vaccinated area with the dirty fingers and nails; the vaccination itself is a sort of curiosity to them, and in many cases they show the same toothy children, who handle it with their unwashed hands. Under such conditions, it is a wonder that, with the large number of children and adults vaccinated, there has not been a more frequent occurrence of the disease.

Sixth—The most careful bacteriological examinations of the quality of vaccine have been made, and not a single tetanus spore or bacilli has been found. There is no record of a case of tetanus being caused by virus employed; all reports show outside contamination. All of the cases in Camden have occurred from three to four weeks after vaccination, and tetanus followed in every make of vaccine employed, proving conclusively that the infection of the virus is not due to the method of preparation, thus eliminating the possibility of impure virus or the faulty technique of the physician.

Seventh—It is a most important matter to express the value of using an aseptic vaccine shield. The progress of the vaccination should be watched and the shield removed every two to four days, so as to change the vaccinated area, as well as the shield.

Eighth—Impurity of the vaccine virus supplied to our Board of Health is impossible from the process of preparation and testing. Every animal is immunized against tetanus by an immunizing or protecting dose of antitoxin. The vaccinated surface of the animals is thoroughly cleansed and all outside contamination removed by scrubbing with sterile water. The vaccine pulp is then collected according to the most rigid aseptic surgical process, triturated and ground in glass rollers and placed in sterile, hermetically sealed glass tubes, where it cannot be exposed to the air. No vaccine is used until veterinary tests and thorough post-mortem examinations prove the animals from which the vaccine is collected to be absolutely healthy. Virus collected from animals shown to have the slightest trace of disease is burned.

The virus is subjected to repeated bacteriologic examination by one of the foremost bacteriologists and an expert in the propagation of vaccine virus, and only virus is used that the most searching examinations prove to be pure. Furthermore, as an absolute proof, guinea pigs are injected with the virus to prove the entire absence of contamination. Contamination of the virus after testing is impossible, because it is filled by a vacuum process, entirely separate from the outside air, into sterilized capillary tubes, the ends of which are sealed by a Bunsen flame.

During the time the vaccinating was being done in Camden the Philadelphia Board of Health and the physicians have used over 700,000 vaccinations. The President of the Philadelphia Board of Health states there has not been a single case of tetanus following vaccination in Philadelphia, nor has there been any complaint whatever from physicians of excessive inflammation.

The physicians of Camden are satisfied, and have repeatedly stated, that the virus was not the cause of tetanus. The Camden Board of Health have had bacteriological examinations made of the vaccine and find it pure. A full report will be mailed you later. The article has been unfortunately treated from a sensational standpoint by the newspapers, which will have a serious effect upon the minds of the general public, who are led to believe the virus or the physician's technique at fault. The matter is a very serious one, and physicians and Boards of Health throughout the country are deeply concerned, since, if this impression is not overcome, it will seriously affect their usefulness in stamping out epidemics of small-pox. Small-pox cannot be controlled, nor is there any preventive known except proper vaccination.

H. H. DAVIS, M. D.

President Camden Board of Health.

The Arkansas State Board of Pharmacy at an examination held Nov. 12, granted Certificates of Registration to the following: L. M. Culpepper, Pine Bluff; Geo. J. Terry, Prescott; J. Leon Catron, Fort Smith; J. N. Porter, Vandervoort; L. L. More, Muscogee, Ind. Terr. The next meeting will be held in Little Rock, May 1902. J. W. Liedelman, secretary.

There are plenty of places where the druggist can buy pill and powder boxes and labels, but the wide-awake druggist is particular as to the style, quality and price. The goods sent out by H. Gamse & Bros., Baltimore, Md., should satisfy the most critical. This concern makes all kinds of druggists' pill and powder boxes and labels at the lowest possible prices. Send for an illustrated catalogue.

NEW YORK AND VICINITY.

EXAMINER IN DRUG DIVISION REMOVED.

Isaac Raynor, An Examiner in the Drug Division at the Appraisers' Stores, Removed on Charges Made by Perfumery Importers.

Isaac Raynor, an examiner in the drug division at the Appraisers' Stores, employed in examining and passing perfumes, essential oils, etc., has been removed by Secretary of the Treasury Gage on charges made by Appraiser Wakeman, accusing him of soliciting bribes.

The drug division, in point of revenue to the Government, is one of the most important in the Appraisers' Stores and when the papers and charges in the case were received at Washington, Secretary Gage gave his personal attention to the matter and on inspecting the evidence took the necessary steps to have Raynor removed. The complaint sent to Washington charged that Raynor recently called on the firm of Russman, Galland & Wechmar, importers of perfumes at No. 51 Franklin street, and made them a proposition to the effect that he would pass certain goods, particularly perfumes, if he was given a percentage of the money saved in duties in that manner. It is said Raynor, being a stranger representative of the firm whom he saw, left his card as examiner of merchandise in the seventh division, Appraisers' Stores.

Russman, Galland & Wechmar have offices on the second floor of the Eagle Building, No. 51 Franklin street. Both Mr. Russman and Mr. Galland are at present in Paris. That the firm had no intention of becoming identified with a scheme to defraud the Government was evidenced by their action in the matter.

The authorities at the Appraisers' Stores were at once notified of Raynor's visit to the importers named and an investigation was instituted. The firm, on request, presented its side of the case. Raynor made a general denial of the allegations against him, but said that rather than have any trouble over the matter he would resign, giving as his reason ill health. The authorities would not consider the resignation, however, and the facts of the case were at once sent to the Department at Washington.

Raynor was said to be one of the most trusted employees in the service, and had been recommended for the appointment by both Appraiser Wakeman and Dr. Hammil, Assistant Appraiser of the drug division. He has been employed as examiner in the customs service for five or six years and the news of the charges against him came as a surprise to his friends. He had been considered exceptionally proficient in his line of work and had a good record for scholarship, standing high in his classes in college.

Rumors have been afloat that this case and the recent alleged smuggling of perfume essences from London to New York, are connected, but there is no proof obtainable that the rumors are correct.

NEW-YORK BOARD OF PHARMACY EXAMINATIONS.

Results From New York, Albany, Rochester and Buffalo.

Secretary Sidney Faber, of the State Board of Pharmacy has furnished the names of the successful candidates at the examinations held in the different parts of the State on November 20, as follows: New York City, out of 41 candidates 9 were successful and received the pharmacists' license. They are: Seth, A. Burrows, Henry Dalrymple, Joseph Lacovara, Jacob Medoff, Peter Ullrich, E. N. Benedict, Herman Canter, Charles Rollberg and Fred. Suling. At Albany there were 16 candidates for pharmacists' license and three for drug-

gists'. The successful ones are: Samuel I. Clark, C. J. Miller, H. E. Richards, Owen Ostrander, Samuel Armstrong, J. E. McNarry, John D. Sauter, C. H. McDowell, Henry D. Sheldon and George Southworth as pharmacists, and William Wilsey and Jackson I. Lantz as druggists. Six candidates for pharmacists' license and three for druggists' were examined at Rochester. Harry A. Vail, C. P. Colgan, Fred M. Flemming and Albert B. Hupp received the pharmacists' and Walter Tyler the druggists' license. Of the Buffalo candidates, Lee W. Miller passed the examination for pharmacist and M. F. Brzezicki, Carrie A. De Nike and A. B. Liebman obtained the druggists' license.

COURT DISCHARGES INSPECTOR LORENZ.

Theodor Lorenz, the inspector of the New York State Board of Pharmacy in the Borough of Brooklyn, who was arrested on November 9 at the instance of Jacob Cipes, a druggist at No. 73 Belmont avenue, Brooklyn, on a charge of extortion, has been discharged by Judge Higginbotham, before whom the case was taken for trial.

The inspector was arrested on November 9 and taken before Judge Furlong in the Gates avenue court. He was released on furnishing bail for \$500 and the trial was set for November 29 before Judge Higginbotham. When the case was called in court on the day named, Cipes, the complainant, did not appear and the judge dismissed the defendant.

Mr. Lorenz when asked about the case said he was prepared to present his side to the judge in court and that he had evidence against Cipes that would prove to the court that the money he had received was advance commission on the sale of Cipes' store. He also had an affidavit from Thomas E. Conway, the inspector in New York for the State Board of Pharmacy, stating that with Lorenz he had visited eight druggists in the vicinity of Cipes store, and that all had stated that Lorenz had never demanded money or any other consideration from them. Mr. Lorenz also said that Cipes had stated to Mr. H. A. Herold, the lawyer for the State Board of Pharmacy, that Dr. M. A. Cohn, of No. 47 Belmont avenue, had given him (Lorenz) money, but that Dr. Cohn denied ever having done so.

Secretary Sidney Faber of the Pharmacy Board, when interviewed said: "I am fully convinced that Mr. Lorenz was not guilty of extortion and that at the worst he had only been indiscreet by accepting any fee and this was due only to a misunderstanding on the part of the inspector, as he thought he could with perfect propriety undertake the sale of a drug store without interfering with his regular duties. The case presents every appearance of a conspiracy to injure the inspector and the prestige of the Board."

The inspector was suspended by the Board at the time of his arrest and it was thought he would be reinstated at a meeting held Monday, December 2, but the Board decided to give the matter a thorough investigation before taking action.

At the Board meeting on Monday evening the following resolution was passed, subject to the action of the general Board. "That no employee of the Board of Pharmacy may accept any present, money or other consideration without first obtaining the approval of the Board."

NOTES.

—The wholesale Drug Trade Bowling Association of New York held its regular weekly meeting at Reid's alleys, No. 156 Church street, Saturday, November 25. The games rolled resulted as follows: Johnson & Johnson, 753, against the National Lead Co., 747; Lanman & Kemp, 624, against Johnson & Johnson, 680; National Lead Co., 725, against Lanman & Kemp, 610; Seabury

& Johnson, 784, against Church & Dwight Co., 749; Roessler & Hasslacher Chemical Co., 654, against Church & Dwight Co., 694; Seabury & Johnson, 797, against Roessler & Hasslacher Chemical Co., 707. The games rolled on Saturday, November 30, resulted as follows: Johnson & Johnson, 837, against Parke, Davis & Co., 862; General Chemical Co., 764, against Johnson & Johnson, 834; Parke, Davis & Co., 700, against General Chemical Co., 887; Dodge & Olcott, 815, against National Lead Co., 726; Powers & Weightman, 777, against the National Lead Co., 671; Powers & Weightman, 745, against Dodge & Olcott, 832. This still leaves the team of Dodge & Olcott in the lead. The competing teams at the next meeting will be from Roessler & Hasslacher Chemical Co., Colgate & Co., Johnson & Johnson, Church & Dwight, Co., Powers & Weightman and Parke, Davis & Co.

—P. A. Raby, of the Evergreen Chemical Co., No. 130 Fulton street, has recently returned from a three weeks trip in upper New York State. Mr. Raby reports trade with the retail druggists in a satisfactory condition in most places and general business appears to be better than last year, the outlook for holiday trade being very encouraging. He says a number of the Buffalo druggists have expressed disappointment with the volume of business done during the exposition and that some even complain of a loss on the seasons trade, as the business done did not compensate them for the preparations made in anticipation of the many visitors. One druggist tells of spending about \$800 in making repairs to his store and buying extra stock and that his sales did not exceed those of former years by more than \$500.

—Dr. A. L. Wood read a paper before the One-Hundred-Year club at the Hotel Majestic Tuesday, Nov. 26, advocating a more general use of distilled water and demonstrating its benefit to health. Dr. Wood is an elderly man with gray hair and beard and with little effort touched the palms of his hands to the stage floor without bending his knees. He announced that this result was accomplished by the daily use of distilled water. He stated that he had used distilled water for the last twenty years, and that in the last year he has consumed in drinking and in his food, about a gallon a day, or nearly thirty barrels yearly. It is generally conceded that more people use distilled water now than did a few years ago.

—M. Connors, a retail pharmacist of St. Johns, Newfoundland, and one of the committee of arrangements for the reception of the Duke and Duchess of Cornwall and York during their recent visit to St. Johns, has sent some very fine views of parts of the procession on the day the Royal party arrived there, to the New York office of Parke, Davis & Co. The views include a picture of the Duke laying the corner stone of a new building in course of erection. Mr. Connors also sent a souvenir copy of the St. Johns "Evening Telegram" which contains very good full page cuts of the Royal couple. These pictures now adorn the office of the general manager of Parke, Davis & Co.'s local office.

—Some of the retail druggists to visit the down town drug circle last week were: W. E. Warren, Keyport, N. J.; E. P. Weed, Norwalk, Conn.; Stewart Flagler, Strassburg; Mr. Hadley, of the Buffington Pharmacy Co., Worcester, Mass.; John Marian, Cranford, N. J.; A. R. Armstrong, Pine Bush, N. Y.; A. E. Sullard, of A. E. Sullard & Son, Franklin, N. Y.; S. L. Beegle, Orange, N. J.; Isaac Holton, of Horton & Holton, Trumansburg, N. Y.; C. N. Freeman, of the Naugatuck Drug Co., Naugatuck, Conn.; S. M. Shimer, of Ogden & Shimer, Middletown, N. Y.; John H. A. Miller, of N. Y., and Frederick Schneider, of Schneider & Irving Drug Co., Troy, N. Y.

—Miss Marie Gardiner Whitmore, daughter of Dr. B. T. Whitmore of the local branch of Parke, Davis & Co., was married to David Randolph Calhoun, head of one of the largest dry goods concerns in the West, at the home of her parents, No. 122 West 73d street, on Monday, Nov. 25. Among the guests at the wedding were Col. E. W. Fitch, W. B. Kaufman and Herbert Turrell.

—W. L. Strauss, senior member of the firm of W. L. Strauss & Co., expects to sail for Europe next month and will be gone some time, looking after the firm's interests on the other side and purchasing goods to place on this



S. F. HADDAD.

Mr. Haddad is the proprietor of a well-known downtown drug store, at 89 Broad street, this city. Although he has been in active business life for a number of years he has not forgotten to cultivate the spirit of fraternity and general good feeling toward other druggists. He is an active member of the Manhattan Pharmaceutical Association and a member of the New York Retail Druggists' Bowling Association. He is also treasurer of the Pharmacists' Manufacturing Co., a co-operative drug concern recently organized in this city.

market. William L. Haas, of the same firm has recently returned from a trip to Washington, Baltimore and other points along the line.

—M. J. Osborne, representative for Parke, Davis & Co. in Northern Indiana, and a brother of Guy Osborne of the Osborne-Colwell Co., New York, will be married on December 17 to Miss Susan Bartley, daughter of E. W. Bartley, manager of the Noyes Carriage Works Elkhart, Ind. Mr. Osborne expects to visit New York while on his wedding trip.

—An ammonia retort used in the refrigerating plant in the cellar of the Hotel Belvedere, at Eighteenth street and Fourth avenue, exploded Sunday morning, December 1, killing the engineer. The explosion was heard several blocks away and the force of it broke all the windows up to the fourth story.

—An attachment was served on the stock of the People's Drug Store at No. 2284 Eighth avenue, near 123rd street, on Saturday, December 1, by City Marshal George Krause. The store has been conducted for some time by Jacques A. Carpenter.

—Clara Isabel Mix, daughter of Willis L. Mix the well known New Haven, Conn., pharmacist, was married to Albert Leonard Whitecomb, a photographer of Meriden, on Wednesday, Nov. 20 at the home of her parents, No. 511 George street, New Haven.

—Roch Desilets, proprietor of the "Pharmacie Chive," No. 1365 Notre Dame street, Montreal, Canada, has been in the city several days visiting his friends in the drug trade.

—Among those at the Drug Club last week were: John Bredell, of San Remo, Italy; James B. Baird, of Atlanta, Ga., who was a guest of P. C. Magnus, and Harry Skillman, the advertising agent of Parke, Davis & Co.

—Among the visiting druggists in the market Monday, Nov. 25, were: W. E. Warn, Keyport, N. J.; E. P. Weed, Norwalk, Conn.; Stewart Flagler, Strassburg, Ill. J. J. Estes, Rockland, Mass. and C. R. Lush, Hempstead, L. I.

—William P. Moakley, of the staff of McKesson & Robbins, who has been on the sick list the past two weeks, is reported to be convalescing and is expected at his post in a few days.

—Garbarino Brothers have opened a drug store at West Houston and Sullivan streets. The younger brother was formerly a clerk with druggist F. W. Schnitzlein at No. 81 Catherine street.

—Charles R. Siemann, the druggist at No. 738 Eleventh avenue, sold his branch store at the corner of Ninetieth street and First avenue to Emil Eichler.

—F. S. Quintana, the retail druggist who formerly conducted the store at No. 136 East 25th street is now located on 29th street, near Madison avenue.

—Dr. R. C. McCall and T. B. Maddox, Southern representatives of McKesson & Robbins and C. F. Scott, the firm's Western representative are at present in the city.

—Wolf Tulchinsky, who has conducted the drug store at No. 53 Canal street, corner of Orchard street, for a number of years, has sold out to Weinstein & Goldberg.

—Simon Bamberger, of Salt Lake City was a guest of G. Phelps Stokes at the Drug Club, Nov. 25.

—Max Zagat, druggist at No. 1626 Madison avenue, corner of 160th street, has sold his business to E. Gluck.

—Samuel Folk has purchased the drug business of I. Schlossberg at Ninety-ninth street and Madison avenue.

IN AND ABOUT BOSTON.

A DRUGGIST LOSES HIS LIFE BY ESCAPING ILLUMINATING GAS.

Boston, Nov. 30.—A Thanksgiving Day fatality in which a druggist lost his life was due to leaking gas discovered by two police officers shortly before six o'clock Thanksgiving morning in the drug store of the H. O. Nute Company, Columbus avenue and Dartmouth street. The officers aroused the occupants in the apartments above, telling them that gas was escaping. The two patrolmen started to investigate the matter and got into the cellar under the store where they found the body of Edward Carroll, lying dead. He probably had been dead an hour when his body was found by the officers. It is supposed that he went down into the cellar to trace the smell of escaping gas, and while there was overpowered by the fumes and slowly suffocated.

Edward Carroll was 38 years old and was manager and head clerk doing night duty in the drug store. For some time he had not lived with his wife, who was Mary Austin, and whose father owned much property in West Roxbury, especially that land which for years was known as the Austin Farm. She first met Mr. Carroll when he was a clerk in the drug store of the late Albert H. Earyes, at Jamaica Plains, the same store of which he afterward became proprietor. Mrs. Carroll finally instituted proceedings for divorce, and the store meanwhile passed out of Mr. Carroll's hands, and soon after he associated himself with the Columbus avenue store. Mrs. Carroll generously endowed the University of Virginia a few months ago, thus carrying out her father's wishes. The University receives \$10,000 a year from her income.

A DRUG STORE RAID RESULTS IN THE CAPTURE OF MANY CONTRABAND THINGS.

Boston, Nov. 30.—An event this week which has been a theme of conversation was a big raid at the drug store of Thomas Joyce & Co., 141 West Broadway, South Boston, and the arrest of one of the proprietors Patrick J. Cuddyer, on the charge of keeping and exposing for sale intoxicating liquors. The raid is felt to be the most important made for some time and, when the affair became known in South Boston, it created a great stir among the druggists, who were astounded to learn of the amount of property seized. It seems that this place has been under suspicion for some time by the police, but evidence could not be had. Officers have watched the place very carefully and when a warrant was served, and the

search began, it seemed as if the discoveries would never end. In all 175 2-3 gallons of intoxicating liquors were taken away. There were 143 2-3 gallons of whiskey in 675 bottles, one barrel, two kegs and three jugs; two gallons of brandy, 20 gallons of gin, 4 3/4 gallons of ale, one gallon of porter, 3 1/2 gallons of champagne, one gallon of sherry wine and 1 1/4 gallons of rum. Glasses, bottles, jugs and other materials also were seized. The patrol wagon was sent for and the property was taken to a station house. Many of the bottled goods were wrapped up in paper and tied with strings, ready for delivery. In court the next day, when Cuddyer was given a hearing, two witnesses to whom it was supposed he had sold liquor testified that they bought only soda. The case was continued, Cuddyer furnishing bail soon after his arrest.

BUSY DAYS FOR DRUGGISTS.

Boston, Mass., Nov. 30.—These are busy days for druggists everywhere in this city, as well as in the nearby places. The small-pox scare has aroused people to the danger of the hour and everybody is rushing to physicians' offices to be vaccinated and druggists also are doing considerable of this work for customers who insist that they perform the operation. All this has made an immense demand for virus and points and the stock of both has been well depleted. There has been a pretty good call for many other things, and general illness of one kind another has tended to create business in the prescription department. The holiday of the week has made just that much less time for business in the general market, which has kept steady, as a whole, on moderate transactions in drugs and with perhaps more activity found in the line of chemicals for which there has been, in comparison with drugs, a better call. Dyestuffs and tanning materials keep steady with little fluctuation as to prices and with a fairly good trade. Alcohols show signs of strength and the tendency is toward better prices.

DRUGGISTS OF SALEM VICTORIOUS IN THE SUPREME COURT.

Boston, Nov. 30.—A decision has been reached by the full bench of the Supreme Court in the case of Frank P. Fitzgerald of Salem who, when Mayor Hurley refused to sign his and other druggists' liquor licenses on the ground that he had no right to sign liquor licenses in a place which had voted no license, carried the matter to a contest to have it settled. The Board of Aldermen granted the licenses long ago, but the mayor persisted in his refusal to sign them unless the court so ordered. The full bench of the Supreme Court now has ordered a writ of mandamus to issue in the case, so the mayor must sign the coveted licenses. Fitzgerald's was a test case, the decision of which affected all the other druggists. The Equity Court first heard the case and its decision was in favor of the druggists.

NOTES.

—H. V. Culverhouse is associated as partner with Henry L. Green of Worcester, who recently purchased the Maynard Drug Store, one of the oldest stores in that city. Mr. Green now controls several stores in Worcester. He formerly was in business in Beverly. He is the druggist whom the Worcester County Druggists recently charged with selling goods at a rate considerably under the prices fixed by the association's scale. Mr. Green was the first president of the association which was organized two years ago at the time the Hall & Lyon Company opened its cut-rate store on Front street. The reduction in price on patent medicines and drugs made by Mr. Green was to the wholesale figures, which is much lower than the association's retail prices. Mr. Green gave an explanation to the association, after which he tendered his resignation. This the association refused to accept. It later decided that his scale will have to be accepted. Mr. Green informed the other druggists that while he didn't like the cut, he was compelled to come to it and that he proposed sticking to his purpose.

—On charge of selling liquor illegally, Edward A. At-

wood, Clarence F. Thayer and Fred, C. Bean, all Wayland druggists, have been in the court at South Framingham, the complaints having been made by one of the members of the board of selectmen, together with a representative of the State Board of Pharmacy. The town voted "no license", and this member of the selectmen was strongly in favor of refusing sixth-class licenses even to druggists. The other two members, however, formed a majority and the licenses were issued without the third member's signature. Some witnesses swore that they had bought liquor of some of the defendants and were not asked to register their names in the book required by law to be kept for that purpose by every druggist. The cases were continued by mutual agreement of all concerned.

—The Mellin's Food Company, at their establishment in this city, had a happy gathering on Wednesday before Thanksgiving. Thomas Dolber, the president of the company, after reading the Thanksgiving proclamation of President Roosevelt, made a little speech showing the good feeling existing between employer and employes and presented to each and every employe a large turkey. Each man and woman, whether married or single, and every child in the company's employ was remembered. More than one thousand pounds of turkey were thus distributed.

—Charles B. Stevens, a prominent business resident of Revere, has bought the drug store in that town which formerly belonged to the late S. K. Harding, and with which Mr. Stevens was once connected. He has made some changes in the interior of the store and has put in much that is new in the way of stock. For some time since the death of Mr. Harding, the pharmacy has been under the management of George R. Reed.

—To satisfy the estate of Ellisha D. Buffington of Worcester, which holds a mortgage on the drug store of the late Frank Collins at Millbury, that place has been sold out at auction. The store has been closed down during several weeks, past, since Mr. Collins' death. At the sale the store was bought by E. R. Mitchell of Worcester, who will have it re-opened as soon as possible. The price paid was \$1,000.

—Mayor Charles L. Dean, of Malden, of the Boston firm of Dean, Foster & Co., dealers at wholesale in druggists' glassware and sundries, has been honored by the citizens of his home city by being nominated for the fourth time and by a unanimous vote, too, for the office he so long has filled acceptably. He was present at the convention, when nominated and made a speech of acceptance.

—"The Telephone—Its Uses in Our Business and Social Life", formed the subject of an informal after-dinner talk by Albert N. Bullens, guest of honor at a meeting and dinner this week of the Boston Druggists' Association. Mr. Bullens is manager of the private lines department of the New England Telephone and Telegraph Company. F. A. Hubbard, president of the Druggists' Association, presided.

—After several months spent at Rutland, twelve miles from Worcester, Mass., George R. Worthen, of the drug firm of Worthen & Hicks, proprietors of Anthony's Pharmacy in Fall River, has returned to that city. He is improved to a great extent in health, but is not yet entirely well. Mr. Worthen intends to spend the winter in his own city, if he is able to do so.

—At the annual Thanksgiving Day races of the Medford Driving Club, the various brushes were most exciting, with a good-sized company of spectators. Arthur Johnson, one of the firm of Twigg & Johnson, druggists of West Medford, won every heat of the twelve which were run off, driving his horse, "Little Prudy."

—After having been in the drug business for some time in Melrose, William B. Webster, who had a pharmacy at the corner of Main and Grove streets, recently removed all of his goods and store fixtures to East Weymouth, to start business in that town.

—John Larrabee of Melrose, where he has had a pharmacy for a long time, and who has been prominent as a member of the Massachusetts Board of Registration in Pharmacy, has been unanimously renominated by the Republicans of this city for the mayoralty.

PHILADELPHIA.

INSPECTION OF DRUG STORES.

Philadelphia, Nov. 30.—While the last week of November has been devoid of sensational incidents there has still been a ripple on the waters of local affairs caused by the tour of inspection of drug stores by an agent of the State Pharmaceutical Examining Board. This inspection is being made for the purpose of collecting evidence against drug stores which are not being legitimately conducted and in which unqualified clerks are dispensing prescriptions and poisons; in obedience to the mandates of the State Pharmacy Laws, this being the duty of the State Board. The Philadelphia Association of Retail Druggists is giving this action its full approval and support. It might not be amiss to call the attention of readers to the necessity of a strict observance of the law requiring registered clerks only to be left in charge of a drug store or to dispense poisons, also to the wisdom of a strict compliance with the "poison laws" of the State. That the scarcity of registered clerks and the carelessness of some out of the many druggists here may have led some to neglect the law requiring registered help may be quite possible, but the great majority are living up to the letter of the law in all particulars. Still, the law allows no excuses, and those who have neglected to put their house in order will save trouble and money by doing so before it is too late. When the inspector comes to the store, let everything be O. K.

THE P. A. R. D. SMOKER.

Philadelphia, Nov. 30.—Tickets for the great "Smoker" which is to wind up the year in a blaze of glory for the local retail druggists' association have been all sent out and practically every druggist in Philadelphia is now planning how he can "fix it" with his clerks so as to get off next Friday night, December 6th. Few functions ever given by local druggists have attracted as much attention and interest. The programme is to be one that would do credit to professional "entertainers" and the "smokes" and the refreshments, both liquid and solid, will be there to every one's fullest desire. The programme provides for 12 "sketches" by the best talent procurable, a continuous performance at the lunch counter, songs and speeches by talented druggists, fresh cigars with every "stunt", heart-to-heart talks between local competitors, a lecture on "How to make money although in the drug business" by a man who made some this year, (this to be strictly private), plenty of "wet stuff", of the harmless kind, to wash away the dry spots and a general good time from 9 to 1 p. m. The beauty of this affair is that it will not cost anybody a cent, everything from cigars to checking hats and coats being provided free by the P. A. R. D. The smoker will be held in the "North Broad Street Drawing Rooms", Broad street, above Fairmount street.

DOINGS OF THE P. A. R. D.

Philadelphia, Nov. 30.—A letter printed in a recent issue of a certain drug journal, among others "throwing bouquets", makes a statement that is resented here by the local association. This statement is to the effect that Philadelphia's "aggressive cutter" would now be in line but for the refusal of the P. A. R. D. to pay him the cost of a supply of "cut rate price lists" he had just gotten out. Now the facts in the case are these: The P. A. R. D. did offer to pay for these price lists, but the cutter raised further objections that showed plainly that he did not really want to come to terms but had offered the objection as an excuse. Every possible honorable effort was made to come to an agreement but, as stated in open meeting of the P. A. R. D., (and so stated in its published proceedings) he persisted in raising obstacles and would not come to definite terms. That this is the true version of the matter is conclusively shown by the actions of the P. A. R. D. then and since; their policy has been one of conciliation and persuasion at all times, never one of threats or harsh measures.

CHRISTMAS PRESENTS TO CUSTOMERS TO BE ABOLISHED.

Philadelphia, Nov. 30.—Another successful "Ward Meeting" was held at Sepviva and Norris streets last Tuesday evening by the druggists of the sixteenth, seventeenth, eighteenth, nineteenth and thirty-first wards, the attendance being good. Among the matters discussed was the practice in this section of giving Christmas presents to customers, and while discontinuance of this could not be made this year without undue hardships on those who had already ordered presents, it was agreed that after this year it would be abolished. The custom is one that costs the druggists up in Kensington and Frankford quite a sum yearly and the general opinion was that it did not bring adequate returns, still, as long as some did it, all had to follow suit or lose trade. When all drop it the public will not complain. Other questions relating to prices of sundries and smaller proprietaries were also discussed, the prospects for general agreement being very good.

BUSINESS SLOW AND QUIET.

Philadelphia, Nov. 30.—Business has been rather slow and quiet generally this week except in the northwest section of the city, where a fresh outbreak of smallpox has kept local druggists busy selling vaccine and preventive remedies. A total of 114 new cases were reported for this week, most of them being in the above mentioned part of the city, the southern and western sections being unusually free from the disease. Prescription trade is also dull and slow, indeed, as a whole, the week has been the poorest of the month. Very few druggists so far seem to have made any preparations for holiday trade except in outlying sections. Hot soda was about the only thing selling well during the week, the two big football games of the week bringing in a harvest to drug stores near Franklin Field. The jobbing houses also report a slight falling off in the volume of trade, collections being a little slow just now and orders not coming in quite as fast. November, as a whole however, has exceeded in business done this month last year.

ILLUSTRATED LECTURES AT THE P. C. P.

Philadelphia, Nov. 30.—There will be a series of illustrated lectures on popular and current topics by prominent speakers at the Philadelphia College of Pharmacy, to which local druggists are cordially invited—admission being free. The series as arranged is as follows: December 4th, "Japan as seen with the Camera," by Rudolph Blankenberg, Esq. January 8th, "An Illustrated Lecture on Birds," by Dr. S. C. Schmucker; February 12th, "Inter-oceanic Canals," by Prof. Lewis M. Haupt; March 12th, "Picturesque Holland," by Dr. Chas. L. Mitchell.

NOTES.

—The Executive Committee of the P. A. R. D. has received assurances from the advertising manager of the Philadelphia "Press" that in the future no advertisements of patent medicines shall be published in such a manner as to make it appear that the local druggists endorse them, unless their consent is given. The appearance of a full page advertisement of a certain patent medicine in which a number of local druggists were made to appear as endorsing and recommending it to patients was promptly taken up by the local association and complaint made to the manager of the two papers printing the objectionable matter, their action resulting in the above apology by the newspaper. Such advertisements create much feeling among physicians and thus do the druggists harm.

—Doctors H. H. Davis, J. W. Fithian and S. G. Busbey, who were appointed a committee by the Camden Board of Health to investigate the recent cases of tetanus following vaccination, issued their official report yesterday, in which they include a strong recommendation that vaccination should be insisted on, as a safe and harmless preventive when properly performed, and a warning against the danger of tetanus infection from neglect of cleanliness and care. The vaccine supplied by local manufacturers is highly praised as being active cleanly and prepared under the most careful observation of aseptic

procedure and as entirely free from foreign germs or germ products.

—The Philadelphia Association of Retail Druggists will hold its December meeting at the "North Broad Street Drawing Rooms", Broad street, above Fairmount avenue, at 8 p. m. Friday, December 6th, instead of the usual time and place. This is done in order to have the meeting immediately prior to the "Smoker" to be given on that date, for the convenience of members. The "Nominating Committee" will present its report of nominees for the officers of the Association for 1902 at this meeting, these to be voted for at the January meeting, of the new year. Members are requested to attend promptly as the time for the meeting will necessarily be very brief, the "Smoker" beginning at 9.00 p. m.

—A party of students from the Philadelphia College of Pharmacy, the third year class, paid a visit to the laboratories of the Smith, Kline, French Company last Wednesday, under the guidance of Prof. Chas. H. Lawall. The visitors were shown through the buildings where all sorts of pharmaceutical and chemical products are made, particular attention being given to the department where Eskey's Food is prepared and sealed in airtight bottles by a special machine. A bountiful lunch was served after the inspection, at which members of the firm were present.

—Twenty-four druggists wanted clerks according to the Sunday "Inquirer" this week, while but seventeen clerks seemed to be looking for jobs. For some time the unusual feature of more druggists wanting clerks than there are clerks wanting druggists has been the rule here.

—Mahlon N. Kline has been appointed by Mayor Ashbridge to represent the drug trade on the committee constituted to take charge of the erection of the McKinley Memorial Monument, for which popular subscriptions are now being received.

—Lawson C. Funk, the well known West Philadelphia druggist, was a member of the committee from the City Council chosen to represent Philadelphia at the opening of the Charleston Exposition, the party leaving this week.

—Theo. Campbell, of Overbrook, has been quite seriously ill at his home with pneumonia for some time past, but is now able to attend to business and on the road to safe recovery.

NORTH CAROLINA.

Raleigh, Nov. 30.

—The Crescent Pharmacy, Hamlet, N. C., has been sold out under mortgage.

—Jesse Carter, has sold out his stock at Carthage, N. C., and bought the store of W. A. Crahtree at Sanford.

—Wm. G. Thomas has sold his business at Louisville to M. K. & F. R. Pleasants, and has bought the North Side Drug Store at Raleigh.

—F. H. Jockoes, manager of the North Side Drug Store at Raleigh for several years, has accepted a position with Williams, Martin & Gray, of Norfolk, Va.

—N. E. Riddick is traveling in Eastern North Carolina in the interest of the W. H. King Drug Company, of Raleigh.

—R. N. Winston, of Franklinton, one of the oldest druggists of the State died a few days ago. The business, it is understood will be continued by his sons.

—Horton & Richardson have opened a new drug store at Wakefield.

—Fuller Reed, formerly manager of the McGee Pharmacy at Raleigh, is now with Dr. G. D. Everington at Laurinburg.

—The drug firm of Rozier & Thompson, Lumberton, has been succeeded by R. G. Rozier.

—D. McN. McKay, formerly with Prince & Blue, of Laurinburg, has bought the drug store of R. C. Jenkins at Goldsboro.

Druggists who do not find it advantageous to them to make their own Compound Syrup of Hypophosphites! Emulsion of Cod Liver Oil with Hypophosphites and similar preparations, will do well to correspond with Ed. Davis, Lansford, Pa. Mr. Davis is in a position to supply these preparations at remarkably low prices. Samples will be sent to any druggist on request.

BALTIMORE.

CHEMICALS ON FIRE.

Baltimore, Nov. 26.—The milling plant in the Thomsen Chemical Company's plant in the block bounded by Hanover, Winder and Leadenhall streets was gutted by fire last night with a loss estimated at \$10,000 to \$15,000. The loss was principally in the mills, of which there are six—one on the first first floor and five on the second. The milling department is on the eastern side of the plant and a strong wind was blowing from the West. Had it been from the other direction the damage would have been much greater and the whole establishment might have been destroyed, although, it is said, the chemicals stored in the place were rather of a nature to check the flames than to feed them. There were one or two small explosions but no one was hurt.

The cause of the fire is unknown. A force of about twenty men is kept at work in the plant all night. One of them, Fillmore Broughton, who was employed in another department near by, saw a blaze break out near one of the mills and ran down to the nearest fire alarm box to summon the apparatus. Another was instrumental in getting twelve horses out of the company's stable. The engine and ladder companies found it impossible to save the building in which the fire had started and devoted their efforts to preventing the spread of the flames. Mr. Angus Cameron, of Roland Park, is president and treasurer of the company. He estimated the loss as above stated and said that it was amply covered by insurance.

The burned mills were in a building about 40 by 75 feet, erected some twenty years ago by the late John J. Thomsen. The plant was bought four years ago by Mr. Cameron, who organized a company. The plant and the output were doubled. The concern manufactures chemicals for use in manufactures and the arts and has an output of about 6,000 barrels per week. It employs from 200 to 250 hands. The destroyed property will be rebuilt at once.

WITH THE BOWLERS.

Baltimore, Nov. 30.—The Stanley & Brown Drug Company met McCormick & Co. last night at the Diamond and "was their'n" by a score of 767, 733 and 687 against 713, 699 and 721. Baumgartner was high man for McCormick & Co., rolling up a total of 200 in the second game, while Mueller gained this distinction for the Stanley & Brown Company with 177. On Tuesday night the Root and Herbs gave battle to the Armstrong Cork Company, the former team getting two out of three contests by 634, 722 and 741 against 724, 720 and 728 points. Davis, of the former team was high man with 200 pins, while Dunnock, of the Armstrong Cork Company scored 180 and beat Mr. Davis on high average with 171 1-3. The standing of the teams now is as follows:

Teams.	Games		Perc.
	Won.	Lost.	
Sharp & Dohme.....	13	2	.867
Root & Herb.....			
James Bailly & Son.....	9	6	.600
McCormick & Co.....	7	8	.467
Stanley & Brown Drug Co.....	8	10	.447
Armstrong Cork Co.....			
Ferrell & Kellam Co.....	1	14	.067

PREPARING FOR LEGISLATIVE WORK.

Baltimore, Nov. 30.—Dr. A. R. L. Dohme, Louis Schulze, the president of the Maryland Pharmaceutical Association, and Owen C. Smith, who constitute the legislative committee of the State organization, went down to Annapolis this afternoon to make arrangements for the semi-annual meeting, which is to take place there in January during the session of the Legislature. The purpose is to invite the members of both houses to attend the meeting, at which the needs of a new pharmacy law applicable to every part of Maryland will be set forth. The bill to be introduced is in all respect identical with the measure that passed the House of Delegates two

years ago. It does not interfere with the sale of household remedies and ordinary drugs by the country store keepers, but it provides that all druggists must possess certain qualifications, and limits the compounding of prescriptions to competent pharmacists. The clause exempting the storekeepers in the matter of common substances is a concession to those manufacturers whose trade is with this class of distributors and who have hitherto been able to muster up sufficient influence to defeat the demand for pharmacy legislation. By removing this opposition the success of the effort to be made this winter would seem to be assured.

VOLUME OF TRADE SATISFACTORY.

Baltimore, Dec. 2.—The first part of last week was rather quiet with the jobbers, but they were enabled to make up for lost time later in the week, when a rush ensued, Saturday being the busiest day of them all. In the main, however, the volume of trade continues satisfactory, and the aggregate will be far ahead of last year. Manufacturers of pharmaceuticals get encouraging reports from their traveling representatives, who have been doing very well. The drug market has not developed any very striking features during the past week. Leading botanicals are rather higher. Lobelia seed is reported to be extremely scarce while lobelia herb is small as to crop, with higher prices in prospect. The same is to be said of calendula flowers (domestic), turkey corn root, pink root and angelica root. All are said to be scarce and going up. Heavy chemicals show no marked changes. The retailers give moderately favorable reports as to the state of trade.

NOTES.

—John Paul Jones, not the captain who played a prominent part in the American Revolutionary war, but the jovial representative of Sharp & Dohme in New York State, who "pays the freight," is on a visit home after a tour of some weeks and reports that trade in his territory is very good. Mr. Jones will stay at home over the Christmas holidays.

—The out-of-town visitors last week included Thomas G. Forwood, Belair, Md.; A. H. Stack, with Dale & Co., York, Pa.; G. Roberts, Racon Ford, Va.; W. R. Rudy, Mount Airy, Md.; J. J. Rose, Westminster, Md.; W. S. Richardson and E. M. McComas, Washington; Dr. L. D. Collier, Salisbury, Md.

—Dr. A. R. L. Dohme, of Sharp & Dohme, intended to witness the football game between the Naval Cadets and the West Pointers at Philadelphia last Saturday, but his duties in connection with the John Hopkins University kept him at home.

—J. T. Lyon, who clerked for C. R. Meyer, Edmondson avenue and Monroe street, has resigned.

CINCINNATI.

O. V. D. A. ELECTS OFFICERS.

Cincinnati, Nov. 30.—The annual election of the Ohio Valley Drug Association took place November 26, nearly three hundred votes being cast. The secretary had mailed each member a ballot with request to return it with the names of the candidates marked for whom he desired to vote; the tellers Messrs. Chas. H. Jones and Peter E. Herrman opened the sealed envelopes and announced the election of the following officers: President, A. O. Zwick; first vice-president, W. T. Ford; second vice-president, N. E. Smith; third vice-president, W. F. Knemoeiler; treasurer, H. B. Waltherman; secretary, Chas. Freericks, Jr. Members of Board of Control: Emil Zorn, A. D. Wells, Otto Groenland, Albert Wetterstroem, A. L. Boehmer, Louis Heister, J. H. Linneman of Cincinnati; J. G. Meth of Newport, Ky.; F. Amman of Portsmouth, Ohio; E. L. Pieck of Covington, Ky.; F. W. Blesi of Covington, Ky.; Chas. Krone of Hamilton, Ohio; W. T. Elrod of Williamsburg, Ohio; J. W. Galbreath of Higginsport, Ohio; Harry W. Ray of Maysville, Ky.

NOTES.

—S. B. Holmes, a prominent druggist at Frankfort, Ky., John O'Hara of Williamstown, Ky. and the veteran druggist John Gauck of Batesville, Ind., were among the visitors buying holiday goods this week.

—Secretary Scheibenzuber of the Ohio Drug Association states that the association now has a membership of over three hundred.

—H. J. Thompson of West Union, Ohio, was in town a few days recently. He leaves for Winchester and expects to open his new store next week.

—J. P. Hemphill of Rising Sun, Ind., expects to be in his new store by December 15th.

—A. H. Bennett of Mason, Ohio, has refurnished his store with new shop bottles, fixtures, etc.

DETROIT AND MICHIGAN.

Detroit, Nov. 30, 1901

—Minor E. Keyes, pharmacist at the corner of Jos. Campau and Fort streets, Detroit, is congratulating himself that he was not in the collision of the two Wabash trains, which occurred Nov. 27 near Seneca a small station a short distance from Adrian. The wreck entailed a loss of a great many lives, and was one of the most disastrous known in railroad history for a great many years. Mr. Keyes was on the train following the train which caused the wreck, and he says he will never forget the terrible scene he witnessed a short time after the wreck took place.

—A few days ago fire started in the extract department of Parke, Davis & Co., which might have proved very disastrous indeed had it not been for the automatic sprinkler system in vogue at the laboratory, which responded and subdued the flames in a very short time, leaving little to be done by the private fire department.

—J. C. Henton, son of J. W. Henton, manager for the well-known firm of Kempthorne, Prosser & Co. of Auckland, New Zealand, has accepted a position with Parke, Davis & Co., at their Detroit laboratory. Mr. Henton has had a wide experience in Australasian drug houses and comes eminently fitted for his new field.

—Jacob S. Farrand, Jr., of Messrs. Farrand, Williams & Clark, wholesale druggists of Detroit, lately returned from a trip to New York.

—The mother of druggist Geo. W. Stringer died recently. Mr. Stringer is one of the oldest druggists in Detroit, and has a wide circle of friends who sympathize with him deeply in his recent loss.

—The next lecture of the members' course of the Drug Clerks Association of Michigan will be held on the evening of December 11th, when Jas. E. Davis, of the Michigan Drug Co., will discourse upon the business aspect of the drug trade. The lecture will prove a very instructive one in view of the extended experience of Mr. Davis in connection with the wholesale drug trade in Detroit.

—F. M. Odena, general representative of Parke, Davis & Co. was in town last week after a ninety days' trip, and has now left for the last trip of 1901.

—Among the out-of-town visitors in Detroit last week was Alfred Klahre, representing Roessler & Hasselacher Drug Co. of New York, who are also selling agents for the Schaefer Alkaloid Works of Maywood, New Jersey. The Schaefer people are now manufacturing a very fine quality of lithium carbonate.

—F. G. Somers, for some little time identified with the Chicago office of Parke, Davis & Co., has severed his connection with the house.

—I. W. Rossiter, representative of Powers & Weightman, visited his trade in Detroit last week, it being the closing trip of the season. The Mallinckrodt Chemical Works were represented within the last few days by L. R. Dronberger.

—C. W. Griffiths, representative of Herf & Frerichs, St. Louis, Mo., with headquarters at Chicago, visited Detroit and way points within the last week, it being the closing trip for this year.

—W. H. McKinnon will open a first class prescription pharmacy at Port Huron Tunnel about December 15.

CHICAGO.

N. A. H. D. EXECUTIVE COMMITTEE MEETS.

Chicago, Nov. 30.—The officers and Executive Committee of the N. A. R. D. held a meeting in Chicago one week ago. At this meeting the strength of the organization was discussed and it was decided to carry out in the near future the objects of the organization with regard to those who are violating the terms of the tripartite agreement. The committee feels that it is now time to cease temporizing. The tripartite agreement is thoroughly understood by all members of the trade and those who do not live up to it will wish they had done so. It is said that the agreement will be enforced without fear, favor or partiality.

CHICAGO TRADE ACTIVE.

Chicago, Nov. 30.—Manufacturers and jobbers are busy with their regular fall trade. Staple goods are moving well and freely and there is a continuing demand for quinine and other seasonal goods for the fall and winter trade. The weather during the past few weeks has been disagreeable and cold and cough and grip remedies are in demand. The holidays are approaching and there is a lull among the jobbers in holiday goods.

NOTES.

—The Chicago Drug Trade Bowling League rolled the following games on November 25: Buck & Rayner 727, 645, 689 against E. H. Sargent & Co., 548, 701 664; Parke, Davis & Co., 717, 702, 667 against Sharp & Smith, 739, 773, 734; A. M. Foster & Co., 755, 722, 740 against Lord, Owen & Co., 692, 829, 658.

Standing and percentage.

	Won.	Lost.	P.C.
Sharp & Smith.....	17	7	.783
Lord, Owen & Co.....	14	10	.583
E. H. Sargent & Co.....	14	10	.583
Parke, Davis & Co.....	12	12	.500
Buck & Rayner.....	9	15	.334
Foster & Co.....	7	17	.290

—Parke, Davis & Company have a very interesting display of blackleg vaccine and other veterinary bacteriological products at the International Live Stock Exhibition at the Union Stock Yards, Chicago, this week. The exhibit is in charge of Messrs. Grebe and Boyd of the Kansas City branch of Parke, Davis & Company.

—Dr. E. Larned is the most recent acquisition to the scientific department of the Chicago branch of Parke, Davis & Company. Dr. Larned was formerly in active practice in Joliet, where he made a specialty of bacteriological work.

—Bruno Batt, a former well known Chicago druggist, moved to St. Louis recently, has gone into the manufacturing business in that city. He is a director in the Druggists' Cooperative Company of that city.

—It is reported that George P. Wisshack, a well known druggist at Madison and Halsted streets, has bought a controlling interest in the Dale & Sempill drug store at Clark and Madison streets.

—The firm of Menchert & Shoenbrodt has bought the drug store of Emil H. Luehr at 703 West Harrison street. The store will be known as the Crescent Pharmacy.

—W. B. Hart has sold his drug store at Sixty-third street and Madison avenue to Dr. Brower, Twelfth street and Blue Island avenue.

—It is reported that the drug store of P. W. Jacobus at North Halsted and Grace streets has been closed by the Sheriff.

—T. E. Gagen & Son, who own and conduct drug stores in Ottawa and Sparland, Ill., were in Chicago this week buying holiday goods.

—Mr. Thiesen of the Cranwell-Thiesen Drug Company, of Racine, Wis., was in Chicago this week.

Readers of the Era will notice an old friend this week among the advertisements on page—Dr. McGill has spent a great deal of time and money in running down swindlers who have been selling counterfeit Orange Blossom to the drug trade.

THE NORTHWEST.

UNPRECEDENTED VOLUME OF TRADE.

St. Paul, Minn., Nov. 29.—Increasing activity is reported in the wholesale drug trade which has brought the record up to an excess over any former year. The country druggists report a very considerable increase in their business for this season of the year and the leading wholesale house of this city is perfecting plans for enlarging its facilities and increasing its ability to meet the demands of the trade. The largest increase notable is the gain in demand upon the departments of druggists sundries, surgical instruments and cigars, which has expanded to large proportions.

NOTES.

—Successions: Williams & Baxter, Billings, Mont., by Henry G. Williams; Russell & Strong, Stephen, Minn., by J. H. Vold; Lowthian & Co., Glenville, Minn., by P. B. Herman; Pennington & Co., Montevideo, Minn., by the Kries Drug Co.; J. K. Jorder & Co., Waterloo, Ia., by J. K. Jorder; S. Williams & Co., Meadow Grove, Neb., by Kindred & Williams; J. C. Walker, New Market, Ia., by G. Walker; A. B. C. Dodd & Co., Charles City, Ia., by Carl Merckel; Daniel E. Collins, Superior, Ia., by H. F. Brown.

—The drug stores of two South Dakota towns—Parker & Davis—have lost one of their attractions. They are among the establishments from which the authorities have ordered all slot machines, dice boxes, cards and other gambling devices or games of chance. Those caught manipulating a slot machine, shaking dice or engaging in other similar diversions are threatened with arrest.

—New: M. D. Butler, Brockett, N. D.; C. F. Hochen, Columbus, Neb.; Hines & Wagner, Forest Grove, Ore.; John Dahlin, Brockett, N. D.; T. M. Starr, Shosone, Idaho.

—J. E. McCarthy has gone to Tower, Minn., to work for N. J. Benson, and Mr. Myers, whom he succeeded, has returned to Minneapolis.

—Miss M. E. Adams has left Lindstrom, Minn., and gone to work in Evans' Drug store at Ceylon, as pharmacist.

—Henry Pennington has sold his drugstock at Monticello, Minn., and is taking a vacation in the Rainy Lake region.

—Henry Holmberg has left Faribault, Minn., for Northfield, Minn., where he is now working for S. Finkelson.

—R. J. Lindberg has gone to work at Fergus Falls, Minn., for the winter.

—A. L. Herkenrath has gone to Lakota, N. D., to work for A. Pichka.

—A. E. Groat, of Minneapolis, has gone to Minto, N. D., to help out Mr. Boylan, who is sick abed.

—Geo. A. Countryman has sold his Belview, Minn., drug stock to R. S. Patchen.

—Henry Prestholdt has fitted up a store and will put a new stock into it at North Branch, Minn.

—F. H. Caldwell of North Yamhill, Ore., and T. M. Witten of Newberg, same state, have exchanged stores.

—The Newbro Drug Co., Butte, Mont., has decreased its capital from \$100,000 to \$50,000.

—J. J. Tracy, Shosone, Idaho, has sold.

—N. Chagnon, Le Roy, Minn., has given a bill of sale.

—P. O. Opsahl, Avoca, Minn., will discontinue.

—O. J. Berg has returned to Minneapolis.

Hot Stuff.

Every druggist who has a hot soda fountain should have the little pamphlet entitled "Hot Stuff," which the American Soda Fountain Co. is sending out. It is really a price list of hot soda drinks, but at the same time it is full of formulas and suggestions for new drinks, and ideas, which will enable any bright dispenser to increase his trade.

Don't fail to read Chas. Jacobs & Co.'s page advertisement in this issue, and take advantage of their special offer.

THE SOUTH.

WELL REPRESENTED.

Memphis, Nov. 29.—The Tri-States Medical Association, composed of the practitioners of Tennessee, Arkansas and Mississippi, held its annual meeting in this city, Nov. 19-21. A large number of M. D.s were on hand, and the papers were interesting. The meeting was a success from every standpoint. Great credit is due Dr. Richmond McKinney, the secretary, for his splendid attention to the details. The pharmaceutical houses were well represented and the exhibits were, in most instances, gotten up with an eye to general attractiveness. Following is a list of some of the exhibitors and the gentlemen in charge: Eli Lilly & Co., J. F. Vickers and S. T. Anderson, Wm. S. Merrell Chemical Co., E. W. Henderson, Wm. R. Warner & Co., John D. Mulherson, John Wyeth & Bro., C. A. Carver, E. J. Haas & Co., Dr. Perrine, Parke, Davis & Co., Jos. Tobin and Mr. Turner, H. K. Mulford & Co., Mr. West and Mr. Mayers, Frederick Stearns & Co., Dr. Mitchell, Searle & Hereth Co., Mr. Young, Sharp & Dohme, Messrs. Bailey & Boggan, Keasbey & Mattison, Dr. J. W. Hunter, Fortune, Ward & Co., a local retail drug firm had a handsome exhibit.

THREW VITRIOL IN OFFICER'S FACE.

Memphis, Nov. 29.—Stennis Thompson, a young pharmacist of Meridian, Miss., together with a young companion named Kling, is in serious trouble as the result of an assault made on an officer of the law. It seems that Thompson and three companions were arrested on a charge of disorderly conduct and a fine of \$5.50 was assessed against each of them. The chief of police gave the trio until a certain time to settle; the boys did not pay, and the chief, finding Thompson and Kling on the street drinking, arrested them. At headquarters the chief turned them over to Sergeant Lyons to be locked up. When the sergeant reached the hallway leading to the jail with his prisoners, Thompson suddenly threw vitriol in the officer's face. Lyons, fortunately, closed his eyes in time to save him from blindness, but he was frightfully burned about the face and hands. In the meantime, the chief was compelled to knock Kling down to prevent the latter from braining him with a heavy inkstand. Both men are in jail, and for the present are denied bail. Thompson is the son of Dr. M. J. Thompson, one of the most prominent men in Meridian.

A SENSATIONAL POISONING CASE.

Memphis, Nov. 29.—E. Monnier and Jullus Gargaro, proprietor and clerk, respectively, of a drug store in this city, both have important parts to play in a trial that is booked for the Criminal Court in January. Mrs. Georgia Emma Hooks has been indicted by the grand jury for the alleged poisoning of her husband, who died sometime in October. Rumors reached the grand jury which led to an investigation, and the body of Hooks was exhumed and a post-mortem examination made. Dr. Krouse, an expert chemist, analyzed the contents of the stomach and found arsenic in large quantities and some powdered glass. Next to Dr. Krouse, Monnier and Gargaro were the most important witnesses before the grand jury. Both testified to selling Mrs. Hooks arsenic and produced the poison register to substantiate their statements, she at the time claiming that she wanted it for killing dogs. The two physicians who attended Hooks in his last illness at the time gave the cause of his demise as acute gastritis, but the evidence adduced has convinced them that he died from poison. Mrs. Hooks is worth about \$50,000.

DOCTOR KILLS DRUGGIST.

Memphis, Nov. 29.—Alex Wright, of the McEwen Drug Co., McEwen, Tenn., was instantly killed by Dr. J. B. Arrington, postmaster of the town, on Nov. 26, at 5 o'clock. Dr. Arrington went to the drug store and had a dispute with Wright about a prescription. During a heated argument, which lasted only a short time, the physician drew his pistol and fired one shot at Wright.

The bullet struck him in the region of the heart and the druggist fell dead. Dr. Arrington left the store, and was later arrested on a warrant charging murder. The physician claims he fired the shot in self-defence, as Wright made a threatening demonstration, but this version is denied by W. A. Phelps, who was the only eye-witness.

NOTES.

—J. R. Tague, manager for the Van Vleet-Mansfield Drug Co., is a very busy man, but he never has so much to do that he cannot find time to welcome the traveling men and give them a hearing, consequently his popularity with the druggists is universal. One afternoon last week, Mr. Tague was asked to present himself at the hall where one of the sessions of the Tri-States Medical Association was in progress. Thereupon he hid himself to the place and was immediately surrounded by traveling men and physicians. One of the gentlemen clapped his hands, and, at the signal, S. T. Anderson stepped forward and in a nice—if rather trembly—little speech presented Mr. Tague, on behalf of the traveling men, with a handsome diamond scarf pin. Mr. Tague, with becoming modesty, thanked the gentlemen for remembering him so kindly, and made a little talk that, for an impromptu effort, was a gem. Dr. Richmond McKinney, Secretary of the Association, was also remembered.

—Richard Denison, a young man prominent in local wholesale drug circles, has filed a bill in chancery against a gambling house in this city to recover \$180 alleged to have been lost in games of chance. The complainant declares that at various times between November 1 and November 12 he lost an aggregate sum of \$480 through gambling devices in the gaming house. He insists that he has made an effort to recover \$300 of this sum, but was put off from time to time, and was finally told that he could not recover any part of the money. A decree is prayed for the entire amount.

—Chas. A. Harris, a young druggist, of Dawson, Ga., was married to Miss Rena Mige, of that city, recently. The couple stole a march on their friends, for, while the wedding was expected to take place some time, they were not prepared for the surprise. Mr. Harris is a member of the firm of Farrant & Harris, and has charge of one of the firm's stores, the Dawson Drug Co., at Dawson. Mr. and Mrs. Harris will live in a handsome new house that the groom built recently.

—The Trade Interest Committee of the Tennessee State Druggists' Association is making a strong effort to induce some of their N. A. R. D. enthusiasm into the druggists of this section. With this end in view they have invited an organizer of the National Association to mingle with us. The invitation is indorsed by all the friends of the N. A. R. D. in the State. As one druggist says, "We need it."

—G. M. Dayton, a druggist of Chattanooga, was fined \$25, in the police court of that city, on Nov. 15, for illegal sale of cocaine. Police investigation has shown alarming conditions existing among poor white people and negroes, who become victims of the habit. The authorities will make a crusade against drug stores that sell cocaine without prescriptions from a reputable physician.

—H. G. Lambert has resigned his position with J. C. Treherne, and will go in business for himself. He has leased the store formerly occupied by McArthur Bros. & Winston, Mississippi avenue and Lauderdale street, and will open a first-class prescription pharmacy, between the 1st and 10th of December. Mr. Lambert is a graduate of the Philadelphia College of Pharmacy and a very competent and popular young man.

—Dr. J. W. Hunter, representing Keasbey & Mattison, was a conspicuous visitor last week among the traveling men. The doctor is nearly seventy years old, but he goes about his work with a vim that would do credit to many a man half his age, and his beaming good nature insures him a welcome wherever he goes.

—The Barnes Medicine Co., of Tullahoma, Tenn., have moved their establishment to Bridgeport, Tenn., as the latter place and the country around produces many of the

roots and barks used in the manufacture of their products.

—Frank Balcomb, a prominent druggist of Tallahassee, Florida, was married to Miss Elizabeth Thomas at Atlanta, Ga., on Nov. 14. The wedding is the outcome of a correspondence brought about by a mutual friend, and was rather romantic.

—Dr. McSwain, of McSwain Bros., druggists, Paris, Tenn., is in the city. The doctor is president of the Tri-States Medical Association, and while here attended the meeting.

—T. F. Crawford, of Nashville, Ark., who recently graduated from the St. Louis College of Pharmacy, and is now with the Geo. M. Clark Drug Co., is convalescent after a severe illness.

—J. C. Steger, representing the Wm. S. Merrell Chemical Co., passed through the city last week en route home to spend his Christmas vacation.

—W. H. Scrape, after being in business in his new store on South Main street, Memphis, a little over thirty days, has discontinued.

—Will Towne, formerly proprietor of the Huntingdon Drug Co., was married recently. Mr. and Mrs. Towne will make Huntingdon their home.

—S. T. Anderson, formerly with Sharp & Dohme, has accepted a position with Eli Lilly & Co., and will travel for that firm in Arkansas.

—Dr. C. P. Gaston has purchased the branch store of Morrow & Corington, New Decatur, Ala.

—J. F. Turner, of Pulaski, Tenn., has taken Jonas Walden into partnership. The firm now is Turner & Walden.

—F. M. Odene, representing Parke, Davis & Co., is in this city calling on the jobbers.

—Geo. S. Merrell, of the Wm. S. Merrell Chemical Co., is in this city.

ST. LOUIS.

EARLY CLOSING MOVEMENT.

St. Louis, Dec. 2.—A movement is on foot to establish an early closing rule among the South St. Louis druggists. F. W. Sennewald, of the firm of E. A. Sennewald & Co., Eighth and Hickory streets, is the originator and prime mover of the plan, which is to get all the druggists between Jefferson avenue on the west, Broadway on the east, Chouteau avenue on the north and the junction of Broadway with Jefferson avenue on the south, to agree to close at 9:30 p. m. every night from December 25 until May 1, excepting Saturday nights. Mr. Sennewald has called upon the majority of the druggists in this district, and in every case he has received assurances of approval and hearty support. The remaining druggists will be called upon next week and he feels sure they will all be glad to indorse and carry out the plan. All of those called upon so far claim that it does not pay them to keep open after 9:30 p. m. The drug clerks have had nothing to do with this movement. In fact, but few of them knew anything about it. Mr. Sennewald says that his father (for many years secretary of the Missouri Board of Pharmacy) always advocated this early closing plan. It is not desired to put the plan into operation before December 25, because many of the druggists have put in holiday goods, and they desire all the time possible to dispose of this stock.

NOTES.

—The St. Louis Retail Druggists' Association will give a ball at the Liederkranz Hall Friday night, December 13. The managers state that it will be a select and enjoyable affair.

—The St. Louis Drug Clerks' Society will give its annual ball at the St. Louisiana Hall December 5. Tickets are \$1 each, admitting gentleman and ladies.

—Geo. Sommers has bought out Robinson & Hombs, of Sturgeon, Mo.

—O. M. Soelner has resigned his position as druggist at the insane hospital of this city.

CALIFORNIA.

WESTERN WHOLESALE DRUG CO. SUFFERS FIRE LOSS.

Los Angeles, Nov. 25.—The Western Wholesale Drug Company, which has an establishment on the east side of Main street, between Second and Third streets, suffered a loss by fire on November 21, of about \$150,000. The company is a comparatively new corporation, although the men most heavily interested in it have been identified with the drug business in Los Angeles for many years. The house is the outgrowth of the old retail house of H. M. Sale & Son. H. M. Sale is the president, L. D. Sale, the vice-president and L. Schiff, the secretary. The Sales sold their Spring street store a few months ago, and went into the wholesale drug line, buying the stock of Haas, Baruch & Co., and moving it into new quarters, especially fitted up for them. The firm was rapidly building up a good business. The fire broke out at midnight through the roof of the warehouse in the rear of the company's store. The cause of the fire can only be conjectured, but it is supposed that spontaneous combustion took place. The warehouse was gutted. The drug sundries stock was totally ruined. The offices on the first floor were flooded, but the papers were saved.

The building was owned by a Mr. Brand. The stock was worth \$150,000, according to L. D. Sale, and was insured for \$100,000. The firm will resume business as soon as possible.

DRUG CLERK SUES DRUGGIST.

Sacramento, Nov. 25.—A peculiar case was tried here recently. A. E. Muse, a drug clerk, sued druggist M. A. Washburne, for alleged breaking of contract. He said that Washburne had contracted to give him employment at \$75 a month, in charge of Washburne's K-street store. Muse was delayed in reporting for work and was told that he would have to work in the J-street store, until he had familiarized himself with the K-street place's stock, by doing relief work there. He was promised that he would then be put in charge of the K-street establishment. Muse refused to work at the J-street store, and before Justice Brown said that Washburne had engaged him definitely as manager of the K-street establishment. The Judge said that Muse was too fastidious. He saw no reason why Muse should object to work in the J-street store at the salary promised. He found for the defendant.

SODA WATER GENERATOR EXPLODES.

Fresno, Nov. 25.—Smith Brothers, druggists and manufacturers of this city, have suffered a loss of \$500 through a peculiar explosion of their soda water generator. E. Thell, a clerk in the drug store, was working over the generator when it exploded. A large piece of the machine crashed into a number of lockers, and another piece cruised about the apartment breaking bottles, glasses, and shelving, and making holes in the floor and plastering. One piece pierced a whiskey barrel, while another drove its way through the wall. The door of the room was blown off its hinges. It is said that a defective safety valve caused the explosion. The noise of the explosion was terrific, and drew people from all over Fresno. Mr. Thell, the clerk was badly hurt.

DRUG COMPANY PETITIONS COURT TO HAVE ITS NAME CHANGED.

Los Angeles, Cal., Nov. 25.—The retail drug firm trading under the corporate name of Sale & Son Drug Co., of this city, has petitioned to the Superior Court of this county that its name be changed to the Tanner Drug Co. The petition sets forth that the founders of the firm, H. M. Sale and L. D. Sale, are no longer identified with the corporation, but are connected with another drug firm in this city. The present officers and directors of the Sale corporation are: E. S. Tanner, president; E. G. B. Dunbar, secretary; J. W. Wood and Edith Dunbar.

NOTES.

—Two druggists in Pomona, a flourishing town, near Los Angeles, California, have been arrested for "keeping a place where liquors are sold or given away." In violation of the municipal ordinance. C. A. Ludden, pleaded guilty to the charge, claimed to be a law-abiding citizen in his intentions, threw himself on the mercy of the courts, and promised there should be no cause for complaint against him in the future. The court imposed a fine of \$50 with the alternative of imprisonment in the city jail of one day for each \$2 of fine not paid. Ludden promptly paid his fine. The case against him was based upon the selling of whiskey without a prescription. Druggist E. B. Rives was convicted of the same offense and sentenced to 30 days in jail without bail, and to pay a fine of \$250. A notice of appeal was filed and a higher court released Rives on a thousand dollars bail.

—W. J. Crecellus, of Philadelphia, has arrived in Southern California, where he will make his home. He will open a drug store either in Los Angeles, or in one of the smaller cities of Southern California. His family will come on from Philadelphia in a few weeks.

—Mrs. Oscar Robinson, the wife of the well-known druggist of Colusa, Cal., is slowly recovering from an accident met in San Francisco. She was struck by an express wagon while crossing Market street, and severely injured.

—G. Woodliff, son of Thomas Woodliff, the druggist of Virginia City, Nev., is taking a course in photography in St. Louis.

—M. S. Paris, of Colusa, Cal., has associated with him A. H. MacFarlane, graduate of the Louisville Medical College.

—Druggist Layne, will as soon as possible reopen his store in Danville, Cal., which was burned a few weeks ago.

—The Junction Pharmacy, Haight and Market streets, San Francisco, has been bought by Dr. A. P. Mulligan, from J. N. Hammit.

—Miss Florence Meyers, a druggist of eight years experience, will open a fine store in San Bernardino, Cal.

—At Red Bluff, Cal., H. C. Brooks, has made handsome improvements in his drug store.

—P. F. McLorrey, of Sacramento, has lengthened his store fifteen feet and otherwise improved it.

—Frank J. Steinmiz, Carson City, Nev., has been visiting in San Francisco.

Upjohn's Pills.

We call attention to the card of The Upjohn Pill & Granule Co. on the front cover of this issue. Upjohn's pills are too well known to the trade to require any extended notice in these columns. They are correctly referred to in this card as "a standard of quality." Druggists who desire goods in this line which can be depended upon absolutely as possessing all the qualities claimed for them should specify "Upjohn's."

Cascara.

The striking announcement of Sharp & Dohme on the first page of this issue is the first of a new series which will run through the winter. Cascara Sagrada is an interesting subject to the pharmacist, and a monograph on the subject will be sent to anyone interested.

E. R. SQUIBB & SONS

NEW YORK

Compound Alum Powder

HONEST SODA FOUNTAINS.

Poor old Diogenes with his tub and lantern looked long and faithfully for an honest man, with indifferent results. Many a soda water dispenser, to his sorrow, has



purchased a soda water fountain with a handsome exterior and realized too late that he had an elephant on his hands in the shape of a fountain which consumed tons of ice and gave indifferent results. Handsome only like "charity," covers a multitude of sins." We are all agreed that a soda water fountain should be exquisitely beautiful, but beauty is only one of the many essentials of scientific soda serving.

We are pleased to refer our readers to the beautiful insert of the Liquid Carbonic Acid Mfg. Co., which appears this month between pages 670 and 671. "Liquid" Fountains are the time keepers of progress in scientific soda serving. They are the most beautiful fountains ever constructed and in addition to this are properly built. They consume less ice, draw colder soda, and will outlast all other fountains. Write, wire or 'phone either branch of this company for fountain catalogue and full information, bearing in mind that you can make no mistake if you order a "Liquid" Fountain.

The syrup jars of the "Liquid" Fountains are all white porcelain, and the syrups are drawn through hard rubber faucets, absolutely preventing the syrups from coming in contact with any metal whatsoever. The jars are also constructed in such a manner as to allow any sediment which may be contained in the syrups to settle in the space underneath the syrup faucet, thus guaranteeing to the consumer only perfectly pure syrups. This system is undoubtedly the most cleanly and sanitary ever conceived. The Liquid Carbonic Acid Mfg. Co., invite the closest inspection and most thorough investigation into their methods of design and construction, and every fountain is sold upon an absolute guarantee.

The greatly decreasing number of soda water dispensers who buy their soda water in tanks or fountains is an indication that the dispensers are "getting onto" the latest and most economical methods of carbonating. The average cost of soda water in tanks is about 10c per gallon. By the use of a "Liquid Carbonator" a saving is made of from 8 to 9 cents per gallon, which amounts to a neat sum in the course of a year. The second page of the "Liquid" insert shows six of their popular carbonators, the "Niagara," "Perfection Electric," "Crystal Spray," "Faultless," "Reliance" and "New Liquid." The line of carbonators manufactured by the Liquid Carbonic Acid Mfg. Co., are of varying capacity and suitable to the requirements of the largest as well as the smallest dispenser. Continuous automatic machines require absolutely no attention whatever; occupy very small floor space; are clean and do the work thoroughly, and turn out an infinitely superior product. If you are buying soda water

in tanks, or using anything but the "Liquid" System, it will pay you to investigate. Write, wire or 'phone either branch for full particulars and prices.

Drug Fixtures.

In practical arrangement, correct designs, high grade material and fine finish at the prices that are just, the M. Winter Lumber Co., Sheboygan, Wis., think they "lead where others cannot follow." They also save the buyer freight in the adoption of the Kade Knock-Down System of shipping drug fixtures; in fact, they can fit the druggist out completely with fixtures, soda fountains, show cases, stools, etc., in this way. The soda fountain, of course, is the Kade Hygienic System. Their 20th Century fixture catalogue, a book of over 300 pages, 7½x11 inches, contains information, suggestions and prices which make it a regular encyclopedia for the drug buyer. There can be no question about the responsibility of the Winter Co., and they give banks and commercial agency references which are unquestionable. Their advertisement in this issue is interesting.

Physician and Druggist.

Nearly every retail druggist has his favorite physician and when the holiday season comes around the question of a suitable Xmas gift arises. Many physician who uses a carriage or sleigh would appreciate a "Lehman" carriage and sleigh heater. These heaters if heated with Lehman coal do not generate any smoke or smell. At present they can be obtained only from Carriage Harness and Hardware dealers, but in view of the relations existing between druggist and physician it would make a good specialty for the druggist to carry in stock, or at least take orders for. Every person who uses a carriage can see the value of the Lehman heater. For prices and catalogue, address: Lehman Bros., No. 10 Bond street, New York.

Antiphlogistine.

One of the newer remedies which is having a large and increased sale is Antiphlogistine. An announcement regarding this preparation appears in the advertising pages of this issue. Antiphlogistine is stated to afford the most effective treatment for pneumonia, pleurisy, inflamed glands, sprains, bruises, boils, erysipelas, felons, etc., and for all cases where inflammation or congestion is present and a local medicine is indicated. This preparation is advertised extensively in the medical journals, and is constantly becoming a more popular prescription with physicians in all parts of the country. Druggists should have it in stock. Whoever wishes to get thoroughly posted regarding Antiphlogistine should write to The Denver Chemical Mfg. Co., 451 Washington street, New York. Mention the Era.

The Alpha Continuous Flow Syringe.

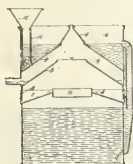
In this issue appears an advertisement of a syringe which has been sold for many years in all parts of the country. The Alpha Continuous Flow Syringe is claimed to have given better satisfaction than any similar article on the market. In fact, the complete line of Alpha and Omega syringes is well known by the trade and is a popular seller in the majority of drug stores. Every one of these syringes is fully guaranteed by the manufacturers. They sell to the retailer at from \$3.75 to \$17.50 per dozen and pay a very liberal profit. If you wish to receive free a splendid new catalogue of photographs, write to Parker, Stearns & Sutton, New York. Mention the Era.

\$6.00 Free.

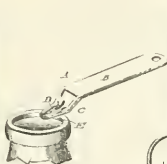
It is not often that druggists have an offer of staple goods such as Pozzoni's Complexion Powder free. Such offers are usually confined to newer preparations just being introduced. But the dozen 50c. Pozzoni Powder which the manufacturer gives free is just like so much cash. The offer on page 8 is well worth referring to.

Four-Fold Liniment has many years of steady sale behind it. It is not a new preparation, but a staple in many localities.

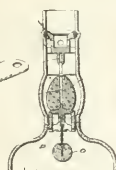
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687,262



687,214



687,236



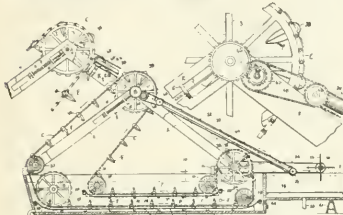
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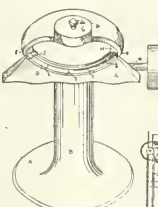
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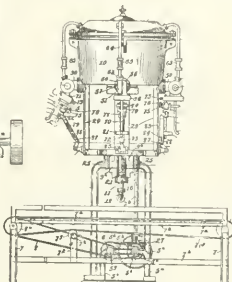
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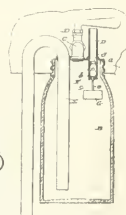
687,655



687,199



687,506



687,395

PATENTS.

Issued November 26, 1901.

- 687,194.—Robert Bustin, St. Johns, Canada, and Evelyn F. Myers, Boston, Mass.; said Bustin assignor to said Myers. Bottle stopper device for preventing refilling in bottles.
- 687,199.—Arthur Colton, Detroit, Mich. Pill-forming machine.
- 687,214.—Samuel W. Entrekin, Philadelphia, Pa. Bottle-opener.
- 687,236.—Thomas Ivey and John G. Beck, Philadelphia, Pa. Non-refillable bottle.
- 687,258.—William Orr, Salt Lake City, Utah, assignor to the Gold and Silver Extraction Company of America, Ltd., Denver, Colo., a Joint-Stock Company of Great Britain. Method of recovering cyanide.
- 687,292.—Albert Powers, St. Louis, Mo., assignor of one-half to Dudley A. Burleigh, St. Louis, Mo., Still.
- 687,319.—Wladyslaw T. Kosinski, Brooklyn, N. Y. Lock-seal for bottles.
- 687,335.—James N. Douglas, North Freedom, Wis. Measuring-faucet.
- 687,506.—Charles Spindler, Jersey City, N. J. Bottle-filling machine.
- 687,509.—Frank W. Weed and Jacob F. Clow, Potsdam, N. Y. Non-refillable bottle.
- 687,655.—Frank T. Scheid, St. Joseph, Mo., assignor of one-half to William L. Goetz, St. Joseph, Mo. Bottle washing and sterilizing apparatus.

DESIGNS.

- 35,325.—Ice or Hot-Water Bag. Christian William Meinecke, Jersey City, N. J., assignor to Meinecke & Co., New York, N. Y., a Corporation of New Jersey. Filed Aug. 24, 1901. Serial No. 73,206. Term of patent 14 years. The design for an ice or water bag.
- 35,322.—Bottle or Similar Article. Henry G. Roth, Minneapolis, Minn. Filed Oct. 14, 1901. Serial No. 73,663. Term of patent 14 years. The design for a bottle or other vessel.

TRADE-MARKS.

Registered November 26, 1901.

- 37,357.—Olive-Oil. Alfred Gounelle, Marseilles, France. The representation of a crown.
- 37,358.—Eau-De-Colognes, Soaps, Waters, and Lotions for Toilet Purposes. Naamlooze Vennootschap Eau de Cologne Fabriek Voorheen J. C. Boidoot, Amsterdam, Netherlands. Concentric circles, the inner one of which has cross-lines, with a star located in one of the sectors and the initials "J. M. P." located in the remaining sectors defined by said cross-line.
- 37,368.—Teething-Rings. William L. Strauss & Co., New York, N. Y. The word "Weesico".
- 37,369.—Luxative Effervescent Salts. Louis R. Milliken, St. Louis, Mo. The word "Lactosal".
- 37,370.—Balm. Brown Mfg. Co., Greeneville, Tenn. A pictorial representation of a child dressed to caricature a little doctor.

- 37,371.—Certain Named Suppositories. Richard H. Eddy, Providence, R. I. The word "Holly-Berries".
- 37,373.—Certain Named Pharmaceutical Products. Vereinigte Chininfabriken Zimmer & Co., Ges. mit Beschränkter Haftung, Frankfurt-on-the-Main, Germany. The word "Salochinin".
- 37,374.—Certain Named Pharmaceutical Products. Vereinigte Chininfabriken Zimmer & Co., Ges. mit Beschränkter Haftung, Frankfurt-on-the-Main, Germany. The word "Salochinin".
- 37,375.—Medicine for Certain Named Diseases. Ashton & Parsons, Ltd., London, England. The word "Phosferine".
- 37,376.—Remedy for Neurasthenia. Hubert Huxley Mason, London, England, and New York, N. Y. The hyphenized word "Ner-Vigor and a monogram comprising the letters "AACPC".
- 37,377.—Remedies for Ailments and Disorders of the Head. Charles H. Davis, Cleveland, Ohio. The word "Phormid".
- 37,379.—Certain Named Proprietary Remedies. The Rose Nectarine Co., Elyria, Ohio. The letters "R N Co." in monogram, in which are intertwined the leaves, branches and blossom of a rose-bush, all preceded by the word "The".
- 37,380.—Disinfecting, Antiseptic, and Deodorizing Preparations. Jesse Blakeley, Oakmont, Pa. The word "Menthoidayn".

THE STANDARD



OF QUALITY IN RUBBER GOODS
WE WANT YOUR ORDERS DIRECT. PLEASE
WRITE FOR CATALOGUE AND PRICES.

THE GOODYEAR TIRE & RUBBER CO.
EAST AKRON STATION, AKRON, OHIO.

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NEW YORK MARKETS.

FEW CHANGES AND FAIRLY STEADY MARKET.

New York, Dec. 3.—Mail orders continue to absorb a liberal amount of stock and the market retains a moderately active appearance, with the undertone fairly steady, but during the period under review, very few changes in prices have been reported.

OPIMUM.—There is no improvement in the condition of the market and nothing of an encouraging character in advices from primary sources of supply. No further change in prices is reported, but jobbing quotations are barely steady at \$3.20@3.40 for 9 per cent and \$3.30@3.50 for 11 per cent. The ruling figures for powdered are \$4.25@4.50 for 13 per cent \$4.75@5.00 for 16 per cent and \$4.50@4.75 for 17 per cent.

MORPHINE.—Continued firmness has prevailed throughout the market and the jobbing movement is satisfactory. The quoted prices are \$2.40@2.50 for eighths in 1-oz boxes, \$2.35@2.45 in 2½-oz boxes, \$2.15@2.25 in ounce vials and \$2.10@2.20 in 5-oz cans, according to brand.

QUININE.—There is a good steady demand from consumers and indications are considered favorable to further improvement, but quotations remain unchanged at 27c for bulk in 16-oz tins, 27½c in 50-oz tins, 28c in 25-oz tins and 34c in ounces.

PULSATILLA HERB.—Jobbers have revised their quotations and are willing to sell at 25@35c as to quantity, but values are fairly firm at the decline.

LITHIUM CARBONATE.—Owing to continued keen competition among manufacturers, the market is again weaker and jobbing quotations show a further decline to \$2.95@3.20 per lb. and 25@30c per oz.

LOBDELIA HERB.—Supplies are more abundant and jobbers have reduced quotations to 23¢@27c for whole and 28@33c for powdered.

LARKSPUR SEED.—Values continue easy at the recent decline to 90¢@\$1.00 for whole and \$1.00@1.10 for powdered and in some quarters a further reduction is expected.

CALOMEL.—There is no change in domestic, but owing to strong competition among importers, prices of English have declined and the revised jobbing range is \$1.15 @1.30 as the size of order.

MENTHOL.—Available supplies are decidedly small and in consequence the market is very much firmer with an advance in jobbing quotations to \$3.00@5.25 per lb. and 37¢@42c per oz. Dealers report a good consuming demand.

ASA-FETIDA.—Round lots are somewhat easier but jobbing quotations remain unchanged at 55¢@40c for prime grades, 30¢@35c for medium and 25¢@30c for ordinary.

COCA LEAVES.—Primary markets continue firm on account of scarcity, but owing to competition among local dealers the spot market is unsettled and easier with quotations for the Truxillo variety showing a decline to 23¢@27c for whole, 12¢@16c for ground and 45¢@50c for powdered.

TONKA BEANS.—Pans are scarce, the available spot supply being almost exhausted, and jobbers have advanced their quotation to 50¢@60c as to grade and quantity.

ELDER ROOT.—Supplies of the dwarf variety are more abundant and jobbers have reduced their range of prices to 20¢@35c as to quantity.

TIN FOIL.—Owing to the enhanced cost of raw material jobbing quotations have been advanced to 20¢@25c for heavy and 20¢@30c for light.

Vaporettes, New Bath Tablet.

Mr. John P. Bender manufactures perfumed tablets of all kinds and has built up quite a large business in this line. He claims that until recently there has not been a satisfactory bath tablet on the market. Recognizing the popular demand for such an article, Mr. Bender began experimenting some time ago and applied his knowledge to the matter in such a way that it resulted in the new bath tablet, Vaporette. By the use of these tablets the bath becomes truly a delightful luxury. Vaporettes retail at 25 cents for a box of eight, thus furnishing to the customer the means of a delicately perfumed bath for only three cents. The price to the retailer is \$2.00 per dozen boxes. Druggists who have already placed these goods in stock have found that they command a ready sale. Those who have not done so should order a trial dozen, or if they prefer first to obtain samples, write to John P. Bender, 206 Centre street, New York.

—The Wayne County Branch of the N. A. R. D. was organized at Lyons, N. Y., Nov. 19 by E. C. Bottume. The officers elected were John Wisner, Newark, president; H. M. Winslow, Marion, vice-president; G. T. Getman, Lyons, secretary, and C. A. Moore, Lyons, treasurer. The association fixed 90 cents as the lowest price for dollar articles. Full prices will be asked for all proprietaries listed below one dollar.

A Sanitary Soda Fountain.

To sell their soda fountain to every downtown druggist in Chicago who bought any soda fountain at all last year, is the season's record for L. A. Becker Co., 93 Franklin street, Chicago. The 20th Century Sanitary Fountain they claim to be the only fountain built on perfect hygienic principles, in fact, the only fountain that is complete, durable and beautiful and that meets, at prices within the reach of the average buyer, the demands of up-to-date people. The Becker fountain is certainly handsome and an ornament to any store, and their system of dispensing from bottles in plain view of the customer and so placed as to avoid entirely all danger from bacteria, is certainly to be commended, and if we mistake not, has had the substantial approval of the trade at large, or at least that part of it to whose attention this fountain has been brought. Mr. Becker's advertisement in this issue is not only handsome, but will interest every prospective buyer of a soda fountain.

The Pharmaceutical Era.

EVERY THURSDAY.

VOL. XXVI.

NEW YORK, DECEMBER 12, 1901.

No. 24.

Entered at the New York Post Office as Second Class Matter.

ESTABLISHED 1887.

THE PHARMACEUTICAL ERA,

Published Every Thursday,

By D. O. HAYNES & CO., 396 Broadway, New York.

SUBSCRIPTION RATES.

U. S., Canada and Mexico	- - -	\$3.00 per annum
Foreign Countries in Postal Union	- - -	4.00 per annum

ERA "BLUE BOOK."

These Price List editions of the Era, issued in January and July, will be sent free to all regular yearly subscribers.

ADVERTISING RATES ON APPLICATION.

Address THE PHARMACEUTICAL ERA,

NEW YORK.

Telephone: 2240 Franklin. Cable Address: "ERA"—New York.

SEE LAST READING PAGE FOR COMPLETE
INDEX TO THIS NUMBER.

COMMENT.

The people of Massachusetts seem to be having a bad time with their liquor laws. Difficulties caused by transgressions or conflicting interpretations of these laws as applied to druggists, are of almost weekly occurrence in that commonwealth. The regulations for the sale of intoxicating liquors seem to be unusually troublesome and complicated. Licenses issued to pharmacists belong to a sixth class, which shows that the number of varieties of liquor dealers must be large. The granting of licenses is also hedged about by all sorts of difficulties and complications. Some druggists have trouble in getting these documents, while others, who have them, are liable to have their stores raided by the police at any time.

The citizens of the old Bay State are expected to have decided opinions about things and to uphold strenuously whatever they consider to be right, but it is somewhat curious that they find so much difficulty in finding out what they want to do about the sale of spirits in drug stores. As long as pharmacists are expected to keep alcoholic liquors in stock there should be some simple rule about how they are to do it without exposing themselves to the danger of being hauled into the criminal courts, a danger which is demoralizing to the druggist and community alike. If certain towns prefer to have drug stores in which no spirits are kept, it would seem best to let them have these curious establishments even though they may not be good for them.

Consolidation and co-operation are in the air these days. Rumors of combinations and schemes for forming vast consolidations are favorite topics of conversation in drug circles. Many of these rumors are about combinations of a number of retail drug stores under one management chiefly as a means of getting the better of the jobber and the cutter. We seem to be living in an age of co-operation. Competition, which was formerly thought to be the soul of trade, is now admitted to be somewhat of a mixed blessing.

Some time ago there appeared in the Era an article upon a new economic order in pharmacy, which was read before the American Pharmaceutical Association at St. Louis, and which raised the wind in the way of discussion considerably. This article predicted that there would be combination after combination in the drug business, the final result being too startling for contemplation at present. The author of the article was called visionary, socialist, dreamer of dreams, and other disagreeable names by prominent members of the profession. Yet it is becoming more and more apparent that he was not such a bad prophet after all.

A number of companies controlling numerous retail stores have recently been formed in different parts of the country. In New York several combinations have been effected, in some cases for the purpose of supplying pharmacies with goods under more favorable conditions than could otherwise be obtained. In Detroit and Pittsburg there are combinations of retail stores, and, according to all accounts, they are growing, and flourishing generally. In one town on the Pacific coast a combination has been formed which includes every drug store in the place. In the meantime, the jobbers and others liable to suffer by this movement show no signs of alarm.

There is one class of persons who are intensely interested in all this combination. These are the socialists, who believe that all power of controlling property and industry should be centralized in the government of the country. Although it is somewhat early for these enthusiasts to begin to think of directing affairs, it is only natural that they should wish to have well formulated plans ready when the occasion for them arises.

A subscriber sends us the following inquiry:
"How would the drug trade be conducted under socialism, according to the best students of social

economy? We are passing out of the competitive into the co-operative system.

No one in the Era office seems to feel competent to answer this interesting question. While it may be true that the age of competition is passing away, it is also true that most people are still busy adapting themselves to conditions which are essentially competitive. Many would doubtless like to help solve the problems of the alluring future, which the socialists tell us is at hand, who cannot remove their noses from the grindstone long enough to try. For the present we are obliged to give it up.

* * *

Many persons are still wondering whether pharmacy is a profession or a business. This question was the subject of a debate recently held in England, in the course of which some interesting remarks were made. One speaker gave it as his opinion that any one engaged in a profession does not sell goods, but deals in abstract ideas, the inference being that since few druggists find much sale for ideas not enclosed in bottles, their calling is not a profession. Another speaker was unable to see anything unprofessional in selling soap and tooth brushes. Another considered commercialism in pharmacy a good thing, and thought it should be encouraged. All agreed that very few druggists could expect to make a living by the practice of pharmaceutical science alone, and it was decided that pharmacy was chiefly a commercial pursuit.

* * *

The difference between the Teutonic and American ways of looking at things is illustrated in a circular which reached this office in the wrapper of a German pharmaceutical journal. Upon the first page if this circular appears, in by no means modest type, this sentence: "Please read this through." There is no means of finding out how effective this simple method of getting people to read advertising matter is in Germany, but it is pretty safe to say that in the United States it would not work at all. When an American advertiser is especially desirous that the other side of a leaf shall be read, he prints at the bottom, "Do not turn over" resting assured that the contrariness of the reader will not only prompt him to turn over the sheet, but also to read everything printed on the other side.

* * *

It is a national trait of Americans to insist upon thinking for themselves. This is one reason why advertising is so exceedingly complicated and interesting in this country. The advertising pages of our magazines would not be more attractive than those devoted to reading matter if the American reader were less obstinate and skittish. It has been suggested, with some show of plausibility, that the reason why the Bible is now less eagerly perused than some of the popular novels is because people are so continually advised to read it.

* * *

A New York man recently originated a scheme for dealing with burglars, which is not without its advantages. His plan consists in pulling a string attached to a proper part of the family telephone whenever an unusual noise disturbs his slumbers. By this means 'central' is to be notified that something is wrong;

this information will then be transmitted to the police authorities, who will attend to the matter, while the victim of the burglary resumes his nap. It may be doubted whether this plan will ever prove as effective as the method recently put into successful operation by a Princeton druggist. This pharmacist, when he heard some one ransacking his house at night, called to his aid a body of theological students, who surrounded his house and with the aid of a variety of weapons succeeded in causing the arrest of the burglar. The fact that the prisoner afterward broke jail and escaped does not detract from the merits of this plan. The only objection to a general adoption of the method seems to lie in the fact that theologians are usually scarce when burglars are around,

* * *

The Pennsylvania State Pharmaceutical Board is at present carrying on an active campaign against violators of the pharmacy laws. An agent of the board is visiting the stores of the state, and making it very uncomfortable for negligent druggists, whether they mean well or not. The pharmacists of Pennsylvania will do well to read carefully the warning which appears in our Philadelphia news letter. Pharmacy laws, although primarily intended as a protection for the public, are also of vital importance to the druggist. Few pharmacists will therefore object to the strict enforcement in which the board is now engaged. Many are, however, apt to forget that the details of the law apply to themselves as well as to others, and feeling innocent of any but the best intentions are likely to neglect some minor regulation which appears to them too trivial to require consideration. These well meaning transgressors may spare themselves much trouble and chagrin by subjecting their establishments to a careful inspection before the representative of the board arrives. The law does not recognize good intentions, but requires a strict compliance with every detail.

* * *

A reader of the Era has written us asking about "red albumen," a preparation put upon the market by the U. S. Salyx Co., of New Concord, Ohio. This substance is advertised as a hen food, and is claimed to supply the fowl with material for the production of eggs in winter, causing them to lay quite as industriously as in summer. While no definite information has as yet been received concerning the nature of this preparation, the fact that it is offered for sale by a firm which has repeatedly been exposed as promoters of fraudulent schemes, prompts us to regard it with suspicion. It has been reported to be made up principally of cayenne pepper, but in the absence of an authoritative analysis, we cannot vouch for the accuracy of this statement. The Era has in past years exposed a number of "fake" preparations exploited by the U. S. Salyx Co.,—"per algretta," "black pepsin" and "hypersamphire." According to all indications, "red albumen" may safely be classed with its predecessors.

PIKTOLIN, a mixture of liquid carbon dioxide and sulphur dioxide, is recommended by the authorities of Berlin (Drog. Zeit.) for destroying mice, rats and other vermin. It is said that this mixture may be used with entire safety without danger of fire or harm to occupants of buildings.

ERA COURSE IN PHARMACY.

List of Graduates for November, 1901.

Matriculation No.	Grade.
2388 Frank Carmine Carbone, 730 South Seventh street, Philadelphia, Pa.....	85
2754 William H. Coy, 156 Main street, Milford, Mass.....	98
2579 Harry A. Hood, Chicago Heights, Illinois.....	90
2836 William S. Denton, Taylorsville, Ill.....	85
2824 E. M. Hollingsworth, Uvalde, Tex.....	98
2632 Mrs. W. A. McClanahan, Redding, Iowa.....	95
2396 S. M. Hoon, East Palestine, Ohio.....	90
3036 Worthy Roscoe Wiles, Nardin, Okla.....	88
2647 Thomas Gessner, 426 State street, Chicago, Ill..	80

The above graduates will receive diplomas within a short time. A large and very handsome engraved diploma, printed on artificial parchment, with the graduates name engrossed, especially suited for framing, will be furnished to all who request it for the sum of \$2. Those who desire the latter should forward the necessary fee at once, to The Pharmaceutical Era.

DRUG STORE FABLES.

By "CYNICUS."

In the Dark Days before the Registered Pharmacist ever knew a Holiday, and wot 'e'n not of Plans, when the Dear Public paid one Dollar a Bottle and the Average Daily Sales paid Rent and Taxes, four Meek and Humble Apothecaries divided the Trade of a certain Town. One of the four was an Enterprising Merchant and had a white-garbed Soda Jerker, the other three were just Plain Druggists who filled Prescriptions, when they got any, with everybody's Preparations but their own. One day the E. M. discovered the Fact that the Others were making Money also, so he thought out a Scheme to gather unto Himself the Trade of the Town. He hired a full Page of the Daily Clarion and filled it with a List of Prices for Proprietary Articles that were just Ten per cent. above Cost, saying unto Himself that by this Generosity he would wax Rich selling Things that people thought they Wanted. And so it was—for about three Days. For when the three Meek and Humble recovered from the Shock they went and did Likewise, and then things began to Hum and the editor of the Daily Clarion bought his Wife a Montana Diamond Sunburst, and passed Resolutions congratulating himself while it lasted.

Having announced himself to be the only Business Pharmacist in the Town, the E. M. saw the Ante and Hit her up a Peg or so, on which the three M. and H. did likewise again. And so it went on until All were selling Patents at Cost. Not to be outdone at his own Game, the E. M. advertised Prescriptions also at half Price, whereupon the three replied by giving away a Postage Stamp with each Cigar, and Business became very Lively, but Nobody had yet Retired and spent his Time founding Libraries, because it took all the Cash to hire Clerks to sell Things at Cost. Then did the Three announce to the World that the Drug Business had gone to the Dogs, and that Nobody could make Money any More, and each One was about to become a Pessimist when some One in Chicago found a Plan. A high-salaried Expert called at the Town and Organized the three Meek and Humble into an Association and did several Stunts of Missionary Work—at \$5 per Stunt—and convinced them of the Power of the Retail Druggist, and they became Affiliated.

Having formed themselves into an Association, the three M. and H. unanimously decided that the Enterprising Merchant was an Aggressive Cutter because he Advertised, and being Seventy-five per cent. of the Retail Druggists of their town their Decision went. Then did they notify the Jobbers that they must not sell Goods to the wicked Cutter, to which these Honest merchants gave Assent and they decided upon a Price List one Cent higher than the Cutter's. But meanwhile the Cutter had supplied his Cash in the Right Place and got Full Supplies of all the Goods

he wanted. Whereupon the Association waxed Wroth and Talked about making Horrible Examples of the Traitors and Punished them by continuing to Buy from them on Credit, and Things looked Bad for the three. Then did a Moses arise in the Far East to lead the Righteous out of the Wilderness, and a Plan was devised by him that Protected everybody but the Public, who had to take the Medicine. According to It the Association of the Meek and Humble demanded of the Proprietors that they sell their goods on Contract only, whereby the Purchaser must agree to sell them for Full Price only or else pay Damages and not get any More. And the Proprietors did in time adopt this Plan, and it was called The Salvation-Of-The-Retail-Druggist. And now the Three took Turns doing Stunts, watching the Cutter's store to see how long he would stay in the Business, and spent Money buying goods at Cut Prices to get Evidence for Law suits, during which time the Sheriff sold out the President of the Association for a Debt of fifty Dollars owed the Party called the Jobber, who now has Nothing to do with the Story except that he got most of the Cash the Three took in.

Just about the time when the Association had almost Busted up, as the Members were not making enough money to pay their Dues, a Young Man bought the Drug Store of the Meek and Humble who had Failed, and started in to make a Living for himself and his Family. Finding that there was not enough Profit on Postage Stamps and Cut Prices to do this, he made himself into a Committee of the Whole and spent Four Days convincing the other Two what Blamed Fools they had Been, to which they were forced to Agree, because it was the First Thing every Member of the Association agreed in Believing was the Case with the Other Fellows. Then he went back to his Store and told his Clerk to charge Full prices for Everything, and when he had Revived the Clerk from his Faint they put a Sign in the Window saying that Stamps only would be sold at Cost. Later on the other Two got into the Game, and ceased to Cut, not having much Left by this Time to do it with.

Then did the Cutter Embrace himself and laugh a loud Ha! Ha! and say that he had Got them where he Wanted. And he had to Hire three more Clerks, for he was doing all the Patent Medicine business of the Town, and the Jobbers fell over Themselves to sell him Cut Off goods. But Lo! the Three were also doing Some Business, for when a Customer asked for a Bottle of Sarsaparilla he had to pay Full Price for It if he wanted It that Bad. And all the Prescription Trade now came their Way because they could Afford to keep all the New Remedies as fast as they were Changed by the Doctors, not having their Cash invested in Cut Price Goods, which they sent a Boy to get at Cost from the Cutter when they made a Sale. Or else the Customer went there Himself and saved Them the Price of a Boy.

By and by the Cutter found that he had all the Patent Medicine Trade of the Town and that the Proprietors had all the Money, which he, being a Bright Business Man, collected for them because they furnished him free Almanacs. Learning from his Wife that the Wives of the Three were wearing New Spring Hats he now discovered that the despised Meek and Humble were probably getting Rich, so he then brought Suit against them for being a Trust and depriving him of the Right to be the Only Pebble on the Beach. After issuing six Injunctions against the Association to let the Three know that the Court knew its Business, it decided that the Cutter could Buy all the Goods he could Pay For, which the Jobbers had decided some time Before, and that the Association had no Right to call him Names, which was a Victory for the Cutter. But by this time he had no more Money, having divided what he Had between the Lawyers and the Proprietors, and so the Jobbers refused of their own Free Will to sell him Goods on Credit and returned his Orders for Cut-

Off articles—because there was no Cash with the Order—which was widely published as a proof of the Integrity of the Jobber. This last Straw broke the Camel's Back, and the Cutter announced that he would Be Good, and Agree to the Price List of the Association, but it was too late, as he did not have Enough Cash left to pay Dues, as above mentioned. So he went out of Business, and the Young Man bought his Store at a Cut Price, and hired him for Second Clerk. The white-winged Dove of Peace having settled down over the Town the three Meek and Humble, now enterprising Retail Druggists, divided up the Trade among Themselves and went Fishing every Sunday.

HOW MUCH IS MADE BY DISCOUNTING INVOICES?

By J. T. PEPPER, Woodstock, Ont.

There are many ways of making money in the retail drug business. One way is to cut down expenses, another is to do more business. But the way that I want to discuss in this paper is that of making money by taking all the discounts you can get on the goods you buy. It is possible and practicable to make money by discounting invoices. It is good business, as well. It will help you to be a better business man, and will make you a sharper, shrewder buyer.

In a conversation with a wholesale druggist a few days ago, I was surprised to hear him state that many retail druggists, and some of good financial standing, too, do not avail themselves of the discounts offered them by the wholesale druggists. This article is written with the hope that it may set some retail druggists to thinking and put them in the way of making money by taking advantage of their discounts.

In Canada, the terms generally offered by the wholesale drug trade are 5 per cent. thirty days, or four months net. For some lines of goods that druggists sell, 3 per cent. thirty days, or sixty days net are offered, and for other lines, 2 per cent. ten days, or sixty days net.

It is easy to figure out what is made by taking your discounts. If a druggist buys in one month \$100 worth of drugs and patent medicines, and pays cash for them in thirty days, he makes a discount of \$5; that is, \$95 will pay for \$100 worth of drugs if paid within thirty days. If he does not pay in thirty days, but lets the account run for four months, he then has to pay the full amount, or \$100. I think that druggist loses just \$5.

Purchases of drugs and patent medicines not amounting to more than \$100 per month would indicate only a small drug business, smaller, in fact, than the amount of sales in most drug stores usually is. In a business where \$200 worth of drugs are purchased monthly, the discount would be \$10; \$500, the discount would be \$25, etc. If you multiply these amounts by twelve, it will tell you how much is made in one year by discounting your invoices. These discounts are easily made.

It is a mistaken idea to think that a druggist must have lots of money in order to make his discounts. When I first went into business I took my discount on my first invoice, and have kept up the habit ever since. It was not because I had more money than I wanted, for my drug store was not all paid up at the beginning, but I could see that I made big interest on the investment by paying my invoices in thirty days and getting the benefit of the discounts.

If a druggist owes for an invoice of drugs amounting to \$100, and has the money to pay for it in thirty days, but decides to let it run four months, paying the full amount of the invoice, he loses just \$5, the discount allowed being 5 per cent. if paid in thirty days. The difference in time is only ninety days, and he could not employ the money in any way that I know of to make \$5 so surely and so easily.

Some years ago a neighboring druggist and I bought a large quantity of a certain patent medicine,

which was having a large sale at that time. We did this because we obtained a better price; that is, a lower price than we could have obtained from the jobber, and the part of the terms was a discount of 5 per cent. thirty days, or four months net. The other druggist, much older than I am, and who also had a good deal more of this world's goods, most of it made in the drug business, was not a believer in taking advantage of discounts, but always took all the time that he could get. When we purchased these large quantities of patent medicine (he did the buying) he gave me half, and I paid him, in thirty days deducting my discount of 5 per cent., while he did not pay for the goods until the four months had expired. He lost the discount on his share, and also on mine, which he allowed me, by agreement, when I paid him at the end of thirty days. He stoutly maintained that his way was better, because, as he said, he usually had the goods all sold and had the money for them before he had to pay for them; but I never could see it that way.

Taking discounts is making big interest on your money. I think every druggist could do it. It might mean closer attention to business more calculation in buying and it would lessen the evil of buying too much. A druggist will soon buy so much if he intends to pay in thirty days as he might be tempted to buy if he were not going to pay until one hundred and twenty days had passed. It will make the druggist a shrewder and a keener buyer. It will make him more prompt in paying, and will increase his profits by leaving more dollars in his pocket.

THE COLOR OF IODINE SOLUTIONS

varies, according to W. Vaubel (Journ. prakt. Chem.), with the nature of the solvents. Solutions of iodine in some solvents exhibit a violet color, in others a yellow or brown color is produced. Iodine itself when in gaseous form transmits only red and blue light, so that the color of this substance must be considered as being properly violet. Spectroscopic studies of the gas and violet solutions show the absorption bands to be identical. The effects produced by the yellow and brown solutions are, however, very different, yellow, green and red lines appearing instead of the red and blue. With increase of density of the color of brown solutions the yellow and green lines gradually disappear, leaving the red alone. The author concludes that in violet solutions the iodine molecule is free to vibrate as it does in the gaseous state, while in yellow and brown solutions the vibrations are modified by the nature of the solvent. The solvents producing yellow and brown solutions with iodine mostly belong to a class of substances containing oxygen and nitrogen, and those forming violet solutions include carbon bisulphide, the hydrocarbons and all halogen compounds.

DETECTION OF ACETIC ACID IN URINE.

The following method for the detection of acetic acid in urine is recommended by S. Lipliński (Deutsch. med. Wochens.). Two solutions are prepared, the first a one per cent. solution of paramido-acetophenone, to which has been added 2 Cc. of strong hydrochloric acid to increase its solubility; and the second a one-per-cent. solution of potassium nitrate. Six Cc. of the first of these solutions is mixed with 3 Cc. of the second, and the mixture added to an equal volume of the urine which is to be tested. After adding a drop of ammonia, the mixture is shaken vigorously. From 10 drops to 2 Cc. of this mixture is then treated with 15 or 20 Cc. of concentrated hydrochloric acid, 3 Cc. of chlorotorm and 2 to 4 drops of chloride of iron. The test glass is well shaken so as to partially emulsify the chlorotorm. If the urine contains traces of acetic acid the chlorotorm is colored a characteristic violet, if no acetic acid is present the coloration is yellow or faintly reddish.

(Special Correspondence.)

BERTHELOT'S JUBILEE.

France's President, Professors and People Officially Honor the Great Chemist.

Paris, Nov. 25, 1901.

Fifty years ago, the son of a Parisian doctor entered upon his duties as preparator in the laboratory of Balard, at the College of France. Balard was himself of humble origin, and had worked his way up from drug clerk to professor of chemistry. But though he took a kindly interest in his new preparator, he probably little suspected the scene which would take place, half a century later, within a stone's throw of the laboratory in question.

The vast public hall of the New Sorbonne (Paris Faculty of Sciences) was specially built for great public functions, but (except, perhaps, at the Pasteur fêtes, nine years ago), it has seldom witnessed a more interesting or noteworthy spectacle than last Sunday morning.

Outside the street was gay with the fluttering pennons of the lances of the President's cavalry escort and crowded with loungers attracted by the gay uniforms and academical robes of the officials who had just arrived. Inside, the amphitheater was crowded, and the audience was enthusiastic. On the platform, the President of the Republic was supported by the Prime Minister of France, the Ministers of Foreign Affairs, of Justice, of Public Instructions, and the Presidents of the two houses of Parliament. Deputations from French universities and learned societies, foreign delegates and officials, military uniforms and Winter toilettes, all clustered around a little, gray-haired, but alert, figure, M. Marcelin Berthelot, Balard's ancient preparator, now Grand Officer of the Legion of Honor, Perpetual Secretary of the Academy of Sciences, Honorary Professor of the Paris School of Pharmacy, Member of the French Academy, of the Royal Society of London, of the Academies of St. Petersburg, Munich, Stockholm. Boston, etc.

It was his scientific jubilee, and, as M. Leygues



M. BERTHELOT,
Professor at the Paris School of Pharmacy, 1859-1876.

(Minister of Public Instructions) said, in his opening speech, "France surrounds with passionate worship those who honor her and consider their glory as public wealth." In the same, somewhat high-flown, oratory, he compared Berthelot's work of synthesis to Lavoisier's work of analysis; he insisted on the

L. J. Dugg

Memoir

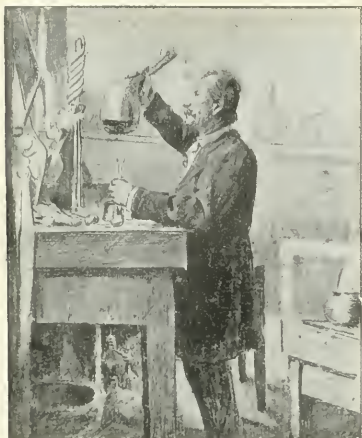
Mon trévére Dames

Compte Rendu del Académie des sciences

*Leanne de 11 Mars 1895, p. 985,
ex. 27 Mars 1895,
indiquant les résultats relatifs
à l'épave de la Sonnerie
Lavoisier. Qu'on a tiré
des fragments d'Amérique
de nos notes envoyées qu'on
donne les pas M. Berthelot,
et les on accompagnent de
détails de l'expédition, qui
on permettront qu'on de la
communiquer pour cela faire.
Vous pouvez vous en faire
avec l'Etat et reconnaître
publier dans le Compte*

*présentement l'indication de
ce rapport. Dames, les
membres présents, l'orateur
de répondre avec la
plus de détails, mais d'effort,
une phrase et d'effort pour
savoir les documents
toute de détail des 500-500 pages
américaines, comme avec celle
de l'expédition. Les 500
d'ailleurs, cela a été l'expédition
et l'expédition, pour l'ac
fin de l'expédition (fin de
l'été 1900)*

*Veuillez, M. Berthelot,
après l'expédition de
l'expédition de l'expédition
M. Berthelot*



BERTHELOT

In the Laboratory at the Collège de France.

disinterested character of the savant,* on his patriotism in time of war and danger, his social, political and philosophical virtues.

M. Darboux, of the French Academy of Sciences, gave a short but well worded discourse on Berthelot's work. A larger and fuller development of the subject was given by M. Moissan, who, like Berthelot himself, is ex-Professor at the Paris School of Pharmacy.

We regret that our space forbids even a succinct reproduction of this most interesting review of a most remarkable career. Beginning with Berthelot's first contribution to scientific literature (Note on the Liquefaction of Gases, May 27, 1850), M. Moissan continued with facts and dates, study of turpentine (1852), combination of glycerine with acids (1853), syntheses of ethylic alcohol, formic acid, carbide of hydrogen, methylic alcohol, oxalic acid, glycerine, camphor and acetylene.

He then alluded to the great chemist's studies in thermochemistry and explosives, and, finally, to his interesting researches as to the fixation of nitrogen by the soil, and its influence on vegetable life. Passing to what one may term the savant's "leisure" hours, he slightly sketched Berthelot's remarkable history of the "Origin and Development of Alchemy," referred to his quiet home life of persistent study, and to the enormous range of subjects in which (in this age of specialization) Berthelot has excelled.

This was, perhaps, the most remarkable of the dozen speeches. There was a long series of addresses from various foreign scientific bodies. In fact, to give an idea of the international character of the celebration we need only mention the German address of M. Fischer, of Berlin, an Italian address from the Turin Academy (M. Berthelot, we believe, speaks this language fluently), the English address of the Royal Society, the King of the Belgians' personal telegram of congratulation, the Queen of Spain's bestowal of an order of Knighthood (also by wire), the Austrian address of M. Lieben, etc. These countries and many others were represented on the Committee of Organization of the Jubilee, the United States delegate being Prof. Chandler, of New York. All the countries of Europe, Egypt, Mexico, etc., had also taken part in this truly international fête of science.

M. Berthelot's reply was simple and eloquent. Addressing himself (after the President and Minis-

ter) to "My dear colleagues and friends, and you, young people, my pupils and my friends," he expressed how little an individual was capable of personally, how much could be done by united and continuous effort. "If each of us can add something to the common domain of science, art, or morals, it is because generations have lived, worked, thought and suffered before us. It is the patient labors of our predecessors which have created this Science you honor to-day." He insisted on the fact that science benefited humanity as a whole, and not a particular class, and urged each to do his best to better the common lot of his fellow creatures. He concluded with the remark that this had been the ideal and the end, however incompletely achieved, of his own existence.

At the conclusion of his speech, the scene was a remarkable one: the thousands of spectators standing up to cheer the veteran chemist, to whom M. Loubet presented the medal or plaque designed by Chaplain, afterwards cordially embracing the savant. This terminated the proceedings, which were throughout of the most successful and enthusiastic nature and entirely worthy of the occasion.



The "Plaquette" by Chaplain, presented to M. Berthelot Nov. 24, 1901.

SULPHUR TRIOXIDE may, according to K. Schenk (Liebig's Ann. Chem.), be obtained in two distinct solid forms. The kind known to commerce is the crystalline form resembling asbestos. The other form has been prepared by the author by cooling freshly distilled sulphur trioxide with ice water. By this means, large, shining, transparent prismatic crystals of the oxide are obtained. This form melts below ordinary temperatures, while the common asbestos-like form has no well defined melting point, passing, when heated directly, from the solid to the gaseous state. The differences between the various forms of this substance are supposed to be due to different stages of aggregation in the molecule.

METHOD OF PRESERVING MEATS.—A patent has recently been issued in Sweden for a new method of preserving meat. The material is first heated to 106°C., freed from bones and cartilage, and again heated. It is then placed in containers of metal and glass or earthen ware, placed in a refrigerating apparatus and frozen solid. The receptacle is then sealed, and later allowed to acquire the ordinary temperature of the air.

SKIN CREAM.—The December issue of Therapeutic Progress gives the following formula in which lanolin is employed and which is claimed to produce an excellent preparation:

Boric acid	3 grains.
Tincture of benzoin	4 drams.
Glycerin	6 drams.
Rose water	6 drams.
Oil of rose	2 minims.
Lanolin	12 drams.
Mix.	

LYSULFOL.—Dr. E. Rumpf (Ther. Mnth.) has prepared a compound of lysol and sulphur which is entirely soluble in water. The compound, containing 10 per cent. of sulphur, forms a black semi-solid mass. This substance is employed as a surface application in various affections of the skin.

*The "Figaro" compares Berthelot's modest Government salaries, some \$6,000 per annum in all, with the income of foreign savants.

SHOP TALK.

It is a well known fact among druggists—and among the public too—that some doctors "stand in" with druggists and receive a percentage on the prescriptions they send to them, but a downtown druggist tells a story that gives a certain Philadelphia doctor a pretty bad recommendation. One of his best customers who had recently moved uptown came into his store one day with a prescription she wanted filled, saying that she came all the way downtown to him because she did not like the way an uptown druggist the doctor told her to go to for it did business. After a long struggle our druggist was forced to give up hope of being able to decipher the prescription handed him, and said to the customer, "Mrs. B., did the doctor tell you to go to the store you mentioned particularly or did he just mention it casually?" Oh no," was the reply, "he said I must go to Blank's because he was the only druggist that could fill his prescriptions right." This remark was just what was expected, so Mr. J. asked his customer to call back in an hour or so and he would try to find out what the doctor wanted, to which she agreed, knowing him well. Calling up the doctor on the 'phone, Mr. J. told him that he had his prescription for Mrs. B. and requested to be informed as to the meaning of the mysterious characters it was written in. At first the doctor blustered and said that if he could not fill it let the woman go to Blank's store, where they knew enough to read a simple prescription, etc., but our friend was firm and called the bluff by a threat to lay the matter before the County Medical Association, whereupon the doctor came down from his high horse and condescended to explain that he had used abbreviations to keep the patient from reading the prescription. He then named the ingredients, all of which the druggist took in with a smile. Mrs. B. got her prescription when she called back, but the doctor and the uptown druggist both lost a good customer and many friends of the lady also.

* * *

A curious fact in connection with thermometers was told the Era man a few days ago by a Philadelphia dealer in surgical and chemical instruments, etc., and it seems worthy of relation because of its interest to druggists. This dealer said that he was often bothered by the unaccountable "craziness" of thermometers, even if the highest priced ones, these registering all the way from zero to the top of the tube without any apparent cause, and at one time he used to throw such away in disgust. Now, when he finds a thermometer off on a tear he simply hangs it up perpendicularly on a velvet-faced card and keeps it in a dark place where the temperature is nearly even for a few weeks or months, as may be required. This rest, as he calls it, he claims will bring the craziest thermometer back to working shape again and it seldom has to be repeated. The cheap clinical thermometers sold in the department stores, were denounced as being absolutely dangerous; they often failed to record a high fever when present and thus were the cause of false diagnoses. The dealer declared that every doctor and druggist ought to warn people against them. He recommended that druggists keep and advertise a line of good clinical thermometers, but said that each one should be tested before it is sold, no matter how costly it may be. To test a thermometer takes but little time. The best way is to immerse it in water at 90 degrees with a known standard thermometer and then raise the temperature to 110 degrees, noting the reading of the tested instrument at each degree. Testing thermometers by the clerk placing one in his mouth, while easy, did not always please the waiting customer.

* * *

Most people value "something for nothing" far more than they do a thing they have to pay or work for, and the giving of some little trifle free with a

purchase has often proven to be a very good form of advertising. Therefore, druggists would do well to bear in mind a suggestion made by a prominent Philadelphia druggist lately, i. e.: that druggists would find it a paying practice to give a medicine class free with each prescription they fill. The idea is also a good one in other ways. Every druggist knows the great variance in tea and table spoons, and if they would stop to think they would see that there is often positive danger to the patient from a dose of medicine measured in an unusually large spoon, and, again, the doctor often tells the patient that there are so many doses in his prescription and if he finds the bottle to measure less he will think a mistake has been made by the druggist. A good plan would be to give a customer a medicine glass on which the name and address of the druggist is marked, saying, as he does so, that he is giving him the glass to insure accuracy in the dose of the medicine he is to take, remarking on the great difference in the amounts spoons hold. It would be a very heedless customer who would not think at once that this druggist is a mighty careful man and the one he could trust with all his prescriptions. Then too, the doctors will soon learn of this bit of care on the druggist's part and would also come to the conclusion that he was both a careful and a trustworthy man. The glasses cost but a few cents; the advertising from each glass given away may be worth dollars.

* * *

Kensington (Philadelphia) druggists are threatened with a loss of trade from an unusual source, and thereby hangs a tale. "Such a case of whooping cough I never saw as my little Willie has," said one Kensington dame to another lately, "and I can't seem to get anything from the drug store to cure him." "Just you get a catfish, a live one, and when Willie begins to cough hold it in front of his face so that he will have to cough in the fish's mouth—that will cure him right away." "Oh, you are joking," said the other. "Not a bit of it," replied number two, "I have tried it with my little Jimmie and I know it is all right." And they parted. Mother number one bought a live catfish after much trouble and made Willie cough into its open mouth, when, strange to say, the "whoop" vanished with the laughter of the child at the struggling fish and has not come back up to this time. The pleased mother spread the story of the wonderful cure around the neighborhood and now every Kensington mother who heard it goes on a scout after a live catfish just as soon as her offspring begins the dreaded cough. If it were not for the difficulty of getting live catfish on demand, druggists in that section would not sell much ipecac or cough medicine, so why should not they keep live catfish in an aquarium to supply the demand and get the coin?

* * *

A lunch counter on a small scale is the latest side line introduced in the twentieth century drug store. According to a prominent manufacturer of the metropolis, who visits the retail drug trade in the various parts of the country every year, several of the largest and best known pharmacies in Syracuse, N. Y., have recently added a number of things to the "bill of fare" at their soda counters. Some druggists have a printed menu for the convenience of customers. Along with the list of flavors and drinks at the soda fountain appear ice cream, cheese and ham sandwiches, furnished at five cents each and "pies of all kinds in season," for which the druggist receives five cents per cut. It is said that the idea has proved to be a profitable one for the druggist, as many customers, when they see the menu ask for a sandwich with their hot drinks. Our informant states that while in one of the stores where these delicacies are served, several ladies were eating ice-cream sandwiches and sipping hot chocolate. The druggists who have tried the plan say it is successful and that before long the majority of those who serve hot soda will also sell pies and sandwiches.

A novel window display was seen lately in the window of a drug store that draws its patronage from a suburban population near Philadelphia—a well laid golf green on which the players and caddies disported themselves before a back ground of clubs, bags and other accessories of this "royal game." The "green" was made from green flannel, the "holes" were tiny dolls' cups, the drivers and "brassies" were made from bits of wood and the players and caddies were neatly dressed dolls. This store handles golf goods as a side line with good profit, catering to the demands of its neighborhood, and its proprietor is an active member of the local golf club. He also takes a prominent part in all local athletic sports and keeps a full line of baseball, football, tennis, etc., goods. He makes his store the headquarters for the younger and sporting people, giving them the use of an upstairs room free to hold the meetings of the various clubs in, and always displays the results of any prominent event in the world of out-door sports in his window for the benefit of his neighbors. From a small beginning he has worked up a trade that pays him very well, the profit on "sporting goods" being large, and incidentally his "goodfellowship" brings him the cream of the most desirable trade around him.

* * *

A scheme to interest visiting customers has been found to work very well in some drug stores. It is well known that one of the most trying experiences of the druggist is to keep his customers in good humor while waiting for prescriptions to be filled, many will fume and fret and work both themselves and the druggist into a state of nervous excitement. Why not provide a table in a quiet corner of the store with comfortable benches or chairs around it and keep on this table copies of the monthly and weekly magazines and periodicals? Many drug stores have daily newspapers for waiting customers, but almost everybody reads these at home or in the street cars, so they are not apt to prove interesting when seen in the drug store. Even the anxious customer waiting for the medicine for a loved one near death's door may find his mind relieved by glancing over a bookful of illustrations, while the ordinary waiter will be so immersed in his reading that he will hear with unwillingness the call to get his finished prescription. Of course, there might be some loss from theft of the magazines, but the same remark will apply to other things that must be exposed on showcases and counters.

* * *

A good suggestion for those druggists who make it a point to solicit the trade of neighboring physicians is that they keep files of the principal medical papers on a convenient table in a back office, or, still better, if they have a department for performing analytical work and microscopical examinations, to put in a desk for the visiting physicians and keep this well supplied with medical journals, prescription blanks, memorandum pads, etc. Such a desk in a neat and scientifically kept laboratory will be very attractive to the average doctor, and many will get into the habit of dropping in to see the latest journal, to write a prescription or two for a patient just visited or to ask for an examination of urine or sputa. A comfortable chair is an indispensable part of the outfit, and a few of the best pharmaceutical journals, the Pharmacopoeia and a dispensary also would not be out of place. The idea is to make your office attractive to the doctors, not to loaf in, but to drop in to see you on business matters.

* * *

Men no longer have the monopoly on the matter of "free lunch," several of Philadelphia's department stores now serving a "free lunch" with a five cent glass of soda water. For some time past it has been the custom in many drug stores too, to set out a plate of sweet biscuit or crackers with each glass of soda water, but now the competition has grown so keen that really elaborate lunches are being served. One

establishment set the pace by serving a dainty sandwich with a glass of soda, now another announces that on Wednesdays and Saturdays, "matinee days," each lady buying a glass of soda will be given her choice of a chicken croquette or a plate of lobster salad. Still a third advertises to serve a choice of chocolate eclairs, chicken and lobster salad, two fried oysters or lemon meringue daily with each ten cent drink and a sandwich in 15 styles or five kinds of cake with five cent soda. What will come next one hesitates to say, but so long as the competition is confined to the department stores the druggists need not lose sleep over it.

* * *

A druggist over in Philadelphia's "Irishtown" tells the following tale when he meets a sympathetic listener. "I have a customer, an old Irishman, who has a numerous family, and one day his sixth boy was taken ill. With great alarm lest it be small pox he brought the boy to me to tell him what was the matter, and after a hasty examination, I was able to see that Jamesie had no symptoms of the small pox and told him so, saying that the lad was suffering from an attack of German measles, 'rosellen.' At that the old man got furious and vented his wrath on the poor child thus: 'How often have Oi tould yez to kape away from thim Dooch kids on Illen Strate,' he demanded. 'See phwat yez get fer playin' wid him. Now Oi s'pose yez'll be taken to the Jarman Horspittle, an' it'll sarve yez roight, ye young blag'ard.' I was just able to explain matters for Jamesie's sake without losing a good customer, but, phew, it was work."

* * *

To the average North Dakota druggist a wink means a good deal. But force of habit got an Iowa man in trouble at Grafton, N. D., the other day. Iowa, as is well known, was long a prohibition State. This Iowan winked a long wink at the druggist's wife who happened to be behind the counter. The pharmacist saw the wink from his peak hole in the pill-pounding room and, instead of a drink, the Iowa man received a punch (not of the liquid variety) that landed him in the street. The unfortunate owner of the quivering eyelid returned to the Hawkeye State, where, it is expected, he will wink the other eye for a few weeks.

* * *

Those who have labored under the impression that Mrs. Partington was dead have been mistaken. She appeared in two St. Paul drug stores the other day, in two characters. In one instance she was in the form of a boy who said his mother had sent him to get "to cents' worth of spirits of turpitude." In the other case the venerable old lady of Boston appeared reincarnated in the person of a little colored girl who asked the drug dealer for "a small bottle of pneumonia."

* * *

A local druggist had a window display of brushes the other week that made many people stop and laugh, if not buy. It was two dolls, made to represent mother and son, the boy stretched in approved fashion across the old lady's lap and in her hand, held high, a hair brush. Over it was the legend "I find your hair-brush to be good for raising the hair."

* * *

Rather a good way of advertising is noted in a recent issue of "Printers' Ink," peculiarly adaptable to druggists. The suggestion is that the druggist place his printed circulars between the leaves of his directory so that every one using it will be bound to see them, changing these as often as necessary and making them attractive enough to compel attention.

* * *

Mr. Donaghy of Hudson, Mass., says alcohol stains may be removed from varnished surfaces by rubbing them with a cloth moistened with spirits of camphor.

BURNING QUESTIONS.*

By WILLIAM BODEMANN.

I had just sat down to work at the manuscript for this lecture, when I received word that Professor Arne Oldberg, our worthy Doctor Oscar Oldberg's son, has been elected President of the Manuscript Society, a society of musical composers. Most affectionately and respectfully do I therefore dedicate the manuscript of this lecture to the talented young president, Arne Oldberg, hoping that he may appreciate this compliment by dedicating the manuscript of his next sonata to me, thus informing future generations that I am interested in other things besides pills, suppositories and raising the standard.

Soon after the program of your lecture course had been sent out through the mail, I received a choice selection of suggestions for my subject. One writer wrote: "For God's sake don't stuff us on polarity." Another adviser begged: "Tell us all you know about polarity". As a matter of fact, I don't know any thing about it. Yet, I have since looked into this question somewhat, and I think it is a burning question. Burn a little night lamp oil by friends in your effort to grapple this theory and you will find out there is to it. Unless you do, it will remain terra incognita to you.

Perhaps the chief burning question to you, prospective graduates, is how to reach the goal of your ambition, to graduate and to become registered. I will not dwell on the subject of graduation, but I think it will not be amiss to give you a few pointers as to registration. First and foremost, abandon the notion that you must or can specially prepare for success in registration.

Any student who is fully competent to graduate in a good school of pharmacy, who has had four years of good experience behind the prescription counter and above all, has made good use of his grammar school years, need not fear the ordeal of registration examinations. Do not attempt to fly too high. See to it that your foundation is good and strong, do not think for a minute that your ability to work out chemical formulae is sufficient to carry the day.

The most important thing for a competent dispenser of medicine, is to be in the best sense of the word a 3 "S" man, viz: swift, sure and sound. I do not feel justified in allowing my name to go on a young man's certificate who is ever so thoroughly versed in botany, microscopy or chemistry, if this very same young man has difficulty in figuring out swiftly, surely and safely the doses of ingredients in the prescriptions entrusted to him. You may know all about the chemistry of aniline and benzene, but after all, what you are called upon to do every day, is to prepare medicines for the sick and for that work you must be safe and reliable, must know quickly if the prescribed doses are correct and detect errors of the prescribing physician.

When you are lined up for board examination, be careful how you answer questions. Confine yourself painfully to what you do know, don't write down what you don't know, it might give you away pharmaceutically and mar your efforts in a literary sense. It is far better to skip a question, giving you the benefit of the doubt that you perhaps missed it, than to put down black on white that you know less than nothing about the question. I will illustrate this by an actual recent experience:

A young man came up for oral examination who sprang a Ph. C. parchment on me from a certain school which it is not necessary to name. I placed a prescription before him, containing calomel. I asked him, "what is calomel?" His answer was, "a mixture of mercury and bicarbonate of soda". His reason for this remarkable answer was, that all the tablet triturates of calomel he had handled, were mixtures of mercury and bicarbonate of soda. I asked him for the chemical difference between calomel and corrosive sublimate and his answer was, "Calomel is

poisonous; the other not". The doses of the bichloride he gave as five to ten grains, and one half of a grain divided into twenty four doses would give about one twenty second of a grain per dose. Of course this gentleman searched the list of successful candidates in vain. Such a state of affairs would have been next to impossible if this applicant had gone through the ordinary career of an apothecary prevailing in other countries, namely, good schooling, good apprenticeship, several years of experience as clerk and a few semesters in a university. Sometimes I am satisfied that the grammar schools are at fault, at other times that the scholar is to blame.

You can become a competent pharmacist without going through college. This I say without in the least disparaging your present work, but your college education alone does not make you reliable, safe and successful. Your foundation for college work must be good, you must be able to learn, you must have learned to learn, or your studies here will be undigested and give you only intellectual dyspepsia and pharmaceutical constipation. Let us take it for granted that you are well prepared to enter this school and come out of it successfully. Remember my friends that there is one thing needed more than ability and that one thing is character. Goethe expressed this most tersely when he said, "Less talent and more character." A careful study of the poisoning cases by pharmacists shows that more accidents are due to intoxication than to lack of knowledge. In fact, most of the Chicago accidents happened to some of our ablest men. I am not an advocate of puritan gravity and solemnity; on the contrary, I firmly believe that a man who knows how to enjoy this short life is a better citizen than a pessimist who looks at life only as a fore-runner to the funeral. But you will do well if you follow my advice and beware of indulgence in liquor particularly during business hours. If you wish to be a good clerk or a successful proprietor, let your habits be such as to enable you to attend to work in such a way as to win patronage for your employer or yourself.

Let us now assume that you carried your point, passed the examination in college and have become a registered pharmacist, should you then throw your books to the winds and cease studying? Emphatically no, never while you live. Now comes the time to coin the precious metal gathered in your school and college days. As a trustee of this college, I urge you to keep in close touch with your Alma Mater. From a business standpoint as the advertising agent for this school since its foundation. I would asked you to remain in constant intimate relation with the faculty, and to send in names of prospective students, for the more successfully you help to make this school, the greater the honor for you to be one of her sons; and as you go along, you may find it very convenient to be on friendly terms with your old teachers to help you solve knotty problems. Some day you may run up against a mixture that results in an explosion and if the accident doesn't blow your head off, you can drop your professors of chemistry a postal card and they will tell you all about it—how and why it happened. It is more than probable that you will after leaving your Alma Mater, follow the old, old rule of the old guilds and before starting up in business yourself—look around in the world and see how others conduct their business. In your capacity as clerk, do not ask, "how much must I do", but see how much you can do and do it, yourself by the training of an industrious, strenuous clerkship. If your earlier education has been neglected, make use of your calls in business and exercise in commercial arithmetic, in finding out just what sort of book-keeping is adapted to your employer's business. I notice that the N. W. D. A. passed a resolution recently, giving preference to the colleges that have a commercial department. I hope that by this preference I may understand that some wealthy wholesaler will at his death bequeath a rich endowment to this school. If such be his intentions, he can not make the en-

* Read before Alumni Association of Illinois College of Pharmacy (N. W. D. A.) Dec. 6, 1901, and contributed for publication by the author.

dowment too big and he may then die at his earliest convenience.

As a practical pharmacist, I must further advise you, when you start out in business yourself, do not resort to business practices that would disgrace you as an alumnus of this noble school. One of the very worst things you could do, would be to attempt to make a success by plunging into cut rate methods. You can not prolong life by committing suicide. Take the course of your college for a standing warning.

This school never for one minute resorted to cut rates. Other schools have gone through such foolhardy experiments and tried to fill their exchequers by cutting prices, but after a very short trial found out to their sorrow that cutting didn't cut any ice alongside of merit. McKinley held that a cheap coat made a cheap man. If you cannot win on any other plan than by selling your goods at cost you deserve to meet with failure. Endeavor to excel by merit, by competency and reliability, by meeting your patrons' wants through courtesy and accommodation, by keeping pure drugs and products of reliable manufacturers, and your medical friends and general customers will soon find out that your place of business merits patronage.

I started out to urge you not to drop studies, after you captured your several documents of competency and in doing this, I again quote Goethe: "All theory is gray, but the tree of life is ever gay." When you start out in business for yourself, you should not lose time in allying yourself with the home associations of your fellow druggists. Mechanics and laborers have accomplished unprecedented results by organization, and the druggists of this country have only in the last few years discovered what a power a union of associations can yield. The N. A. R. D. is yet in its infancy and yet it has done wonders by what?—by teaching what organization can do. Organization like charity begins at home, and by joining the home circle of your district, be it country or city, you become acquainted with your neighboring druggists; and perchance you may find out to your own surprise that your neighbor is not quite as mean as yourself, or perhaps not quite so bad as you thought he was, and by coming together you will discover that you can agree on a schedule of prices, making it impossible for people to get into shopping habits. Living profits in business are absolutely essential, and by forming associations in your home district you can, as has been demonstrated, without effort insist on reasonable compensation for your work and skill. All these district associations, strongly bound together in a representative national body can dictate terms instead of submitting to unfair treatment by jobbers and manufacturers. Assert your rights and you will be respected and not treated as slaves by the public or by the trade at large.

It is a matter of special pride to every alumnus of this school that a graduate of this college, Thomas Victor Wooten, has been for three years the secretary of this National Association of Retail Druggists, the most promising of all organizations. While not all of you can become a Wooten, yet every one of you can so shape his career as to be a worthy follower of his example, worthy to trot in his class. Let Wooten's lifework be an inspiration to all of you, be you an employee or employer. Organization of drug clerks is just as fruitful of good results as organization of employers. Co-operation is the watchword for all. Close and compact associations can construct beneficial laws and annihilate injurious ones and enforce laws as well.

One of the worst evils in Chicago pharmacies of bygone days was illicit liquor traffic, in spite of statutory ordinances. If you inquire what brought about the reform of this great evil, association work is the answer. Not until the Chicago Association took this question up was this great change brought about. Dramshop pharmacies in Chicago are to-day the exception, not the rule, and you will agree with me

that, of all pernicious practices that ever crept into pharmacy, that of the Pharmaceutical Barriester was the most degrading and disgracing, not only by evading payment of the bar license, but by promoting licentiousness. Such practices are against laws of state and decency and the pharmaceutical barkeeper belongs behind the bar if not behind bars. Do not think that my earnest appeal for organization is out of place in a talk to an Alumni Association. A ship needs water to float on, a pill mass needs a vehicle and if your career lacks the vehicle of commercial success, your college education is like a fish out of water. Paderewski would not be the phenomenal artist he is, if his business manager had lacked in shrewdness to secure phenomenal financial success.

The next in order of importance in your career in pharmacy is your position toward the pharmaceutical press. You should not only support but contribute to the journals. As you go along in your daily work in life, note your experience and do not be hapshul, pick up your pen and let the readers of the press share your experience; you will soon discover that to be a contributor to the press makes you a closer reader and the better you learn to study the press the better you keep abreast of the times. Pharmacy is constantly changing and growing and in no other way can you learn of new discoveries and old truths than by studiously following the guiding hands of the pharmaceutical press.

To cite one instance of the changes in schools of pharmacy only a few years ago it was the pride of colleges to be able to say that all teachers were practicing pharmacists. To-day the boast is, that all teachers are teachers, not hampered by store druggery and business pursuits. The further I get along in outlining my lecture, the more I feel embarrassed by the mass of material I would like to work into the limit of your endurance and patience. I must therefore ask your indulgence in briefly touching a few more points of interest. I shall be careful not to bore you too much. You will soon in some shape or other launch out on your lifework. Let me implore you to remain true to your colors, be "dispensing prescriptionists" and not "prescribing dispensers". Much has been said about the relation between doctors and pharmacists. How can you expect the good will of your practitioner if you encroach on his profession? Your work is to dispense, that of the physician is to prescribe. It is hardly necessary to dwell at length on this subject, but the following little incident speaks volumes: A colored gentleman came into a drug store in a city out West and walking up to the proprietor said, "Boss, I am in piles of misery", the prescribing rough and ready malpractitioner cut him short saying, "Oh! that is easily fixed, here you are", handing him a package of Pyramid Pile Cure. The patient roared out, "Boss, I ain't got de piles, I got a sore throat." In reality the remedy offered was as good as the malpractitioner could offer. He may have known the geographical difference between piles and diphtheria, but pathologically the remedy was at a par with his ability in diagnosis.

I find it difficult to speak calmly of this nuisance in pharmacy, but like a bad penny, it will turn up in our ranks. I denounce the dishonesty of this practice and do it with courtesy and cannot do better than call it mellow, in the sense the Irishman understood this word. His daughter took singing lessons and her teacher pronounced her voice "mellow." The Irishman interviewed his next door neighbor about this word. "Mike" he said, "what the devil did that teacher mean by calling Katie's voice mellow?" "Oh! Pat" said Mike "mellow is the perlitte expresson for rotten". And that's my polite expression for counter prescribing.

Avoid quackery, be manly, honest and gentlemanly, true to yourself. By this I do not ask you to be dushy by any means. Shakespeare's advice given through Polonius is good doctrine to-day and Shakes-

peare's post-mortem experience, like wise teachers, is to strive towards merit more than appearance. To-day supercritics quarrel whether Bacon or Shakespeare was the real author of the immortal works. We love and admire the works and care little who gave us this precious legacy; that is somebody else's "Bacon", not ours; and this should teach us not to place too much weight on empty titles. Your Ph. G. means little if your conduct in life is not what it should be. Titles are empty honors. Merit and worth are lasting qualities. History fails to chronicle the fact whether Abraham Lincoln's hand ever appeared in Alexander kid gloves, but history does tell us that his hands put his name to a document that stamped out slavery in our beloved country.

Coming to a close, let me ask you if you ever read Lloyd's "Stringtown on the Pike". If you didn't, do so by all means. Old Cupe was a great man to go by "de signs." Follow this charming character's illustrious example; study "de signs of de times" and adapt yourselves to changing conditions and environments. If I understand the signs I see consolidation and community of interests ahead.

It was the dream of my younger days to bring about consolidation of drug stores; and I am yet firmly convinced that if carried out, it would have resulted in great good to all participants. As for the future of pharmacy schools I hope that some Morgan and Hill combination will induce some Harper and Rockefeller combination to consolidate most if not all the schools of pharmacy in this country into one great institution that can afford to refuse admission to all matriculants who lack undisputed qualifications for college work. That and nothing but that, will give us better material for the ideal pharmacist of the future.

THE PHARMACIST IN LITERATURE.*

By JOHN C. SCLATER.

To give anything like a comprehensive summary of all that is in literature relative to the chemist—small and fragmentary though his corner in literature is—would be impossible. Much more so, then, will this rambling account be commensurate with its title, for what with "narrow means" and a "limited mental horizon" (for "which in all ages of history the followers of our business have been noted," to quote Mr. G. C. Druce in his presidential address at Dublin this year), and the inability to follow the Johnsonian dictum that a "young man must read five hours a day to acquire a great deal of knowledge," I have not been able to read, collect and arrange the material which I find is really necessary for a such a paper.

A president, with a presidential address haunting him, naturally looks on the past of the association and its honorable traditions. The brilliant array of past-presidents are marshalled before him. The strength of the chain is the strength of its weakest link. To-night the twenty-fourth link is being welded, and, with your help, gentleness, committee and members, solder and weld that link so that many more may be added to keep the chain intact.

I choose this subject for two reasons. First, by doing so I escaped, for a very good reason, the necessity of choosing a technical or ethical subject; secondly, because it presented a degree of novelty and passing interest, if not instruction.

It is only what I have come across in the course of very desultory reading, and, being a chemist, any stray allusion to the art has had its attraction for me. Following a habit of some years of noting, in a fragmentary fashion, all of such interest has given me a little material, although perhaps woefully inadequate for this occasion. Lamb says of Coleridge, whose notes and annotations on a lent book were often more valuable than the book itself. "Lend thy books to S. T. C.—he will return them with usury, enriched with annotations tripling their value." It is a habit

I would recommend to the younger members of this association who have treacherous memories, and who have not, to read "pencil in hand," even when reading a novel, that is to say, of course, if the novel is worth reading. We cannot triple their value like Coleridge, yet we can humbly note that which arrests us, and, I can promise you that a glance back at such notes will furnish you with many a delightful retrospect and you will often bring back a whole train of thoughts which had until then lain dormant in the mind, and, but for that casual glance at the old note-book, may have been entirely forgotten.

I said the subject was beyond a comprehensive summary, for no sooner shall I cite samples of pharmacists in literature than to each of you different examples will be brought to your mind in your own reading. Nay, ere I have finished one, each of you will anticipate me with a better illustration. In the matter of telling a joke a man laughs not so much at your joke as at one of his own yours has brought to his mind, which he means to tell whenever or erever you have finished yours. Watch how a man says, "That reminds me."

It cannot be denied—let us try ever so hard to explain—that the chemist does not figure brilliantly in fictional literature. Nay, it must be admitted that in the novels dealing with the latter half of the eighteenth century and the earlier half of the nineteenth century, he has been portrayed in a very ludicrous light; a butt for the jibes and jeers of almost all our novelists. When not that the chemist and his simples and drugs are used as a literary device—the fulcrum on which the story runs. In the fictional literature dealing with an earlier date, the alchemist, from a novelist's point of view, was a name to conjure with, a word pregnant with romance and mystery, and, although also often a source of ridicule. The chemist and druggist, as we know him, can hardly be said to have entered into fictional literature yet. It is the apothecary who comes in for all the ridicule. During the eighteenth century the apothecary was at his best, socially. His power was practically unlimited. He associated intimately with the doctors, meeting them at the coffee-houses on business, where the physicians wrote their prescriptions for them. Naturally they emulated the doctors. Very often they "bossed" them. They also associated with men of letters then more than at any other time. The writings of the eighteenth century authors show that. But I think the chief reason why the apothecary got so universally ridiculed was his shameless charlatanism. To-day the profession is largely built on and grounded in science, and science defies ridicule; then it was chiefly empiricism, and often worse. Also, it is, perhaps, the apothecary aped to be what he was not that he came in for so much ridicule. From the end of the seventeenth century to the contention they had with the "mere tradesmen"—that is, the druggists—and in which controversy they ultimately lost, they (the apothecaries) had expanded to a very powerful body, so powerful, indeed, as to make the physicians jealous of their powers. The apothecary got puffed up. Ridicule was his only cure, and he got it. There is nothing like ridicule to cure a man from vain imaginings. Their monstrous charges, their no less monstrous attempts to have a lucrative monopoly by prohibitive means, lent themselves to ridicule. With the alchemist it was different. His learning, which in many instances was considerable, embellished certainly with superstition, made him a power to be feared almost as much as the priests. There were as many quacks then as later. The alchemists were genuine seekers after the truth, even though they also vainly tried to discover the "elixir of life" and the "philosopher's stone." Their learning was no greater than the apothecaries. The schoolboy in his first year of physics knows more physics than did Sir Isaac Newton, but Newton was the seeker, the finder. So with the alchemist. The advancement of learning dissipated the romance and mystery that hung over alchemy. The public is not so much at the mercy of the chemist. By that I mean his knowledge is not so

* Presidential address to the Edinburgh Chemists' Assistants' and Apprentices' Association. (Pharm. Journ.)

peculiarly his own as before. With the acquisition of knowledge what was mysterious and miraculous becomes simple and often commonplace. Besides, what may appear to the general public to-day a mystery does not follow that it is miraculous. They do not understand it, but they know perfectly well it is no miracle, but explainable. Now, in mediæval times, and before it, what was miraculous was too sacred to probe into. It was treated somewhat as a divine thing—not to be questioned. To-day we find people discussing intelligently, both with their physician and chemist, what before would have been taken as arrogant presumption. You will all agree with me that once or twice at least in our counter experience that a vague generalization on a drug met with and merited a humiliating retort, which let us know that such vacuities by way of answer would not satisfy the intelligent, if, as we thought, too inquisitive interrogator. At the same time, I do not agree that the patient should know all that is in his medicine. Often the more ignorant he is of what it is composed of the more faith he has in it. We might also ask, then, why the novelist so rarely mentions the name and exact nature of the deadly poison or magical elixir, whichever he may require for the development of his story. Cynically inclined, we might say for a very good reason, which would be perfectly true in some cases. But it also works this way. Being definite and exact would dissipate the element of mystery, and kill the romance. What chemist reading Dumas's "Monte Christo" tries to name the miraculous drugs he makes use of. We forget to be critical, and read the novel admiringly. So you see, whether from necessity or prudence on the part of the novelist, it is better for the real enjoyment of the novel to be ignorant of the exact nature of those drugs. The critical attitude kills real enjoyment.

"To draw a simile, the apothecary is to the novelist what the doctor in court is to the lawyer—a thing to be made game of. We all know how a lawyer loves to brow-beat the doctor, twist and quibble smartly with the often conflicting evidence. Yet we also know that the same lawyer is not the man to weigh up and judge adequately the professional capabilities of the doctor, although, for the sake of his case, he may attain a temporary ascendancy through glibness of tongue. So with the novelist when he introduces into his story a chemist, simply to poke fun at. The chemist, as a man, primarily is nothing to him. Crafts and trades are too plebeian for many novelists. Trades scarcely ever enter with the principal characters. Scott mentions trades more than most novelists, as for instance, "the worthy glover" or "the stalwart smith," etc., but then there is always an air of antiquity about them that takes away all that may savor of the low born. Also, Thackeray, the most realistic of all our novelists, who portrayed life as it was and did not despise the trivial round of each day, whose stories have no immaculate heroes, gives in his history of Pendennis a delightful sketch of the pedigree of Arthur Pendennis, who is the titular hero of the story. John Pendennis was an apothecary during the regency of George the Magnificent, in a "humble little shop, surmounted with a gilt pestle and mortar, in Bath." With inimitable satire Thackeray shows the successive steps by which this obsequious, laboriously polite apothecary ultimately achieves to be what was his secret ambition—a gentleman. A gentleman with a family pride and pedigree traced back to the age of the Druids, and who "intermarried with the Normans at a very late period of the family existence." This is an exact portraiture of the aspirations of most of the apothecaries of the eighteenth century. On the social life of that century Thackeray was an authority, as his novels and sketches show. Again, in "The Newcomes," we read of an apothecary being knighted, much to the disgust of Ethel Newcome, who had ardently wished that the knighthood had gone to her dear old uncle, Colonel Newcome. "When little Egbert took hold of your sword, uncle," she says, "and asked how many people you had killed, do you know, I had the same question in my mind, and I thought

when you went to the Drawing Room perhaps the king would knight you. But, instead, he knighted mamma's apothecary, Sir Danby Jilks—that horrid little man—and I won't have you knighted any more." "I hope Egbert won't ask Sir Danby Jilks how many people he has killed," says the Colonel, laughing, but thinking the joke to severe upon Sir Danby and the profession he forthwith apologizes by narrating many anecdotes he knows to the credit of surgeons. Dear old Colonel Newcome, one of the finest characters in fiction. No, as I said before this digression, which I hope you will pardon, it is not the druggist that attracts the novelist primarily, but it is his drugs. So long as drugs have the power of swift despatch, so long will they be the means and implements in the novelist's hands for the development of his story. It is generally on the villainous side of the tale that the drug enters. In such cases the chemist, that is to say if he accompanies the drug, is an accomplice of the villain or clique of villains, and often the hireling. Consequently, he has invariably a sinister character. He appears for a moment on the canvas of the story; his drug has worked the desired effect, and he disappears again. But the novelist, as a rule, has not that technical knowledge of the art and craft of pharmacy to be able to portray the chemist as a sustained character to the life. That would require a novelist born in the profession. We have all noticed what farces some of the fictional chemists are. And when it comes to poisons, truly the chemist has the last and best laugh at the novelist. There is always a mysterious bottle, as a rule, elaborately chased with some symbolic filigree work. It would be well for us to copy some of these designs for our poison bottles. It would give us an air of erudition and add to our symbolic cabalistic characters, which not more than half of us understand. This bottle contains a still more mysterious liquid, generally colorless and tasteless. Observe how non-committing and delightfully vague. This magical liquid, when a single drop touches the lips, is either instant death or a new lease of life with renewed vigor and lustre added, just as the story requires. When the author does deign to mention in a vague manner, the character of the drug mistakes are apparent and often flagrant. All authors have a smattering of law, or have legal advisers. Law is a general thing, and enters into every one's life, but pharmacy is a technical thing, and is shied clear of consequently. That does not, however, deter it from being used as a literary device.

In this respect, besides giving an element of mystery to the story, it is very important. A drop of poison administered at the fit and proper moment changes the whole trend of the story. I need not dilate on this fact. Shakespeare himself uses it as a literary device in the Mantuan apothecary in "Romeo and Juliet." In some twenty lines he has portrayed the apothecary as he was then, as not unlike, in some cases, the apothecary of to-day.

"With overwhelming brows
Culling of simples"

"A beggarly account of empty boxes, etc.,
Were thinly scattered to make up a show."

He is approached by Romeo for a poison:

"My poverty, but not my will, consents,"

pleads the apothecary. There lies the fatal error into which the poor apothecary falls. When reading over this scene we are apt to forget to apply the great moral lesson which Romeo inculcates as he pitches the gold at the apothecary:

"There is thy gold, worse poison to men's souls,
Doing more murders in this loathsome world
Than these poor compounds that thou may'st not sell.
I sell the poison, thou hast sold me none."

(To be Continued.)

QUESTION BOX.

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of the Era. Copies of these may be obtained at ten cents each.

Washing Powders.

(T. R.) Gathman (American Soaps) says that washing powders, usually sold to the consumer as soap powders, may be described in a general way as mixtures of powdered soap, with about its own weight, more or less, of carbonate of soda. Some special brands are also made which in addition contain other detergent agents, such as carbonate of ammonia, sal ammoniac or borax, while still others are found to which filling, in the form of talc, silice, etc., has been added. The soap itself may have been made by any of the processes known—cold half-boiled or boiled, settled or boiled down—and the stock used may have been any fat, or mixture of fats, according to the grade of washing powder to be made. It is thus seen that beyond being either principally or entirely a mixture of soap and soda, these powders have little in common with each other. Here are some typical formulas:

Borax Soap Powder:

Curd (hard) soap, in powder.....5 parts.
Soda ash.....3 parts.
Silicate soda.....2 parts.

Borax

Each ingredient thoroughly dried and all mixed together by sieving.

London Soap Powder:

Yellow soap.....6 parts.
Soda crystals.....3 parts.
Pearl ash.....1½ parts.
Sulphate of soda.....1½ parts.
Palm oil.....1 part.

These ingredients are combined as well as possible without any water, and they are spread out to dry, and then ground into coarse powder. They are adapted to hard waters, as their excess of carbonated alkali neutralizes the lime in the water.

Pearl Soap Powder:

Curd soap (powdered).....4 parts.
Sai soda (crude sodium carbonate).....3 parts.
Sodium silicate.....2 parts.

Dried as much as possible and intimately mixed.

Aromatic Syrup of Licorice.

(T. S. E.) The following formula is one presented to the Missouri Pharmaceutical Association some years ago and is said to produce an excellent preparation for disguising the taste of quinine.

Ceylon cinnamon.....20 grams.
Cochin ginger.....12 grams.
Cloves.....8 grams.
Nutmeg.....5 grams.
Purified ext. of licorice.....750 grams.

Alcohol, Water, of each, sufficient quantity.

Reduce the cinnamon, ginger, cloves and nutmeg to a No. 40 powder, moisten with 15cc. of alcohol, macerate for 24 hours in a covered vessel, then pack in a cylindrical percolator and gradually pour alcohol upon it until 100 cc. of percolate is obtained; mix with the sugar in a mortar and set aside in a moderately warm place, until the alcohol has evaporated. Pass water through the percolator until 500 cc. of percolate is obtained; dissolve the extract of licorice in the percolate with the aid of gentle heat, add the aromatized sugar, let come to a boil, strain, and add enough water through the strainer to make 1,000 cc.

The Formulary of the Cincinnati Academy of Pharmacy contains a formula for "Syrup of Ammoniated Glycyrrhizin" which is recommended as a vehicle

for disguising the taste of quinine and other bitter substances. It is as follows:

Ammoniated glycyrrhizin.....50 grams.

Syrup to make.....1,000 cc.

Dissolve the ammoniated glycyrrhizin in the syrup by the aid of gentle heat.

Mucilage.

(S. L. B.) The following are typical formulas:

Gum arabic, in fine powder.....8 ounces.

Glucose.....2 pounds.

Boiling water.....2 fl. ozs.

Acetic acid.....1 ounce.

Dissolve the gum arabic in the water, then add the glucose, and bring the whole to a good boil, stirring well. Remove from the fire and add the acetic acid.

(2) Dextrin Mucilage:

Dextrin.....2 ounces.

Powdered alum.....1 dram.

White sugar.....½ ounce.

Solution carbolic acid.....2 drams.

Dissolve all of the ingredients, except the carbolic acid, in the water, previously raised to the boiling point. Continue the boiling until dissolved; when cold, add the carbolic acid.

(3) Allow 1 part of white glue (or gelatin) and 2 parts of gum arabic to swell in 10 parts of water; then dissolve, after adding one-quarter part of white sugar, at a gentle heat, and strain if necessary. To prevent from spoiling add a few drops of carbolic acid.

Mother Drops.

(S. L. H.) The preparation usually dispensed under this name in German-speaking communities is "Tinctura Aromatica," P. G., a formula for which may also be found in the National Formulary. Another preparation dispensed in some localities when "Mutter Tropfen" are called for consists of:

Tincture castor.....1 ounce.

Spirit ether.....1 ounce.

Tincture cinnamon.....2 ounces

Here is a formula from another source:

Fluid extract valerian.....2 ounces.

Tincture of opium and saffron.....2 ounces.

Spirit ether, enough to make.....8 ounces.

In Norwegian communities "Tinctura Castorei Thebaica" is sometimes dispensed as "Moder Draaber," or "Mother Drops"; Hager, in "Manuale Pharmacuticum seu Promptuarium," gives this formula:

Castor.....20 grams.

Asafetida.....10 grams.

Water of ammonia.....10 grams.

Powdered opium, of each.....5 grams.

Alcohol.....150 grams.

Mix, allow to stand and filter.

Mimeograph Ink.

(Ink.) The ink used for the mimeograph copying process is of a pasty character, and almost any good stencil ink will answer the purpose. The following formula has been suggested: Take of shellac 2 ounces; borax 2 ounces; water 25 ounces; gum arabic 2 ounces; Venetian red, lampblack, Prussian blue, or any desired coloring substance, a sufficiency. Boil the shellac and borax with some water until they are dissolved; add the gum arabic and withdraw from the fire. When the solution has become cold, complete to 25 ounces with water, and add more of the coloring substance to bring the ink to a suitable consistency. Aniline colors ground with dextrin mucilage or some other adhesive substance have also been suggested.

SANDARAC has been found, by Dr. T. A. Henry (Proc. Chem. Soc.), to consist of a mixture of resinic acids and terpenes, which are separable by means of steam distillation. Sandarac is the naturally exuded resin of various species of Callitris, generally either Callitris verucosa or Callitris quadrivalvis. The principal volatile constituent is diterpene, which boils at 265° C. Two resin acids have been isolated.

PHARMACY IN THE TWENTIETH CENTURY

Dr. George C. Diekmann gave an address at the last monthly meeting of the German Apothecaries' Society and also read a lot of answers to questions asked by the State Board of Pharmacy and other pharmaceutical bodies. For general misinformation the answers eclipse anything yet reported this century.

The following is a partial list of the questions and answers:

1. Q. What are nutgalls? A. An excrescence which is deposited by a certain fly then grooms cream of tartar.

2. Q. What is meant by term collyrium? A. This is a kind of a gargle which is swallowed and then vomited up again.

3. Q. What is Black Draught? A. This is a draught used by the colored population of the South as an emmenagogue.

4. Q. What is the source of Picrotoxin? A. It is obtained from *Picra* (Hicry Picry).

5. Q. Give synonym and uses of absinthum. A. Wormwood, obtained from the same plant that furnishes Levant Wormseed, and it is used to combat worms, particularly pin worms. It is not strong enough for tape worms.

6. Q. In poisoning, by what substances should oils not be employed? A. In poisoning by soaps, because this neutralizes the oil. Another answer: In no kind of poison—because both the oil and the poison would become spoiled and neither could be used again.

7. Q. In poisoning, by what substance should the stomach pump be avoided? A. In all corrosive poisons, because the tip of pump is made of metal or rubber and the corrosive substance would corrode the pump and render it unfit for further use.

8. Q. Name three emetics (common) with doses. A. Give him first mustard, one ounce in a pint of water. If this does not work, then give him zinc sulphate, 20 to 30 grains. If this also stays down you can try about 5i of copper sulphate. If this also does not act I am afraid that nothing can be done for him, but you might call in the doctor.

9. Q. Symptoms and treatment of poisoning by Fowler's Solution? A. By poisoning Fowler's Solution—that get convulsions and sevir boiling in the apertornel, it shall be given calmsid magnes and ametics.

10. Q. Symptoms and treatment of poisoning by carbolic acid? A. Tha git whit spats on the mault and oder of carbolic acid and pane in the apertornel, it shal be given alcohol and then plente of milk and ametics.

11. Q. What is the duty of the pharmacist if a large dose is prescribed? A. To nofind the phazisen and not to give if he can help, if not he shal find out for wat kind dezise and porpoise it is and give the rigt doz.

12. Q. What are the symptoms of Belladonna poisoning and antidote? A. They are wick pools and slo bithing of the heart and attecck the poiple of the lye. It shal be given for a antidote atropine and artiofils resparasin.

13. Q. What should the pharmacist do when selling a poison? A. (1) He should not do anything. He should not sell it. (2) Take the name and address and make them sine the book. If they cannot write you can sine it yourself. All poisons must be registered in the book.

14. Q. What is a fruit? A. A fruit is a round globular shape and it is fleshe and containing seeds, it falls down to the ground wen ripe, fruits aer classified in monocatelidan and di catelidan.

15. Q. Give source and method of obtaining wood alcohol. A. From wood. The wood is first roasted and then it is subjected to much pressure and after this it is treated with Benzin to extract the alcohol.

A number of articles given for identification follow:

Lead Plaster: Identified as chewing gum (unflavored).

Lead Plaster: Identified as cacao butter, soap plaster, chewing gum (unflavored).

Compound Licorice Powder: Powdered opium, Dover's powder, powdered fennel, aromatic powder.

Green Soap: Ox gall, vaseline, mineral oil, coal oil, linseed oil.

Solution of Ammonium Acetate: Ammonia water (dilute), solution of ammonium carbonate, dilute hydrochloric acid, chlorine water.

Caffeine: Quinine, morphine, salol, resorcin, absorbent cotton, strychnine (poor sample).

Balsam Copaiba: Oil of tar, oil of bay, aromatic oil, thick oil of cubeb, balsam of fir, Canada turpentine, Venice turpentine.

Calcium Sulphide: Rotten stone (rotten odor), liver of sulphur, reduced iron, some decomposed salt.

Collodion: Compound spirit of ether, ether, spirit of nitrous ether.

Powdered Rhubarb: Powdered opium, aloes, aloin.

Emulsion of chloroform: Chloroform liniment, emulsion of cod liver oil and chloroform.

Citric Acid: Camphor, sodium sulphate, tartaric acid, thymol, borax.

Syrup: Glycerin, aromatic elixir, castor oil.

Dried alum: Tartaric acid, citric acid, zinc sulphate, bichloride of mercury.

Syrup of Wild Cherry: Linseed oil, syrup senega, syrup cherry laurel, syrup of hydrocyanic acid.

Fluid Extract of Licorice: Tincture of rhubarb, sweet, mistura glycerhizae, elixir, pectoralis, fluid extract of senna.

Compound Tincture of Benzoin: Tincture balsam Peru, tincture styrax, tincture aloes, aromatic fluid extract.

Water: Hydrogen peroxide, liquor sedans, dilute chlorine water.

Salicylic Acid: Caffeine, morphine, quinine, naphthalin, resorcin, salol.

THE PREPARATION OF OXYGEN FROM AIR by means of solvents has been made the subject of investigation by George Claude (Compt. rendus). The author tried a number of liquids for separating the gases of the air by means of unequal solubility at low temperatures, but was unable to obtain commercial results. In most solvents, oxygen and nitrogen were found to be nearly equally soluble. Alcohol was found to be far superior to water as a means of separation. It proved impracticable to employ this solvent, as the loss by evaporation was too large.

NICOTINE SALICYLATE.—A process for the preparation of nicotine salicylate for use in destroying insects and fungus growths upon plants has been granted to G. H. Richards. In this process forty-two parts by weight of salicylic acid are heated with fifty parts of nicotine, the resulting compound is then allowed to crystallize, dried and weighed. The combination is a stable one, and may be completely volatilized without decomposition.

MANGANESE POISONING.—Cases of chronic poisoning of employes in factories in which manganese peroxide is ground are reported by Von Emden (Munich Med. Wchschr.). The poisoning is characterized by a general muscular weakness and to a certain extent a paresis of certain muscle groups. It was found that the kidneys of normally healthy workmen excreted manganese, while none of the element was excreted in cases showing symptoms of poisoning.

THE ACTIVE PRINCIPLE OF SENNA LEAVES.—Ameng (Apot. Zeit.) finds that cathartic acid, the active principle of senna leaves, and considered by a number of authorities to be a glucoside, consists in reality of two glucosides or a double glucoside, easily splitting up into two similar bodies. He further finds that this double glucoside is identical with that found in frangula and cascara sagrada.

THE GERMINATING POWER OF SEEDS is, according to T. Tammes (Bot. Centralbl.), not affected by exposure to the direct rays of the sun even during long periods. Solar rays, which have such a destructive effect upon bacteria, were found to have no influence upon the seeds of a number of common plants.

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NEWS DEPARTMENT.

N. A. R. D. NOTES.

Chicago, Dec. 7, 1901.

The following is a partial list of the associations that have recently become affiliated with the N. A. R. D.: Alabama.—Northeast Alabama Association, comprising St. Clair, Cherokee, De Kalb, and Etowah counties.

Illinois.—The following county associations: Clay, Marion, Bond, Ford and Macoupin.

Iowa.—The following county associations: Howard, Hancock, Hardi, Winnebago, Hamilton, Blackhawk, Washington, Keokuk, Wapello, Davis and Chickasaw. The president of the last named writes: "We had a good October meeting. All druggists in the county were present, except two, and they will join later. We were all pleased with the work done so far. I can see the results of it every day. Our Nashua friends all came out, and did the nice thing by sending out neatly written cards and gave us a nice little spread, which made everybody feel on good terms, etc. Please advise me at any time if there is anything that I can do. Yours truly, J. S. Wilkins, Pres't, New Hampton, Iowa."

Kentucky.—The following county associations: Marshall, Calloway.

Michigan.—Oakland county, Lapeer county.

Minnesota.—Cottonwood, Murray, Pipestone, and Lyon counties.

New York.—Twenty-one of the twenty-nine druggists in Wayne county attended the meeting called for the purpose of perfecting a county association at Lyons, Nov. 19. Prices were advanced from 20, 40 and 75 cents to 25, 50 and 90 cents, respectively. Considerable enthusiasm was manifested.

Ohio.—The following county associations: Seneca, Wyandot, Sandusky, Ottawa, Wood, Champaign, Logan, Union, Licking, Knox, Morrow, Jefferson, Harrison, Carroll, Tuscarawas, Muskingum, Coshocton, Belmont, Perry, Morgan and Noble.

Wisconsin.—The following county associations: Iowa, Brown, Outagamie, Winnebago, Jefferson, Juneau-Adams, Wood and Sauk.

Dr. J. A. Schenck & Son, of Philadelphia, recently wrote the Secretary of the National Association, as follows: "We lately have had many evidences of good-will from our natural friends, as you truly say, and to them, by your courtesy, we extend our thanks. You have our best wishes that you may be successful in your new work, in which we assure you you have our hearty co-operation."

The Pueblo (Colo.) Pharmaceutical Association now includes in its membership every dealer in proprietaries in that city, eighteen in all. Through the efforts of the association price cutting has entirely ceased, and the conditions there are highly satisfactory.

Secretary Kloster, of the Sioux City Association, recently called at the National Secretary's office to express his appreciation of the help afforded the druggists of that city by the N. A. R. D. Good prices are now being maintained there, and the outlook upon the future is bright.

The following is quoted from Secretary Wooten's report to the association, at its Buffalo convention:

"At the January meeting I brought to the attention of the Executive Committee the fact that aggressive cutters are being supplied with proprietaries by certain persons and firms who make a practice of buying up old proprietaries and redressing them with labels and cartons obtained from the manufacturers. The enormous amount of proprietary goods that have heretofore changed hands in this manner has been a general surprise, and our investigations have revealed some extraordinary conditions in regard to this traffic. It is a pleasure to say that through the co-operation of the proprietors this evil has been curtailed until now it is easily held within bounds, though it is believed the necessity for vigilance will continue to rest upon the secretary's office."

Referring to the practice of redressing old patents, Dr. R. Schiffman, of St. Paul, says:

"We have been in constant fear that an occasion may arise where we shall, by a refusal, wrong some druggist who has stock on hand which was damaged in a legitimate way, and which by all right should be exchanged. We are very glad that your association has taken the matter up, and in the future we will be glad to communicate with you upon any request we receive of such a nature. You seem to be making headway right along and we are pleased to see it."

On this subject the Emerson Drug Co. wrote as follows:

"Regarding supply of new wrappers and labels for damaged goods, will say that we most heartily agree with the suggestions of your association, and shall govern ourselves accordingly. As a matter of fact, we have always been most careful in this respect, and in only one or two instances have we supplied dealers with wrappers for damaged goods. We are pleased to note that your association is working on such broad lines and with the co-operation of manufacturers and wholesalers, and we feel confident that success will crown your efforts."

After a number of months of demoralization, price cutting has been stopped at Summitville, Ind., greatly to the satisfaction of the druggists of that and surrounding towns.

In a letter recently received from J. M. Grosvenor & Co., of Boston, the firm says: "We are much interested in your work, and we sincerely hope that success will in every way be the result of the efforts of the few who have been putting in good work on this cause."

The following is from a recent letter of the J. C. Ayer Co.:

"We are certainly in sympathy with the work which you are doing, work which has brought great results to the retail trade. We might as well close shop unless we have the good-will of the retail druggists. We do not believe this is to be obtained by having pretty prices for them, nor by throwing out propositions of uncertain interpretation. The best way to obtain the confidence and good-will of the retail trade, so far as we know, is to do a straightforward business upon honest business principles. We have always found that this is all the retail druggist has ever asked. In other words, do business on the dead square, and everything will be all right. We wish to extend to you the thanks of the company for the thorough, systematic and most successful work which your association has accomplished, and especially for the even better things which the future is bound to bring."

In reply to the inquiry of a correspondent as to whether price restriction had been turned down for another year, an officer of the N. A. R. D. wrote:

"The Worcester plan has not been turned down at all. On the contrary, this plan in the hands of the new Executive Committee will be enforced just as vigorously as it could have been by its most ardent supporters at Buffalo. Steps have already been taken to test its enforceability in Illinois, or, to speak more correctly, to ascertain whether legal price restriction is compatible with the anti-trust law of this State. Not a moment will be lost in obtaining this knowledge, and no stone will be left unturned to put price restriction into effect throughout the country. It is clearly understood by the Executive Committee that price restriction is a part of the N. A. R. D. plan, and as such it will be enforced."

NOT "P. D. & CO.'S" VIRUS.

Detroit, Mich., Dec. 7.—To the Editor: We ask a favor which we believe you can grant with perfect propriety in the columns of your valued periodical, and which will be a simple act of veracity and of justice to us. We respectfully ask you to apprise your readers, on the faith of our positive assurance to you, that not one of the recent tetanus fatalities following vaccination at Camden, Atlantic City, Bristol, Brooklyn, Cleveland and St. John, N. B., succeeded the employment of our vaccine virus. In not a single, solitary one of the cases was our vaccine used. We incriminate no one's vaccine, but we propose to assert the truth about our own. If we can prevent it, no physician or pharmacist shall labor under the false impression that a fatality has ever followed, either by coincidence or by cause and effect, the application of vaccine virus or serum bearing our name. Very respectfully yours, Parke, Davis & Co.

NEW YORK AND VICINITY.

DRUG MERCHANTS OF AMERICA, INCORPORATED.

New Co-operative Organization, Incorporated Under the Laws of West Virginia. Will Conduct a General Financial and Commercial Business. A Membership of Nearly 300 Claimed.

The "Drug Merchants of America, Incorporated," a co-operative organization, has recently been incorporated under the laws of West Virginia. J. Edward Howard, the secretary of the corporation, says that at present there are nearly three hundred members and new names are being added every week.

The object of this new corporation, according to a prospectus issued, is to conduct a general, financial, mercantile and commercial business affecting the interests of the manufacturing and retail drug trade, to maintain an office as an exchange for unsalable goods and to effect a general purchasing system of manufactured and crude drugs, for the benefit of the individual stockholders of the company. In other words, it is a corporation formed for the purpose of buying all kinds of drugs, medicines or proprietary preparations at the lowest prices obtainable from the manufacturers, the stockholders to get the benefit of all such prices.

The capital stock of the corporation is \$10,000, divided into 2,000 shares of the par value of \$5 each. The prospectus says the property and business of the corporation is managed and controlled by a board of nine directors, chosen by and from the stockholders by a majority vote of those present and voting. Only one certificate of stock in the corporation is issued to one individual, firm or corporation in any incorporated village, town or city, and no individual, firm or corporation can become the owner of more than one. Assessments may be levied by the board of directors upon each share of stock, but such assessments are not to exceed \$10 per annum, and these are to be paid at such times and in such amounts as determined from time to time by the board of directors. Stockholders are expected to report to the secretary the name of any individual, firm or corporation manufacturing a medicine not generally known to the trade, giving information concerning the financial standing of the maker and the merits of the remedy.

The incorporators are Henry C. Hall, Waltham, Mass.; Fred. H. Hubbard, Newton, Mass.; William C. Bolton, Brooklyn, N. Y.; Judson B. Todd, Ithaca, N. Y.; Thomas Stoddard, Buffalo, N. Y.; J. C. Brady, Fall River, Mass.; George C. Lyon, Providence, R. I.; Henry J. Steiner, Norwich, Conn., and Louis K. Liggett, Boston, Mass. The present officers are: George C. Lyon, of Hall & Lyon Co., Providence, R. I., president and general manager; Thomas Stoddard, of Stoddard Bros., Buffalo, N. Y., vice-president, and J. Edward Howard, No. 708 Fulton street, New York, secretary and treasurer. The directors are: George C. Lyon, Thomas Stoddard, William C. Bolton, of Bolton Drug Co., Brooklyn, N. Y.; James De Moville, of the De Moville Drug Co., Nashville, Tenn.; James C. Brady, Fall River, Mass.; B. May, of the May Drug Co., Pittsburg, Pa.; E. G. Isaacs, of T. P. Taylor & Co., Louisville, Ky.; Henry J. Huder, Indianapolis, Ind., and O. C. Reed, Toledo, Ohio.

The office of the secretary, J. Edward Howard, is at No. 108 Fulton street, New York. Mr. Howard, who was formerly with the wholesale drug firm of Farrand, Williams & Clark, Detroit, gives as the reason for the incorporation in West Virginia that the law there provides that the annual meeting may be held within or without that State, and considering the vast territory covered by the stockholders it would not be advantageous to have the meeting confined to any one state. He says that the corporation at present represents between \$15,000,000 and \$20,000,000 worth of business every year, and that from present indications this amount will be considerably increased by the first of the year. Mr.

Howard says that the corporation should not conflict in any way with the N. A. R. D. Asked if they anticipated any trouble in securing the goods from the manufacturer he said that there was no reason to expect it, and that every manufacturer would probably consider the corporation strong enough to make it an object for them to get the trade, and makers of sundries would also solicit the corporation's business.

Mr. Howard says the stockholders will be able to save money on all goods purchased through the corporation, the majority of proprietary preparations being obtained at the manufacturers' net price, and in some cases at a lower figure. "This can be done," said Mr. Howard, "by combining the orders of stockholders on one article and purchasing a thousand gross or more of any one manufacturer's product. All stockholders are on a par. In the sundry line, the stockholder, in addition to the money saved in purchases will be able to get an exclusive line of goods that his competitors cannot handle and on which his profits will be greatly enhanced. Take for example a soap, which can be purchased in 5,000-gross lots under any name designated by the corporation. All goods are purchased for cash, and each stockholder sees samples of goods before remitting his purchase money to the secretary."

According to the prospectus the stockholders of the corporation will be protected against unscrupulous manufacturers, and an exchange market for unsalable products will be conducted by the secretary. The stockholder is said to get the full benefit of all discounts, as nothing is reserved for expenses, the stock assessments providing for these. The secretary is the only salaried official named in the prospectus, which says results will not be given before February or March 1, 1902, as it is necessary to compile statistics to show manufacturers exactly what amount of trade is represented in the different states. A list of the first one hundred subscribers is published in the prospectus, and contains the names of some of the most prominent and well-known retail druggists in the United States.

"RED ALBUMEN" IN GREAT DEMAND.

Another Scheme of the U. S. Salyx Co., Exposed.

Same Concern Exploited the Fraud "Black Pepsin" Some Years Ago.

The wholesale druggists of New York have been literally deluged with orders for "red albumen" during the last week, and there seems to be no let up to the demand for the article. Some orders are received for "red albumen," some for blood albumen and others merely state that the article wanted is albumen. In almost every instance the wholesaler has been asked to "rush" the order, and numerous orders have been received by telegraph and invariably with the word "rush." The orders received have been for amounts of one pound up to as much as seventy-five pounds and have come from druggists in all parts of the United States. Many of the dealers have been supplying blood albumen where the customer has not specified "red albumen," and several thousand pounds of blood albumen have been sent to out-of-town druggists this last week. The unusual demand on the article was the cause of an advance in price. In most cases where the customer called for "red albumen" the dealer has written explaining that "nothing is known of the preparation, except that it is made by the United States Salyx Co., New Concord, Ohio, which fact is enough to condemn it without any investigation, as that concern exploited the now well known frauds 'black pepsin' and 'per algretta,' which have been repeatedly exposed by the various pharmaceutical journals and the chemists of the Department of Agriculture, at Washington.

The cause of the extraordinary demand for "red albumen" is attributed to letters which have recently appeared in daily newspapers throughout the country. The letters are all worded exactly the same, and most

of them are signed, "Pharmacist," and dated New York City, November 27, 1901. The "letter" is addressed to the editor of the paper in which it appears, and tells of the writer hearing a lecture before the chemical class of the medical university where he was a student, in which the professor, while analyzing an egg, stated that "the reason hens did not lay as many eggs in winter as in summer was that in winter they could not get the necessary food to produce the yolk of the egg, and if farmers would feed their fowls powdered red albumen in winter they could have as many eggs as in summer." The writer then told how the "red albumen," which could be bought at any drug store for 60 cents a pound, should be mixed with black or red pepper, and some ground feed, half wheat-bran and half cornmeal. He also explained that his father and brother were farmers, and had fed their hens with this mixture, with excellent results and were making fine profits selling eggs.

Naturally, every farmer or person interested in fowls who read the article, rushed to the drug store for some "red albumen," and doubtless many of them were greatly surprised to find that the druggist could not supply the article. For some little time druggists were puzzled as to what caused the sudden demand for "red albumen," and orders were sent to the nearest jobbers "post haste." It was not long, however, till the "scheme" was unearthed, and it is said few druggists are supplying "red albumen," although many are still having a good sale for blood albumen.

That the scheme originated from the same source as did the "black pepsin," "per algretta," "compound extract of salyx," "hypersamphire" and similar fraudulent preparations which have been exposed in the Era, is evident from a circular recently received by wholesale druggists in this city, sent out over the name of the "U. S. Salyx Co., New Concord, Ohio." This circular says, "We will advertise red albumen \$100,000 worth this month, so you will surely have orders very soon. Red albumen will make hens lay all winter, no matter how cold it may be. It is a powder put up in five-pound packages, 20 packages to the case. Retail 60c a pound. Wholesale, \$2 a package, 40c a pound; 15 per cent. off to wholesale and jobbing trade." In the same circular are listed "Powdered Puri Viti, a powder for preserving fruit in a natural state without being heated or sealed," "Per Algretta," "Hypersamphire," "Compound Extract of Salyx" and "Zulu Vniier."

It is hardly necessary to state that as soon as the New York dealers found out the source of the so-called "red albumen," orders were not sent out, only those for blood albumen being filed.

The fraud "black pepsin," which was exposed in the Era, and on which a Government report was issued from Washington, was claimed by the makers, the "U. S. Salyx Co.," to increase the yield of butter. The preparation was shown to be composed of salt, annatto, rennet and organic matter, worth about 3 cents per two ounces, and which was supposed to retail at \$2.50 per two-ounce box.

It is said the "red albumen" sent out by the concern is composed of ground oyster shells and red pepper.

The same method of advertising "black pepsin" was used as has been employed in creating the demand for "red albumen." The company at that time, 1893, stated in a circular to the dealer that \$25,000 would be expended in advertising three specialties, one of which was "black pepsin."

GERMAN APOTHECARIES SOCIETY.

Annual Meeting and Election of Officers.

The annual meeting of the German Apothecaries Society of this city was held on Thursday evening, December 5, with President Charles F. Schleussner in the chair. The minutes of the previous meeting were read and approved and the annual reports of the various committees were received.

An invitation was received from Prof. Charles F. Chandler, for the members of the society to visit Columbia College some time in January. The invitation was



CHARLES H. GAUS, Mayor-Elect, ALBANY, N. Y.

Mr. Gaus is a well-known retail druggist at 202 Washington avenue, Albany, N. Y. He was elected mayor of the capital city, at the election held November 5, for a term of two years, beginning January 1 next. Although Mr. Gaus has always been actively engaged in the drug business, he has found time to serve his country and city in various official capacities. He was born in Ohio in 1840, and served as hospital steward during the Civil War. He has been a member of the National Guard of the State since 1880; and since 1886 to the present time has served continuously as Inspector of Small Arms Practice. He has served as a member of the County Board of Supervisors, member of the Albany School Board from 1880 to 1894, has been City Street Commissioner and President of the Board of Assessment and Taxation. He is a Director of the Park Bank, Mutual Insurance Company and the Albany Exchange Savings Bank of Albany. He has been a member of the American Pharmaceutical Association and of the New York State Pharmaceutical Association since 1870.

accepted, but no definite date for the visit was decided on. The principal business before the meeting was the election of officers for the coming year, which resulted as follows: President, Charles F. Schleussner; First-vice president, Carl Schur; Second-vice president, Oscar Goldman; Treasurer, Felix Hirseman; Recording secretary, Charles Klippert; Corresponding secretary, Sidney Faber; Archivist, George Leinecker, Librarian, George Stolzenburg; Board of Trustees, Carl Schur, Henry Imhof and Carl Kessler; Delegates to the American Pharmaceutical Association, Felix Hirseman, John M. Fisher, Henry Imhof, Charles Plump and George Kleinau; Committee on Legal Defence, Carl Schur, H. Imhof and Charles Klippert. Paul Arndt was made chairman of the committee on amusements.

THIEVES VISIT DRUG STORE.

William D. Brown, senior clerk with druggist Joseph Weidenfeld, Third avenue, near 106th street, recently had an interesting experience which will not be forgotten by him for some time. Mr. Brown sleeps in the building near the drug store, and about half past one o'clock, on the morning of November 29, Mr. Brown was awakened by three sharp rings from the night-bell, which is connected with his room for customers' convenience. He answered the call immediately, and found a well-dressed man at the door, who expressed a desire to have a prescription filled. The prescription called for twelve powders, to be made of three grains of morphine and one-half dram of pepsin, and while putting up the powders another man walked into the store. The first caller

stood by the prescription case and the other man, thinking he was unnoticed, proceeded to help himself to articles on the show cases. Mr. Brown saw him and at once locked the store door. The man paid for his prescription and proceeded to depart, but was confronted with a revolver in the hands of the clerk, who explained to the gentlemen that he had treated them fairly, not having made any extra charge for the prescription on account of its being a night call, as he could legitimately do if he wished. He had noticed that the second man to enter had been passing goods to the first, and concluded they were accomplices. It took little persuasion to induce the thieves to give up the stolen goods, as the revolver which, by the way, Mr. Brown says was not loaded, commanded the respect of the visitors. The thieves returned the articles and begged Mr. Brown to say nothing more of the matter, and after debating with himself as to what was best to do Mr. Brown allowed the culprits to depart. It is thought the same men attempted to gain entrance to another store on Third avenue, but were unable to do so. Mr. Brown is a graduate of the New York College of Pharmacy, '95, and has been senior clerk with Mr. Weidenfeld for several years.

N. Y. C. P. ALUMNI DINNER.

The annual dinner of the Alumni Society of the New York College of Pharmacy held Wednesday eve, December 4 was pronounced the most successful ever held and the attendance was the largest on record, there being eighty-two guests at the tables. The dinner was held at the "Arena," on Thirty-first street, near Broadway.

President Charles S. Erb, acted as toastmaster and some of the speakers were: Prof. Charles F. Chandler, Dr. Henry H. Rusby, Prof. W. Coblenz, Ernest Molwitz, Dr. F. C. Tuthill, Ewen McIntyre and Arthur C. Seales. Excellent music was provided during the evening and the dinner was all that could be desired.

The members of the committee in charge of the dinner were: B. R. Dauscha, chairman, R. H. Timmerman and E. F. Pfaff.

WHOLESALE DRUG TRADE BOWLING ASSOCIATION.

The results of last Saturday's bowling games of the Wholesale Drug Trade Bowling Association were as follows: Roessler & Hasslacher Chemical Co., 715, against Colgate & Co., 835; Johnson & Johnson, 816, against the Roessler & Hasslacher Chemical Co., 632; Johnson & Johnson, 840, against Colgate & Co., 812; Church & Dwight Co., 779, against Powers & Weightman, 645; Powers & Weightman, 745, against Parke Davis & Co., 836; Church & Dwight Co., 783, against Parke, Davis & Co., 830. The Dodge & Olcott team is still in the lead, having won eight games and only lost two, with 861 as the highest score rolled by any team in the league. Johnson & Johnson's team is a close second, with seven games won and three lost, and 851 the highest score.

ELI LILLY & CO. TO OPEN N. Y. BRANCH.

Eli Lilly & Co., Indianapolis, Ind., will open a branch office in New York City, at No. 133 William street, about January 1.

Charles J. Lynn, who is at present stopping at the St. George Hotel, Brooklyn, will manage the new branch and have charge of the Eastern trade, directing the traveling salesmen throughout the East from this city.

Mr. Lynn is well known in drug circles throughout the West, and is not a total stranger in the East, having made several trips here in his firm's interests. A full stock of the firm's preparations will be carried at the New York branch, and the company will have representatives in all the eastern states.

MRS. ROBERT K. SMITHER OBTAINS DIVORCE.

Mrs. Lucretia C. Smither has obtained an absolute divorce from her husband Robert K. Smither, the well known retail druggist of Buffalo and president of the New York State Board of Pharmacy. The allegations in the petition for divorce are made on statutory grounds. The decree of the court gives Mrs. Smither the right to

remarry, awards her the custody of the only child of the union, and besides giving her the residence and property at No. 456 Elmwood avenue, Buffalo, orders Mr. Smither to pay her \$125 alimony on the first day of each month.

NOTES.

—The following retail druggists were among the visitors in New York during the past week: Joseph K. Brown, of Roussseau & Brown, Woonsocket, R. I.; Franklin C. Burk, Flemington, N. Y.; W. H. Jones, Stamford, Conn.; H. Allen, of the L. Rockefeller Co., Englewood, N. J.; L. J. Schlesinger, Yonkers, N. Y.; Mr. Russell, of Russell & Lawrie, Tarrytown, N. Y.; R. S. Matthews, Atlantic Highlands, N. J.; T. N. Benjamin, of M. F. Benjamin's Sons, River Head, L. I.; Charles A. Rapelye, Hartford, Conn.; J. K. Smith, Brewster, N. Y.; Mr. Young, of Lee & Osgood, Norwich, Conn.; C. F. Freeman, of the Naugatuck Drug Co., Naugatuck, Conn.; H. J. Steiner, Norwich, Conn.; Charles H. Hall, Plainfield, N. J.; J. B. Johnson, manager of C. A. Pettinger's pharmacy, Englishtown, N. J.; W. B. Duryee, Freehold, N. J., and C. F. Pinks of the Meriden Drug Co., Meriden, Conn.

—C. M. Thompson, a retail druggist of Derby, Conn., is having trouble with the financial end of his business and is now offering, through his lawyer, to settle with his creditors by paying 25 cents on the dollar. The lawyer announces the offer with the information that if it is accepted and a settlement made the business will be continued, but otherwise the druggist will be compelled to close all accounts and discontinue business. It is said the business has been conducted on borrowed money and that the party who furnished the funds recently died, necessitating the closing up of his estate. Hence the druggist's present financial troubles.

—Joseph Cadon, has put in a plea of guilty and is to be sentenced by Judge Newburger in the Court of General Sessions tomorrow (Friday). Cadon was arrested at the instance of the State Board of Pharmacy, September 6, and charged with perjury. He at first pleaded "not guilty" but later changed this to one of "guilty." Sentence was to have been pronounced Wednesday, December 4, but for some reason was deferred. Cadon is now in the Tombs and it is said his friends are using every available influence to have the sentence made light.

—The "Peoples' Drug Store," conducted at No. 2284 Eighth avenue by Jacques A. Carpentier, is now a thing of the past. The landlord dispossessed his tenant and Mr. Carpentier's stock and fixtures were put on the sidewalk. C. N. Crittenden & Co., seized the goods, as they hold a mortgage on them, as well as on some of the druggist's household effects.

—Fred. A. Gonya, of Doe & Gonya, proprietors of drug stores at Palm Beach, Fla., and Bar Harbor, Me., was in the city a few days last week and called on his friends. He was accompanied by Mrs. Gonya, a bride of four weeks. The couple sailed for Jacksonville, Fla., December 4, and will spend the winter at Palm Beach.

—The Wassell Pharmacy is about to establish another branch store at the corner of Broadway and 33rd street. At present there are two stores known as the Wassell Pharmacy, at No. 1932 Madison avenue and No. 961 Columbus avenue. Possibly the stock of one of the latter will be moved to the new branch.

—Henry Klein, of Cardington, Ohio, was in the city last week making calls in the trade. Mr. Klein is a representative of the Cardington Novelty Co., manufacturers of specialties in store fixtures and wooden novelties and is the inventor of many articles used in fitting modern stores.

—J. L. Buell, of Marietta, Ohio, for some time representative in Texas for Parke, Davis & Co., is in the city and will soon start on a trip in the Eastern States for his firm. M. O. Martin, Eastern Pennsylvania representative of the same house is also in New York.

—Theodore D. Buhl, of Detroit, president of Parke, Davis & Co., with Mrs. Buhl was a visitor in the city last week, and stopped at the Waldorf. Mr. Buhl was entertained at the Drug Club by Col. E. W. Fitch, manager of Parke, Davis & Co.'s New York branch.

—E. D. Paxson, druggist at No. 1449 Broadway has issued an announcement to the effect that the drug business conducted at that number will hereafter be under

the firm name of E. D. Paxson & Co., Incorporated, but the management will be the same as heretofore.

—Dr. Bernard Heyunga, proprietor of the pharmacy at No. 1155 Second avenue, was fined fifty dollars on November 29 for violating the pharmacy law. He was charged by the Board of Pharmacy with leaving an unregistered clerk in charge of the store.

—Frank K. Gano has opened a drug store at Long Branch, N. J. He was formerly with druggist J. T. Britton of that city, and is well known in the vicinity. Mr. Gano was in New York several days last week, making purchases for his store.

—Dr. Louis Merck of the drug and chemical house of E. Merck, Darmstadt, Germany, arrived in New York on the steamer Kronprinz Wilhelm last week. Emil Levi, of C. F. Boehringer & Soehne returned from his European trip on the same boat.

—J. C. Burgess, of the Charleston Drug Co., Charleston, S. C., was in the city last week making purchases for his house, which is about to establish a wholesale drug business in Charleston, in the building formerly occupied by Dr. H. Baer.

—William S. Merseureau, of Schieffelin & Co., sailed on the Campania last Saturday for Europe. Mr. Merseureau will probably be absent about two months and expects to visit the principal business centres of England and the continent.

—C. V. Losee, proprietor of the drug store at No. 1123 Lexington avenue, corner of 78th street has purchased the store at No. 51 Catherine and will conduct it as a branch of his present business.

—John C. Whiteley has opened a drug store at Third avenue and 91st street, Fort Hamilton, Brooklyn. Mr. Whiteley was formerly with Koehler's Prescription Pharmacy, Court street, Brooklyn.

—W. B. Ackerson, for a long time proprietor of the drug store at No. 823 Lafayette avenue, Brooklyn, has sold the business to Cornell & Campbell, druggists at No. 71 Reid avenue, Brooklyn.

—E. E. Fisher, a well known retail druggist of Bridgeport, Conn., is offering his store for sale. Mr. Fisher intends entering the wholesale crockery and glassware business in Buffalo.

—Henry Phalon, of "night blooming cereus" fame, is in the city and has announced his intention to place another toilet article on the market in the near future.

IN AND ABOUT BOSTON.

DRUGGISTS CANDIDATES FOR PUBLIC OFFICE.

Boston, Dec. 7.—Several druggists in this city are just now on the "anxious seat," because they are candidates for public office, in the coming municipal election. In years past representatives of the drug trade have often been identified with the city government with much credit to themselves and benefit to their fellowmen. Among this year's Democratic candidates for Alderman is William B. Heath, a descendant of Gen. William Heath or Revolutionary fame, and a relative of the late Charles Sumner. Mr. Heath is a graduate of the Massachusetts College of Pharmacy, and for many years has been a druggist in Jamaica Plain. Mr. Heath is pledged to five-cent fares, the improvement of streets, promotion of public play-grounds, and the immediate erection of new school-houses and an engine-house. Among the Republican candidates for the Common Council are Frank E. Gaylord, of Ward 12, an apothecary at 1381 Washington street; he is a candidate for re-election; William M. Curtis, who is a candidate for re-election, is an apothecary at 2989 Washington street, and Frank H. Howe, candidate from Ward 25 for a third term. He is a member of the firm of William A. Howe & Co., apothecaries, 14 Franklin street, Allston.

DEMAND FOR VACCINE POINTS.

Boston, Dec. 7.—Although the cases of small-pox have decreased somewhat in number, there still is felt the general alarm recently awakened by the spread of this dreaded disease, therefore the druggists hereabout continue to do a great business in selling all that the pre-

vention of the malady calls for. Vaccine points, shields, absorbent cottons, adhesive plaster in strips, salves and like things have been in great demand and the wholesalers cannot nearly supply the retailers with all that they order along this line. In the general market trade in drugs has been only of moderate proportions, consequently no material changes in prices are found. Chemicals show greater activity, as a class, with a brisk call for many lines, manufacturers needing much just at this time. A firm tone marks alcohols, which keep rather steady, with fairly good business. Much the same may be said regarding tanning materials and dyestuffs. In hope the demand is measured by what is actually needed by consumers who are keeping close watch on the prices. Waxes are not at all a prominent figure in the market, so quiet are they as a class.

HOLYOKE DRUGGISTS TAKEN IN.

Boston, Dec. 7.—Holyoke druggists appear to have been taken in by a clever rogue who visited their stores recently, representing himself as the agent of the Franco-American Chemical Company, and he had little difficulty in selling the druggists more or less of what he stated to be the Dr. Coderre Pills, manufactured by this company. Later, owing to a bit of detective work of a young woman sent to visit about every drug store in Holyoke, some of the druggists found themselves in a peculiar position, with attachments served upon their stores and goods. It appears that the young man who sold the goods was wholly unauthorized and irresponsible, so the Franco-American Company claims, and it was in their interests and for their protection that the attachments were filed. They claim that the pills are forgeries and not by any means genuine, although the druggists acted with perfect innocence in buying them for the real thing. Holyoke druggists as a class are not of course the kind of men to buy fraudulent articles nor would they knowingly sell such goods to their customers.

DRUGGISTS SUED FOR \$3,000.

Boston, Dec. 7.—A recent case which came into the courts is that in which Charles W. Spear of Westfield brings an action of tort, seeking damages to the amount of \$3,000, against which Frank S. Mason, Sarah S. Mason and George J. Schirck, all of that town, are made the defendants, being owners of a drug store at which the plaintiff claims he was given tincture of belladonna instead of tincture of burdock, for which he asked. The plaintiff naturally did not know the difference in the two tinctures, relying wholly upon the responsibility of the druggists in the matter. He alleges that, after taking a part of the contents of the bottle, he suffered some ill effects and required the services of two doctors to attend him. He stated in court that he is now troubled with nervous twitching of muscles and that his eyes have been affected as a result of the medicine which he took.

NOTES.

—The funeral of Edward Carroll, whose death on Thanksgiving morning was caused by gas leaking from a street main into the drug store of the H. O. Nute Company, on Columbus avenue, corner of Dartmouth street, where he was employed, was held in Worcester, the service taking place in the Catholic Cathedral of that city. Several lawsuits directed against the Boston Gas-light Company for damages claimed in connection with the break in the company's main are likely to be brought soon. The H. O. Nute Company has a claim for damages in the hands of a lawyer who will also act for a number of individual victims. The drug people claim that they were practically unable to do business all Thanksgiving Day as a result of the break, and that their stock was damaged. Mr. Nute has intimated that suit may be brought against the gas company in behalf of Carroll's heirs.

—Three months in the House of Correction was meted out to a man charged with disorderly conduct and the breaking of several plates of glass in the windows of Putnam's drug store, corner of Henley and Park streets, in the Charlestown district of this city. A clerk saw the man crossing the street and locked the door so that he

could not enter the store, it being evident that he was under the influence of liquor. The man did not like this treatment and proceeded to smash the windows in front of the store. When the court found him guilty and sentenced him to three months, he appealed from this decision and was held under bonds to the amount of \$100. —As to the outcome of the recent great raid on the drug store of Thomas Joyce & Co., druggists at 141 West Broadway, South Boston, P. J. Cuddyer, a partner in the firm, who was arrested, has been fined \$100 for violation of the liquor laws. Thomas Joyce, whose name was also on the indictment, was discharged. The evidence in the case was heard in the South Boston court, before Judge Noyes. The penalty was imposed for two offences—\$50 for selling liquor and \$50 for keeping and exposing it for sale.

—The entire stock of Edward A. Wood's drug store at the corner of Centre and Parker streets, in the Boylston station part of this city, has been purchased by George R. Pierce for his pharmacy at the corner of Lamartine and Paul Gove streets, in that same district, to which place the stock has been transferred. Frank F. Ernst, who has a drug store at Lamartine street, has leased the former Wood's store and recently has opened it with an entirely new stock of goods.

—N. Lawton Graves, who petitioned for permission to erect a post with an illuminated druggist's mortar on it in front of his pharmacy at 569 Tremont street, this city, has been "thrown down." The Board of Aldermen voted the desired permission, but Mayor Hart vetoed the request and refused his approval for the reason that, in the opinion of the corporation counsel, the vote of the aldermen was contrary to Statute 1898, Chapter 352, and is therefore illegal.

—Frank W. Simard, a Clinton druggist, has moved from his location on High street, the main business thoroughfare of that town, to a much better location nearer the active business section. This brings the druggist back to a location which he had when he first opened for business in Clinton, from which he removed to the theatre building in which he was burned out, seeking then the place from which he has just moved back to his original store.

—On the charge of maintaining a liquor nuisance, Howard L. Horton, manager of the Carter Drug Company's store on Main street, in Peabody, has been in court where he pleaded nolo contendere. He was held in \$300 bonds until sentence shall be imposed. At the time of the raid a thorough search of the premises brought to light six gallons of whiskey in one keg, a jug and twelve bottles, also some gin in another jug.

—Owing to the fact that his health has been far from the best for some time past, George H. Colton, who for a number of years has been a member of the firm conducting the old-time pharmacy of the H. and J. Brewer Company, at the corner of Main and Sanford streets, in Springfield, has retired from business to private life.

—Millbury people now have additional drug store facilities in the reopening this week of the pharmacy of the late Frank Collins, which E. R. Mitchell of the Buffington Company of Worcester bought at the recent auction sale of the place. H. C. Holden, representing the same company, is installed as manager.

—A voluntary petition in bankruptcy has been filed by Frederick L. Breed, a druggist of Fairhaven, who owes his creditors about \$7,000 in round numbers, against which he has assets of a little more than \$1,600. Mr. Breed has been offered, and has taken, a position in a pharmacy at New Bedford.

—A new enterprise is the Pine Tree Needle Company, organized with a capital stock of \$10,000, none of which, however, has yet been paid in. The company proposes to make and deal in medicine, toilet and general sanitary preparations. W. D. Cram of Haverhill is president and treasurer of the company.

—On account of the removal of his home to Westfield, where he is interested in the drug business, T. J. Dewey, Jr., who for nearly five years has managed the former Balch pharmacy on Centre street in Chicopee, has closed that place, removing the goods to Westfield.

PHILADELPHIA.

P. A. R. D. SMOKER A GREAT SUCCESS.

Philadelphia, December 7.—Laying aside pestle and pill-tile for the nonce, and checking all local animosities with their coats at the hat room, Philadelphia druggists came together last Friday night for a good time, as guests of the P. A. R. D. at a "Smoker" given at the North Broad street Drawing Rooms—and they had it, regardless of everything else. Supporters of the "Tripartite" and the "Worcester" plans got together on a plan of their own, a plan to have a good time, while even the chronic kickers could not, for once, find anything to exercise their talents on. And the "rank and file?" If there was a druggist there who did not go home in a good humor with himself and the world in general it was because he had forgotten how to do it from long selling of postage stamps. Seriously speaking, the affair was an unqualified success and reflects the greatest credit upon the members of the entertainment committee whose idea it was; the one comment heard all over the hall was that such a "smoker" ought to be given at least every three months. It is too early to speak of the benefits that will come from this affair, they will be seen later in an increased confidence between druggists, a getting-together of all for the common work and a feeling of goodwill that will make possible any concerted plan of action. The sight of hitherto bitter competitors hobnobbing together over a glass of beer and of men who had "cut" each other for months jollily one another with good old jokes was a common one all over the hall, men who had only known one another as the "cutter on the next corner" swapped experiences and found out that both were "all right," and the few hours of jollity swept away, forever it is hoped, misunderstandings and jealousies of years. A dozen stilted meetings could not do a tithe of what the "smoker" has done for Philadelphia druggists.

Several hundred of Philadelphia's "finest" had arrived by the time the first number of the programme began, from that time on there was a steady stream coming and going, many druggists unable to obtain relief closing their stores earlier so as to attend. For the entertainment of their guests, the Entertainment Committee provided a programme of "Sketch acts," topical songs, monologues and dancing by talented vaudeville performers, every number of which had in it some bit of fun that brought down the house. The climax of merriment was reached when a song to the tune of "There'll Be A Hot Time in the Old Town To-Night" was sung from the stage by one of the performers. In this clever skit, the foibles of prominent members of the P. A. R. D. were told in witty verses, with a chorus of "There'll be a hot time at election next month" that was joined in by every man present who could, or thought he could, sing. The prevailing humor of Philadelphia druggists was plainly shown by the shouts which greeted the verse praising the "Worcester Plan"—that brought up a standing chorus. The inner man was bountifully provided for as well as his outer fancies. At the door, J. L. White, of "Worcester Plan" fame, presided over a capacious bowl of "grape punch" made from the new Waterman Grape Food, which was dealt out liberally to the thirsty guests. In an ante-room was set a table loaded with all sorts of "cold lunch," to be washed down with the plentiful draughts of bottled beer served without stint, a feature very popular this proved, while each member of the entertainment committee circulated himself and a box of "Cubanola" cigars around the hall, looking for "stumps" to replace with fresh cigars. The arrangements were perfect, coats and hats were checked free by skillful attendants, plenty of comfortable seats were ready for the weary and not a detail that would add to the comfort and enjoyment was lacking.

Among the many out-of-town people who enjoyed the hospitality of the P. A. R. D. were Messrs. Keene, president of the Kins' County Druggists' Association, Burton and Barrett, Camden Druggists' Association, Harvey of Wilmington, Ross and Pritchett of Norristown, and Dalton of Chester, these representing their respective associa-

tions here. A number of local and out-of-town people connected with the drug trade also availed themselves of the privilege of the one hundred paid tickets issued by the committee.

THE STATE BOARD AGAIN ACTIVE.

Philadelphia, Dec. 7.—Further developments in the present campaign of the State Pharmaceutical Examining Board against violators of the pharmacy laws seem to indicate that there is trouble ahead. The Philadelphia agent of the Board, a Mr. Paul, a Girard avenue druggist, is now actively engaged in visiting drug stores to ascertain if the provisions of the law are being strictly obeyed, particularly as to the employment of unregistered clerks and the sale of poisons. Druggists must understand that the fact that they may be in the store will not excuse them from the consequences of the sale of poison over the counter by an unregistered clerk, nor can they leave such men in charge to compound prescriptions even only an hour or so. To save Era readers from possible trouble the following "tips" are given. The sale of carbolic acid by unregistered clerks is being made the test, the purchaser waiting sometimes until the proprietor goes out and then goes in the store and asks for carbolic acid from the clerk in charge. A prescription containing morphine, or some other poisonous alkaloid, is handed in, asked to be filled, and if filled, note is made and the clerk so filling it is asked to show his certificate. Prominent display of the certificates of registration of all employed in the store must be made, but the display of the certificate of a former owner or employee will be a violation of the law and will be made ground for suit. The Board is now demanding the display of the last renewal receipts, and while the legality of this demand is questioned, it will be wise to comply with it. Inspection of the "poison register" may be made without notice, also the sale of liquors not according to law. These points should be made the text of an immediate "house cleaning" by every druggist if he would avoid a law suit and possible trouble and expense. This is no "crusade," simply an inspection to comply with the law requiring the Board to do so, and there will be no prosecutions on technical grounds, only for actual violations of the pharmacy law. However, where violations are found the druggist can blame no one but himself.

BUSINESS STEADY AND QUIET.

Philadelphia, Dec. 7.—Business conditions remain about the same as last week, steady and a bit quiet in most sections with a slight increase in the North-western. Hot soda has been a good seller during the week on account of the cold weather, the demand being chiefly for chocolate, coffee and beef-tea. Flannel and chamols "chest-protectors" are being prominently displayed in many stores and sales are reported as being pretty brisk just now, probably owing to a recent newspaper article recommending these as a preventive of consumption. There is a decrease in the number of cases of small-pox this week, 72, as compared with 113 last week. The new cases are mainly in the Twelfth, Eighteenth, Nineteenth, Twenty-eighth, Thirty-third and Thirty-seventh wards, only four cases are noted south of Market street and three in West Philadelphia. The recent tetanus scare over in Camden is responsible for a heavy falling off in the sale of vaccine, many people fearing to risk vaccination for their children. However, practically the rush for vaccination is over, so the scare will not cause local druggists much loss. The week has been without notable change in the wholesale district.

NOTES.

—Owing to the continuance of small-pox in Philadelphia the city has decided to offer free vaccination to all persons so desiring. Forty doctors under Dr. W. M. Angney began their labors today (Saturday) with a house to house visit in certain sections. The Health Officials are also distributing circulars urging the necessity of vac-

cination for everyone, and addresses are given where free vaccination may be obtained, and vigorous efforts are being made to dispel the alarm from the Camden tetanus cases. The truth of the matter is that Philadelphia has a severe small-pox epidemic and the sooner her citizens realize the fact the better for them. Druggists owe a duty to the community to urge vaccination on all their customers and should even give away vaccine to the very poor if necessary.

—The firm of Keasbey & Mattison, well known to the drug trade as pioneers in the manufacture of magnesium compounds, have subscribed \$25,000 to the new medical laboratories of the University of Pennsylvania, under date of No. 26 last. Dr. R. V. Mattison of this firm, is a graduate of the Department of Medicine, U. P., class of 1879. Now let some of our "patent medicine" proprietors or manufacturing druggists who have grown rich through the retail druggists follow the example and give substantial donations to our colleges of pharmacy.

—The members of the Philadelphia Drug Bowling League who went to New York to bowl out the New Yorkers and got "bowled" out in the flowing bowl of the banquet are once more in good trim and threaten all sorts of things to the N. Y.'s. Every Tuesday evening games are rolled off between the contesting teams, the club house at Ninth and Walnut streets being the rendezvous. A complete schedule of games will soon be given out.

—The December "Pharmaceutical Meeting" of the Philadelphia College of Pharmacy will be held Tuesday, Dec. 17, at 3.00 P. M. The following programme has been provided: "The Origin, History and Influence of State Pharmaceutical Associations," by Jos. L. Lemberger, Ph. M.; "The Pharmacological Assay of Drugs," by Dr. A. R. Cushny, University of Michigan; "A Useful Method of Filling Capsules with Essential Oils," by Wm. G. Toplis. Various exhibits and other papers are expected.

—It is stated that the suit entered by Dr. Garst through the P. A. R. D. to test the legality of the "Worcester Plan" in this State is progressing very favorably. There is an urgent need of more funds for the near future and subscriptions are asked for from druggists interested. All subscriptions and cash should be sent to Chas. Leedom, 1403 Filbert street, City.

—Through the aid of about 50 students of the Princeton Theological Department, Wm. E. Burke, a Princeton druggist, captured a burglar in his house a few nights ago. Returning from an out-of-town trip the druggist noticed a light in his house and called on the students for help, the house was entered and the bold burglar surrendered without resistance.

—The drug store owned for many years by A. F. Merrill & Co. has been sold by the surviving member of the firm to J. B. Winger, a former clerk. Since the death of Dr. Merrill some time ago this store has been quietly offered for sale, and as it has a fine location and trade, is a very good investment.

—An overheated stove caused a fire in the drug store of A. Roidot, Vine street above Eighth, last Tuesday, the loss amounting to about \$800. The upper floors of the building are used as a lodging house, and the smoke that filled the stairways narrowly escaped causing a panic.

—Lewis Haven's Sons new building at 528 Arch street for the firm of G. D. Feidt & Co. is rapidly nearing completion. This improvement will be used as a warehouse and stock room for drugs and druggists' supplies, and will contain all the modern improvements.

—G. H. Rolland has sold his drug store at Second and Wharton streets to parties who are now conducting it under the name of the "Wharton Pharmacy."

We call attention to an attractive little advertisement of the Antiseptic Corn File, on another page, made by the Antiseptic File Co., Springfield, Mass. They want some salesmen who cover the drug trade, to handle this File as a side line. It means practically no addition to the salesman's outfit, and is a little appliance that practically sells itself. Liberal commissions are paid.

BALTIMORE.

DRUGGIST C. V. EMICH ASSIGNS.

Baltimore, Dec. 7.—The news that Columbus V. Emich, perhaps the oldest druggist in Baltimore, has been forced to make an assignment for the benefit of his creditors will awaken general regret. For some time past rumors about increasing financial difficulties have been in circulation, but it was hoped that he would be able to extricate himself. That he should face serious embarrassments at his time of life will be deplored by all. Mr. Emich has been located at 423 North Howard street for fifty-two years. The store was one of the old landmarks of what at one time constituted the most fashionable section of the city, and from first to last it has been housed in a building suggestive of the early history of Baltimore. The spirit of innovation never touched it, the place presenting much the same appearance it did several generations ago. Even the sign J. H. Perkins & Co., the former proprietors, weather-beaten and old-fashioned, was allowed to remain. About two years ago Mr. Emich celebrated the fiftieth anniversary of his entrance into the drug business, and on this occasion a number of his associates and friends presented to him a silver loving cup and gave a banquet in his honor. The firmness and permanency of Mr. Emich's attachments are also evidenced in the fact that the clerk who assisted him in the business has been there for over twenty-five years.

The assignment was to James W. Denny, trustee, who bonded in the sum of \$5,000, double the estimated value of the assets. If the pharmacy is closed one of the oldest and certainly the quaintest establishments of its kind in the city will have disappeared.

WITH THE BOWLERS.

Baltimore, Dec. 7.—The onward march of the Sharp & Dohme quintette in the Baltimore Drug Trade Bowling Club was slightly checked last Tuesday evening, when the Root and Herbs took two of the three games with 816, 816 and 714 against 765, 715 and 732 points. The Root and Herbs are the most formidable competitor of the leaders in the race for the cup and the contests between these two teams are always pulled off at high pressure. Last night James Bally & Son and the Armstrong Cork Company tried conclusions with the result that former took two of the three games by 772, 708 and 781 against 667, 780 and 676. The Armstrong five are progressing satisfactorily. At first some members of the team were unable to get the ball down the alley without rolling into the gutter, but now they make very creditable tallies. The several teams are now in the following positions:

Teams.	Games won.	Games lost.	Per cent.
Sharp & Dohme	14	4	.778
Root and Herbs	14	4	.778
James Bally & Son	11	7	.611
McCormick & Co.	7	8	.467
Stanley & Brown Drug Co. .	8	10	.444
Armstrong Cork Company. .	5	13	.278
Perrall & Kellam Co.	1	14	.067

WEDGEWOOD CLUB ELECTS OFFICERS.

Baltimore, Dec. 6.—The Wedgewood Club, that organization of jovial pharmacists which has attained great popularity since its formation, several years ago, held what might be aptly termed a joint meeting last night at the Eutaw House. This meeting represented a postponement of the regular November gathering and an advance of the date for the December assemblage on account of the holidays. Officers were elected and other business was disposed of. A speech which Dr. John F. Hancock had prepared himself to deliver was made by Messrs. Robert E. Lee Hall and H. P. Hynson, Mr. Hall distinguishing himself besides by some home-made poetry. Mr. Hynson astonished the company by singing a song, but his auditors have not yet been able to decide whether he belongs in the class of basses, baritones or tenors. J. Webb Foster, the "poet-ariat," was unanimously re-elected secretary. Dr. A. J. Corning, Dr. John F. Hancock and Owen C. Smith are the new executive committee. The guests of the evening included Dr. R. H. C. Ellis, Dr. W. J. McDonald, Dr. A. J. Dietrich and A. C. Harrison.

JOBBERS BUSY AND TRADE FAIRLY ACTIVE.

Baltimore, December 9.—The past week was in the main rather a busy one for jobbers, a condition largely due to the fact that it constituted the beginning of the month. But the detail men who work in the city generally report that business is fairly active, and that the volume of transactions is large for this period of the year. The manufacturers of pharmaceuticals are also able to keep their laboratories fully occupied. The close of the year is not less favorable than the part already expired has been, and all classes of the drug trade have every reason to be satisfied. No changes of note have developed in the market for botanicals during the past week, the tendency in leading articles still being upward. Christmas goods have made their appearance in the windows of druggists, but from present indications the volume of this business will not assume large proportions.

LOVING CUP FOR DR. HOFFMANN.

Baltimore, December 6.—The employees of the Virginia-Carolina Chemical Company's works, at Savannah, have presented to their former superintendent, Dr. P. C. Hoffmann, a handsome silver loving cup, accompanied by a memorial, in which reference was made to the pleasant relations which had always existed between employer and employe during his management.

Dr. Hoffman has just finished the construction and put into successful operation the new sulphuric acid works, which embody the latest improvements. The process used is his invention, and is being gradually adopted in all the principal works of the Virginia-Carolina Company. The doctor, who remodeled and was for a number of years in charge of the Virginia-Carolina Chemical Company's Baltimore works, has left for Savannah to take charge there. He has been appointed manager of the entire sulphuric acid production.

NOTES.

—The proceedings of the Maryland Pharmaceutical Association, at the annual meeting, at Ocean City, have been printed in pamphlet form. They make a brochure of over 200 pages, and embody much interesting information. The transactions at the various sessions are given in detail, and there is a list of officers and members, together with sketches of the members who died during the year, half-tone portraits of officers and members and other matters. An account of the last semi-annual meeting is added, the material being gotten up in attractive form and showing careful scrutiny in its preparation for the printer. The date of the next annual meeting is given as June 17, at the Blue Mountain House.

—Extensive improvements are being made in the Hablston pharmacy, Baltimore and Gay streets, of which A. O. Brickman is the manager. New fixtures of cherry, artistically carved, are being installed and the counters will be of crystal, so as to afford the largest opportunities for displaying goods. The interior will undergo a thorough renovation, and the improvements, when completed, will make the store one of the most attractive in the city.

—Among the out-of-town visitors in Baltimore last week was Charles Summers, of Alexandria, Va.

There is "more truth than poetry" in the advertisement of Swindell Bros. They say the most important thing about putting your goods on the market is getting people to look at them. Every druggist will concede this, and those who have put up perfumes in Swindell's stoppers were have doubtless been convinced that the container has a lot to do with the sale of the goods. This concern, makers of the well known "Browner Patent Stopper," supply all kinds of glassware for druggists and a postal card will bring you a catalogue and price list. Address Swindell Bros., No. 10 E. Lombard street, Baltimore, Md.

DETROIT AND MICHIGAN.

Detroit, December 7.

—Although the following information can hardly be construed as strictly Michigan news, yet it is deemed appropriate to mention that W. T. Case, for a great many years representing the interests of Messrs. C. F. Boehringer & Sons in the United States, has found it necessary to resign his position on account of failing health and he has returned to England and will undoubtedly never return to the United States. Mr. Case has many warm friends in this State who will be much grieved to learn the news of his poor health.

—A decision of much interest to the pharmacists of Michigan was recently handed down by the Supreme Court to the effect that a druggist who sells liquor to a minor without a written order from the parents or guardian of such minor is open to conviction under the statutes regulating this traffic. A pharmacist of Van Buren county was recently convicted under this law, and it behooves the druggists of the State to exercise great caution in the future in order not to become involved in serious complications.

—The pharmacists of Detroit are getting together with the object of endeavoring to have a law passed which will provide compensation for the druggist who attends emergency cases, and also to cover the value of the medicine furnished at such a time. A similar law is under consideration in a number of other States, and seems to meet with the approval of a majority of the druggists in this city.

—Among the most prominent druggists of the State who visited Detroit the past week were Thomas Murdock of Northville; T. H. McGee of Farmington; C. B. Stoddard of Monroe; S. B. Bingham of Ortonville, who made extensive purchases of goods for the holiday trade.

—Plans and specifications have been approved for a considerable addition to the buildings now occupied by Parke, Davis & Co., and ground will be broken in a short time. The new Science Laboratory is under roof and the work is being rapidly pushed to completion.

—C. E. Kellogg of Grand Rapids has purchased the drug store of Messrs. Northrop Bros. at the corner of North College avenue and Leonard street, and will remove the stock and fixtures to the corner of North College avenue and Carrier street.

—Governor Bliss has appointed Arthur H. Webber, Cadillac, a member of the State Board of Pharmacy for the term of four years from Jan. 1, 1902 to succeed L. E. Reynolds of Benton Harbor.

—Dr. Ezra I. Larned is making a visit in Detroit this week and will shortly return to Chicago where he is acting in the capacity of special representative for Parke, Davis & Co.

—A. J. Staudt, Philadelphia representative for Messrs. Parke, Davis & Co., stopped over in Detroit one day last week as he was returning from a visit to his home at Aurora, Ill.

—Wm. Hutchings of Leslie, and Charles Crawford of Caseville, well-known pharmacists of the State, were in Detroit the last week on a buying trip.

—Thomas P. Cook, manager of the New York Quinine & Chemical Works paid one of his flying visits to Detroit during the past week.

Druggists desiring a reliable cash register at a reasonable price will do well to communicate with the Standard Cash Register Co., Wabash, Ind. This company also makes cash register paper of all kinds and guarantees the quality and prices. Before purchasing your next supply of paper, get the price list of the Standard Co.

Before laying in a stock of licorice the quotations of W. G. Dean & Son, Nos. 361-363 Washington street, New York, should be consulted. The licorice paste, sticks and lozenges manufactured by this company are well known and the prices offered should be an inducement to any druggist.

CHICAGO.

DRUG TRADE CLUB'S ANNUAL MEETING.

Chicago, Dec. 7.—The annual meeting of the Chicago Drug Trade Club was held on Thursday, Dec. 5, the election of officers taking place in the afternoon and the installation of the newly elected officers in the evening. The following officers were elected for the ensuing year:

E. H. Buehler, president; Charles E. Matthews, first vice-president; J. Walker Scofield, second vice-president; Romaine Pierson, treasurer, and Frank S. Hereth, secretary. Trustees for the three year term were elected as follows: Charles E. Matthews, H. A. Antram, S. T. Mather, Arthur Dawson, E. T. Van Allen, E. D. Kenfield.

The meeting in the evening was called to order by the retiring president H. A. Antram, and the result of the election was announced by the committee. The reports of the secretary and treasurer and of the auditing committee were read and approved. The club has 211 members and a balance of \$22.08 in the treasury. Three deaths were recorded during the year, those of Fred. W. Armstrong, Harry Jacobowski and Frank J. Wall. The membership of the club shows an increase of over 100 per cent. during the first year of its existence.

The business of the meeting having been disposed of, the chair called upon the newly elected officers for an expression of their sentiments. They responded in turn gracefully and appropriately. T. P. Cook, of the New York Quinine and Chemical Works, one of the charter members of the New York Drug Club, was present, and at the request of the chair, addressed the members of the Chicago Club. He congratulated the club on the very excellent showing it had made and said that it is a matter of thanksgiving that such organizations, fostering as they do, the spirit of commercial honor and brotherly love exist in the principal cities of our country.

Porter B. FitzGerald read an eloquent tribute to the memory of the late Harry Jacobowski, buyer for Morrisson, Plummer & Company, who died some time ago in Colorado, where he had gone to cure, if possible, a pulmonary complaint. Mr. FitzGerald presented appropriate resolutions, and the entire memorial was ordered spread upon the records and a copy was ordered to be made and sent to the family of the deceased.

A committee consisting of Porter B. FitzGerald, S. T. Mather and Cornelius C. Van Schaack, was appointed to draft similar tributes to the memory of the late Fred. W. Armstrong and Frank J. Wall.

The rest of the evening was given over to the social features of the program. An elaborate luncheon was served and the members listened with pleasure to the music of the Lexington Male Quartette.

PHENACETINE SUIT SETTLED.

Chicago, Dec. 7.—Some two or three years ago suit was brought by E. N. Dickerson and the Farbenfabriken of Elberfeld Company against Humiston, Keeling & Company, wholesale druggists of this city, for an alleged infringement of the plaintiff's patent on phenacetine. The defendants, it appears, had placed on the market a substance known as oxyethylacetanilid, which the plaintiffs alleged infringed their patent. When the suit was instituted, it is understood that the defendants gave the

E. R. SQUIBB & SONS

NEW YORK

Compound Alum Powder



GEORGE A. GRAVES, 2016 Ellis Avenue, Chicago,
President of the Chicago Retail Druggists'
Association.

American Pharmaceutical Association a chance to join with them in the case and oppose the claims of the patentee. For some reason, the offer was not accepted. It is now reported that the case has been settled, the defendants agreeing to the entry of a decree giving the plaintiffs a permanent injunction in the premises on consideration of the payment by the plaintiffs to the defendants of a substantial sum of money, somewhat more, it is understood, than enough to defray the costs of the defendants in the case. This settlement, therefore, bears the aspect of a victory for the Chicago firm, who are to be congratulated upon having at least fought a drawn battle and escaped the expense and irritation of a protracted litigation. On the other hand, the plaintiffs have also secured what they sought without jeopardizing in a court of final resort the validity of their patent. Messrs. Elliott & Hopkins are the counsel for the defendants and Messrs. Banning & Banning are the resident counsel for the plaintiffs.

PARKE, DAVIS & CO. ENTERTAIN.

Chicago, Dec. 7.—The Chicago branch of Parke, Davis & Company tendered an informal smoker and entertainment to the graduating class of Rush Medical College on the spacious third floor of the company's Chicago house this evening.

About 250 persons were present. The programme consisted of an enjoyable vaudeville programme given by a male quartette and mandolin orchestra. Press Woodruff, the monologue artist, gave several of his inimitable readings.

The students were addressed during the course of the evening by several prominent medical men. Luncheon was served at the close of the regular programme and all expressed themselves as having spent a most enjoyable evening under the genial hospitality of Parke, Davis & Company.

NOTES.

—The Chicago Drug Trade Bowling League rolled the following games, Dec. 2: Sharp & Smith 731, 698, 785, against Buck & Rayner 690, 698, 662. B. & R. won tie game on roll-off; Parke, Davis & Co., 704, 754, 701, against

Lord, Owen & Co. 692, 717, 711; A. M. Foster & Co. 681, 715, 737, against E. H. Sargent & Co. 787, 745, 706.

GAMES WON AND LOST.

	Won.	Lost.
Sharp & Smith	19	8
E. H. Sargent & Co.	17	10
Lord, Owen & Co.	15	12
Parke, Davis & Co.	14	13
Buck & Rayner	10	17
A. M. Foster & Co.	7	20

—The following are the team scores in the match game bowled Dec. 4 between the teams of The Economical Drug Co. and Sargent & Co: Economical Drug Co., 845, 838, 748; Sargent & Co., 757, 704, 770.

—G. P. Kinney, who represents the importing department of Parke, Davis & Company, was in Chicago from New York last week.

—Edward Heller, a former Chicago druggist, has filed a voluntary petition in bankruptcy.

—Frank R. Jones, secretary of the J. Edward Lee Company, was in Chicago last week.

—Andrew Dieger has bought out G. A. Eggert's store at 1603 N. Clark street.

THE NORTHWEST.

EXCHANGED SHOTS WITH A ROBBER.

St. Paul, Minn., Dec. 6.—Will Sears, clerk in Hart's pharmacy at Nicollet avenue and Thirteenth street, Minneapolis, had an exciting encounter with a robber a few nights ago, in which eight shots were fired by the robber, Mr. Sears and a policeman. The maunderer escaped, but Mr. Sears thinks he carried away a bullet. The clerk had put out the lights in the store and was preparing to lock up. While he stood behind the cigar case the stranger entered. Sears told the story of what happened as follows:

"There was just one light burning, and that was low. He stepped up to the counter, and said, 'Put up your hands, you — — —.' I says, 'What do I want to do that for?' And he answered, 'I'll show you; put 'em up,' and he stuck his gun in my face.

"The gun looked mighty big, but I pretended I was not alone, and began edging back towards the prescription case. Then I called 'Tom,' and ducked behind the counter and ran back for my gun. When I got it and came around the corner of the prescription case he took a shot at me and I returned the compliment. He ran out then, and I followed him to the door. As he went up Thirteenth street I let go three more times at him, and I think I hit him once. My first shot went through the door, and the shot hit a bottle and glanced to the wall. Officer George Roberts, a colored policeman, heard the shots, and came running from Grant street. He followed the man up Thirteenth and fired two or three shots himself."

Roberts was unable to get close enough to the man to see him, and no one else was near at the time. Sears could not give a detailed description. He said he did not see much but the gun. Roberts followed the man to Thirteenth street and across to a vacant lot between Thirteenth and Grant streets, but the robber disappeared in the darkness.

NOTES.

—Secretary H. Gordon Webster, of the State board of pharmacy, had his first case this week in the crusade now being pushed against druggists without licenses. Axel X. Frykman was charged in the Minneapolis municipal court with selling poison, and it is alleged that he is filling the place of a regular licensed druggist. Mr. Webster says that, though they will not make any sensational arrests, a steady pressure will be brought to bear against violators of the pharmacy law.

—A burglar entered one of S. H. Reeves' drug stores, St. Paul, a few nights ago. He didn't get much, for there was not much accessible to get. His booty consisted of \$3.75, the contents of the till.

—Successions: Beebe & Webster, New Richmond, Wis., by W. W. Beebe; L. G. Dustin, Jeffers, Minn., by Thorn & Dustin; Russell & Strong, Stephen, Minn., by J. H. Vold; O. D. Sears, Peru, Neb., by O. W. Neal.

—The store of Richard C. Trudgen, of Big Lake, Minn., was damaged by an explosion this week. Mr. Trudgen was for many years in the drug business in St. Paul.

—New: John M. Crawford, Esmond, N. D.; O. B. Yeoman, Smithfield, Neb.; E. E. Crowley, Mound City, S. D.

—E. P. Dube, of St. Paul, has gone to Canada on a long vacation, and Geo. Dockitt has taken his place.

—Arthur A. Ecklund has left Minneapolis and gone to Hallock, Minn., to work for D. A. Robertson.

—A. G. Mitchum has bought M. F. Setters' interest in W. C. Hannum & Co., Harrington, Wash.

—R. F. A. Nordby has left Lakota, N. D., and gone to work at Hatton, N. D.

—E. Grundholm was in the city this week, selecting his holiday stock.

—Harry K. Lawrence, Osceola, Ia., is dead.

THE SOUTH.

TESTIMONIALS.

Memphis, December 6.—Anent the parodies going the rounds at the expense of those who send in patent medicine testimonials a local scribe is responsible for the following:

"Dear Sir—Before taking your tonic my wife was not strong enough to throw a bucket of slop out of the window; she took two bottles of your remedy, and yesterday she threw a first-class fit."

"Dear Doctor—My wife has suffered for years from weakness, and was not strong enough to walk. Two bottles of your 'Onion Top' remedy made her so strong that she has to sleep in the attic."

"Dear Doctor—Before taking our asthma cure my wife's breathing could be heard all over the neighborhood; she took two and one-half bottles of your cure, and hasn't breathed since."

"Dear Doctor—My son is a painter by trade, and suffered for years from kidney trouble; during the time he did not paint a stroke, he took five boxes of your pills and last night painted the town."

BUSINESS UNSATISFACTORY.

Memphis, December 6.—Druggists in almost every town in this section are kicking about the small volume of business being done. Beyond a good many coughs and colds there is no sickness to amount to anything, and as the weather remains good there is no special run on any particular preparation. The traveling men are feeling the depression and one is rarely talked to who has not his story of "no business."

Paradoxical as it may seem, the druggists in the city are doing lots of business, that is, the majority are, and have no complaint to make.

NOTES.

—W. G. Poole, representing Nelson, Baker & Co., of Detroit, called on his city trade this week. According to rumor, which seems to be well founded, Mr. Poole will soon cease to enjoy single blessedness.

—Messrs. J. T. Bailey, J. T. Steger and T. M. McBeth, representing Sharp & Dohme, of Baltimore, the Wm S. Marrill Chemical Co., of Cincinnati, and Parke, Davis & Co., of Detroit, respectively, were in the city recently.

—P. P. Van Vleet went duck shooting recently, and on his return divided nearly a hundred fine fowl among the heads of the different departments of the Van Vleet-Mansfield Drug Co.

—Dr. T. C. West, who recently purchased the Means pharmacy, Natchez, Miss., has moved his store a few doors west of his former location. The fixtures in the new store are golden oak and are very handsome.

—Byrd Busby, who sold his store at Coldwater, Miss., to Coland Varner, recently, was in the city last week. Mr. Busby is undecided as to whether he will re-embark in the drug business.

—Calvert Davis, for a number of years connected with the Culley pharmacy, Jackson, Miss., has resigned his position.

—Alford Bros. have purchased the stock and fixtures of the McComb City Drug Co., McComb, Miss.

—J. M. Fowler and D. T. Carter have opened a new drug store at Senatobia, Miss.

—Dr. J. H. Sigmom, of Byhalia, Miss., will open a drug store at Duncan, Miss., in the near future.

—H. V. Marsh succeeds the Boyie Drug Co., at Boyle, Miss.

—J. B. Ellis, druggist, of Yazoo City, Miss., is confined to his home with throat trouble.

—E. J. James, formerly with J. A. Beard, McComb, Miss., is now with Price & Watson, Brookhaven.

—C. A. McIntyre, of Fulgham & Co., Jackson, Miss., has resigned, and will take a well-earned vacation.

—Mr. Kaiser, clerk for R. H. Pardee, Natchez, Miss., is now a member of the order of benedicts.

ST. LOUIS.

ST. LOUIS RETAIL DRUGGISTS MEET.

St. Louis, Dec. 7.—The meeting and banquet of the Retail Druggists' Association held at the Arabian Knights last Wednesday night was quite a disappointment to the officers and workers in the organization. They expected at least a hundred members to be present and had made arrangements accordingly, but when the time came there were scarcely twenty-five in attendance. The business meeting was held first. The committee appointed to revise the schedule of prices on certain or all preparations on the list, reported that it had been in correspondence with some of the manufacturers and had also consulted the local jobbers with the result that in the very near future it would recommend raising the prices of a number of the scheduled preparations. Bruno Batt of the J. T. Millican Co. of this city, but formerly a retail druggist of Chicago, related some reminiscences of the ups and downs of the Chicago Association. The reason for the small attendance at the meeting was discussed and proved to be a riddle to which no one present could give a satisfactory solution. Your correspondent called up a large number of the local druggists over the telephone the next day and asked them why they were not at the meeting. In every case they had a reasonable excuse and expressed regret at their inability to attend.

The association's ball will be held at the Liederkrantz Hall next Friday night, and indications point to a big turnout of members and their clerks. The plan is to make it a family social affair. The spacious parlors of the club will be at the disposal of those who do not care to dance and refreshments will be served during the entire night.

TETANUS INVESTIGATION.

St. Louis, Dec. 7.—The second investigation in the lamentable tetanus cases of this city was begun last Thursday and after the first session in which a general plan was decided upon, an adjournment was taken until Monday. The board of inquiry consists of the Mayor as presiding officer, the members of the Board of Health and three members from the City Council. The testimony taken at the original investigation and that which has been submitted since then, will be carefully gone over. As some of this is quite conflicting the board will sift it to the bottom. Every person who had anything to do with the manufacture or handling of this antitoxin has been summoned as a witness. The object is to find just who are to blame and hold them responsible.

THE ANTIKAMNIA CHEMICAL COMPANY'S NEW LABORATORY.

St. Louis, Dec. 6.—Frank A. Ruf, president and treasurer of The Antikamnia Chemical Company has just purchased a lot 80x100 feet, on the northwest corner of 22nd and Pine streets, for \$20,000 cash, on which his company will begin the erection, early in spring, of a new "Antikamnia Laboratory," five stories high, covering the entire lot. The improvements will cost about \$45,000 irrespective of the laboratory apparatus and appliances which will be of most approved pattern, from Darmstadt, Germany. The offices and various departments will be fitted with all modern conveniences, making the whole plant one of the most complete specialty laboratories in the United States.

NOTES.

—The famous play "Ben Hur," which has been running here for the past three weeks, has attracted many outside druggists. Among those who came to the city especially to see the play are: J. S. Hunter of J. M. Boggs & Co., New Franklin, Mo., G. W. Grove and wife of Farmington, Mo., Miss Mudd, of the Mercantile Pharmacy, St. Charles, Mo., J. E. Knoppenberger of DeWitt, Mo., Dr. W. S. Allee and wife of Oleon, Mo., and L. A. Cummings and wife of Bunkerhill, Ill.

—The following is the result of the meeting of the various teams of the Druggists Cocked Hat Bowling League last Thursday night: Mound City Points, 4; J. S. Merrell Drug Co., 1; Herf & Frerichs, 3; Meyer Bros. Drug Co., 2; Moffitt-West Drug Co., 3; Searle & Hereth Co., 2. There were no especially high scores made, Habegger being the high man of the evening with an average of 52.

—A large sign on the corner building at Easton and Belt avenues, announces that a new drug store will be opened there about Jan. 15. The various druggists in that neighborhood, and the wholesale city salesmen are endeavoring to find out the personnel of the prospective proprietor, but so far their efforts have failed.

—B. Moore of R. Moore & Son, Fulton, Mo., spent today in this city on his return trip from New York City where he went on business. He says New York is the greatest city he ever saw and he would like very much to live there.

—The Drug Clerks' Society ball at the Louisiana Hall last Thursday night was quite a success. About seventy-five couples were present and every clerk in the city who could get the evening off seemed to be at the ball.

—J. E. Gillaspie of Columbia, Ill., is opening another drug store in that town. This venture will make him proprietor of the only two drug stores in the place.

—H. A. Bernius' bowling team, known as the Castor Oils, was defeated by A. R. Scheu's Union Salts last Tuesday night. The score was four to one.

—A. H. Whitney of Buckner & Whitney, Mexico, Mo., has been down in Arkansas for the past four weeks on a deer hunt.

—C. M. Wright, formerly of C. M. Wright & Co., Fulton, Mo., is opening a new drug store in that city.

—Oscar Lillybeck, druggist, of Meridian, Miss., has been succeeded by the Lillybeck-Stinebeck Drug Co.

—James Richardson of the Richardson Drug Co., Omaha, Neb., is quite sick at his home in this city.

—T. H. Hackman, a prominent druggist of St. Charles, Mo., is seriously ill with typhoid fever.

—J. T. Atkinson, of Aux Vasse, has sold his store to J. E. Mackentire of Mexico, Mo.

—Ell Wilson is embarking in the drug business with a new store at Elora, Mo.

—Redwin Bros are opening a new drug store at Success, Ark.

CALIFORNIA.

COURT GRANTS WAKELEE & CO. RESTRAINING ORDER.

San Francisco, December 2.—Wakelee & Co., leading druggists here, have petitioned for a restraining order to prevent Walter H. Willett and Viola Willett, his wife, from forcing the collection of a note for \$16,000, and for entering into legal proceedings against Charles Randall, manager of Wakelee & Co.'s wholesale department. Randall claims that Willett advanced the firm \$16,000 on a note which would not become due for five years, and that his object in seeking an order restraining him from collecting it is to save the firm, which has been in existence here for upward of 20 years.

Randall alleges in his complaint that last August, while he was sick in bed, Willett came to his home, and by threats of legal proceedings and by insinuating that he (Randall) was guilty of embezzlement, prevailed upon him to sign a contract, whereby he agreed to consent to the settlement of the debt in October, this year.

Randall alleges that at the time the loan was made Willett was assistant manager of the firm, at a salary of \$200 a month, and an agreement was made whereby Willett was to receive one-half the dividends of the firm. Randall, who was elected manager of the firm at the same time, claims that the found it impossible to get along with Willett owing to the latter's attempts to cause him annoyance. Randall alleges that the money which Willett says he embezzled was drawn from the firm with the consent of the assistant manager and that on drawing it he did not violate any of the terms of the contract made at the time Wakelee advanced the \$16,000. A restraining order was issued by the court, made returnable December 16, preventing Willett from preferring any charges against Randall or disposing of the business pending trial of the suit for a permanent injunction.

DRUG CLERK'S SUDDEN DEATH.

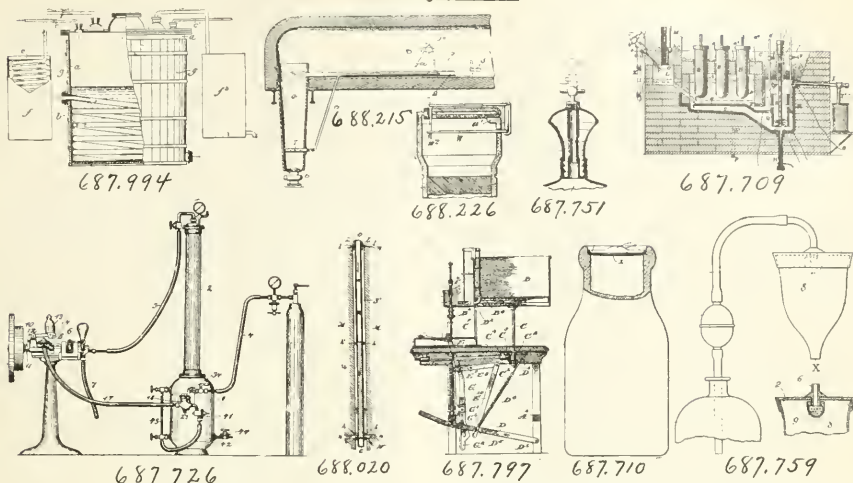
San Francisco, Dec. 2.—Strother M. Strother, a clerk employed by the Owl Drug Company, at 1128 Market street, was found dying December 2 in the basement of the store. He had fallen unconscious while engaged in filling stock. George Allen, who found him, called the ambulance, but Strother died on the way to the Receiving Hospital. He was twenty-three years of age, and had been a drug clerk for four years. Dr. Bacgalupi, of the coroner's office, performed an autopsy. He found unmistakable evidence of heart trouble, but will not issue a death certificate until he has heard from the city chemist, who is to make an analysis of the stomach.

—The Illinois Board of Pharmacy held an examination in Chicago, Nov. 19-21. The following passed as registered pharmacists: L. F. Alexa, C. G. Clendenan, C. O. Donnelly, G. G. Fox, J. B. Galloway, R. Heller, C. H. Hennig, D. J. Hogan, J. A. Hottinger, M. Kleinfen, I. E. Kronberger, C. V. Morrison, R. F. Marquardt, F. J. Randack, C. Bamsdell, Al Roesch, C. H. Schmidt, B. O. Smith, C. E. Steyer, A. Shutan, O. K. Thomson, S. J. Watson, G. W. Worely, H. Zinn, all of Chicago; B. N. Bleber, Rock Island; O. P. Holaday, Sheldon; B. T. Hart, Camp Point; L. C. House, E. St. Louis; A. T. Midgett, Robinson; W. A. Nichols, Elgin; H. C. Rolfs, Rock Island; A. F. Ziegenhorn, Claytonville. Assistants: A. E. Adams, S. D. Barry, C. J. Beermann, A. G. Edlund, I. Hyman, A. F. Jacobson, J. M. Kappas, H. Minchin, H. Von Obstfelder, Jr., W. F. Piel, A. A. Pavlik, E. J. Walta, W. E. Wendt, all of Chicago; H. B. Honens, Sheffield; A. F. E. Otto, Peoria; R. F. Parker, Pullman; R. Schneider, Peotone.

The Board desires to have it distinctly understood that no applicant who has gained his experience in Illinois drug stores, will be examined, or given an interview until after being regularly registered as an apprentice, and under the new law it is now the imperative duty of the registered pharmacist to see that his apprentice is registered. The next meeting will be held in Room 3, of the State House at Springfield, Jan. 7, 1902. The following examination will be held at 144 E. 39th street, Chicago, Feb. 11, 1902. New applications must be on file in the office at Springfield at least 10 days previous to the above date. Under no circumstances will the rule be varied from, and no one will be given the examination who has not complied fully with these requirements. Affidavits from registered pharmacists of time service must be filed at least three days before the examination. L. T. Hoy, Secretary, Springfield, Ill.

—The Iowa Board of Pharmacy has granted certificates to the following applicants who successfully passed the examination held in October: W. O. Bateman, Seymour; E. G. Cowles, Council Bluffs; W. W. Raschal, Columbus City; W. J. Seymour, Oskaloosa; R. E. Sloan, Keosauqua; Gus Reppert, Meserve; Joseph Anderson, Shenandoah; B. O. Jaundera, Cedar Rapids; A. F. Singer, Sioux City; Elma Penquite, Mingo.

PATENTS, TRADE MARKS, ETC.



PATENTS.

Issued December 3, 1901.

- 687,700.—Charles F. Acker, Niagara Falls, N. Y., assignor to the Acker Process Company, Niagara Falls, N. Y., a Corporation of New Jersey. Production of caustic alkali and halogen gas.
- 687,710.—Olin Adams, Chicago, Ill. Bottle-stopper.
- 687,726.—Joseph H. Champ, Cleveland, Ohio. Liquid-carbonating apparatus.
- 687,751.—Raymond L. Hermann and John R. Mason, Philadelphia, Pa., assignors of one-fourth to John R. McIntyre, Philadelphia, Pa. Nozzle and rose-sprinkler.
- 687,759.—John B. Kibler, Buffalo, N. Y. Perculator.
- 687,797.—Theodore L. Valerius, Fort Atkinson, Wis., assignor to the Creamery Package Manufacturing Company, Chicago, Ill., a Corporation of Illinois. Bottle-filling machine.
- 687,834.—Carl J. E. de Haen, List, Germany. Method of making sulphuric anhydrid.
- 687,900.—William E. Pettie, Boston Mass. Labeling-machine.
- 687,974.—Emil Braun, New York, N. Y. Process of making vanilla flavoring-powder.
- 687,994.—Eugen de Haen, List, Germany, near Hanover. Process of producing chemically-pure hydrochloric acid.
- 688,004.—Oscar P. Ostergren, New York, N. Y. Liquefaction of acriform fluids.
- 688,020.—Rudolph Knietzsch, Ludwigshafen, Germany, assignor to the Badische Anilin & Soda-Fabrik, Ludwigshafen, Bavaria, Germany, a Corporation of Germany. Apparatus for the manufacture of sulphuric anhydrid.
- 688,131.—Ferdinand Sembritski, Holzminden, Germany, assignor to Haarmann & Reimer, Holzminden, Germany, a Firm. Process of obtaining Ianthone and Iothone.
- 688,215.—Gottfried Wegelin, Kalscheuren, Germany. Apparatus for making lampblack.
- 688,225.—Caroline Curr, Highgate, London, England. Apparatus for closing bottles or jars.

DESIGNS.

- 35,373.—Hot-Water Bag. John B. Miller, Chicago, Ill. Filed July 22, 1901. Serial No. 69,536. Term of patent 7 years.

TRADE MARKS.

Registered December 3, 1901.

- 37,410.—Seal and Hair Lotion. Moorman Drug Co., Dayton, Ohio. The word "Frigifume".
- 37,411.—Certain Named Medical Preparation. E. J. Hart & Company, Limited, New Orleans, La. The word "Lac-Bismo".
- 37,412.—Certain Named Medical Preparation. Harry E. Steinhilber, New York, N. L. The word "Figets".
- 37,413.—Medicine for Animals. Lenox Veterinary Medicine Company, Lenox, Mass. The word "Acclimatine".

- 37,415.—Sticky Fly-Paper. The O. & W. Thum Company, Grand Rapids, Mich. The word "Tanglefoot".

LABELS.

Registered December 3, 1901.

- 8,825.—Title: "EyeEase". (For an Eye Remedy). Stephen L. McKee, Asheville, N. C. Filed Nov. 4, 1901.
- 8,826.—Title: "Rhinitis Balsam". (For a Remedy). Thornton S. Booth, Watervliet, N. Y. Filed Oct. 18, 1901.
- 8,827.—Title: "Dr. Gossom's Kidney and Bladder Cure". (For a Medicine). Dr. Gossom Medicine Company, Chicago, Ill. Filed Oct. 17, 1901.
- 8,828.—Title: "Mills' Co-No Stomach Powder". (For a Medicine). Ernest Chapman Mills, Oswayo, Pa. Filed Nov. 7, 1901.

PRINTS.

Registered December 3, 1901.

- 432.—Title: "Bartlett's Comfort Water". (For a medicine). William B. Mason, Boston, Mass. Filed July 24, 1901.

THE SUPERIORITY
OF


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RUBBER GOODS

LIES FIRST-IN THE QUALITY OF THE MATERIALS FROM WHICH THEY ARE MADE AND SECOND-IN THE METHOD OF HANDLING THEM.

GOOD MATERIAL—EXPERT HANDS

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THE GOODYEAR TIRE & RUBBER CO.
AKRON, OHIO, U.S.A.

MARKET REPORT.

NEW YORK MARKETS.

MARKET STEADY AND CONDITIONS SATISFACTORY.

New York, Dec. 10.—Seasonable goods in jobbing quantities are moving fairly on orders from the consuming trade, and the market continues steady with prevailing conditions satisfactory to dealers. Decided improvement in codine is the principal feature in the way of price changes.

OPIMUM.—Nothing has transpired to change the condition of affairs in this leading commodity and the limited wants of consumers are being supplied at prices within the quoted range of \$3.20@3.40 for 9 per cent, and \$3.30@3.50 for 11 per cent. Powdered is unchanged at \$4.25@4.45 for 13 per cent, \$4.75@5.00 for 16 per cent, and \$4.50@4.75 for granular.

MORPHINE.—A moderately active consuming business is in progress and the market continues firm with jobbing quotations maintained at \$2.40@2.50 for eighths in 1-oz boxes, \$2.35@2.45 in 2½-oz boxes, \$2.15@2.25 in ounce vials and \$2.10@2.20 in 3-oz cans according to brand.

QUININE.—The expected improvement has not yet materialized, but the market continues steady with jobbers quoting 27c. for bulk in 100-oz tins, 27½c. in 50-oz tins, 28c. in 25-oz tins and 34c. in ounces.

COCAINE.—Manufacturers have settled their differences and the market is decidedly stronger, with an advance in jobbing quotations to \$4.50@4.75 in ounces and \$4.75@5.00 in eighths. Sulphate is 45c. less.

OIL SWEET ALMOND.—Higher markets continue weak and spot jobbing quotations show a further decline to 48¢@55c. as to quality and quantity.

OIL SANDALWOOD.—Owing to competition the market is easier and jobbers have reached quotations to 85¢@90c. for English, and 82¢@90c. for German.

OIL WINTERGREEN.—Natural is firmer owing to scarcity and jobbing quotations show an advance to \$1.85@2.10, as quoted.

BALSAM PERU.—Primary markets are cabled decidedly higher and in consequence spot quotations have been marked up to \$1.80@2.05.

UNION SALT ALUM.—Manufacturers have advanced prices 2c. per gallon and the revised jobbing figures are 50¢@55c. by the barrel and 58¢@60c. for smaller parcels.

GOLDEN SEAL ROOT.—Primary markets are easier and jobbers have reduced their spot quotations to 70¢@80c. for whole, 73¢@83c. for ground and 75¢@85c. for powdered.

SENEGAL ROOT.—Under similar conditions this article also is easier and the revised jobbing quotations are 60¢@70c. for whole and 65¢@75c. for powdered.

ALCOHOL.—Grain is firmer in sympathy with crude material and prices show an advance to \$2.57@2.58 by the barrel, and \$2.55@2.75 for smaller lots; odorless \$2.59@2.60 by the barrel and \$2.57@2.85 for less.

SAFFRON.—American is firmer with an advance in jobbing quotations to 25¢@30c.

GUM CAMPHUR.—The bulk of the light available stock is under close control and jobbing prices have been advanced to 11¢@14c.

VERDIGRIS.—Powdered is in light supply and higher with jobbers quoting 40¢@45c.

PRICKLY ASH BERRIES.—Owing to scarcity jobbers have marked up their quotations to 60¢@70c.

GUARANA.—The market is firmer under light supplies and jobbing prices have been advanced to 50¢@60c. for whole and 58¢@65c. for powdered.

NUX VOMICA.—Buttons are scarce and firmer with an advance in the jobbing range to 8¢@10c.

BENZOID ALD.—German is easier abroad and spot jobbing quotations have been reduced to 55¢@60c. as to quantity.

OIL PEPPERMINT.—Primary markets continue to harden and jobbers have further advanced quotations to \$1.90@2.15 for U. S. Eastern, \$2.40@2.55 for Wayne Co. \$2.30@2.45 for H. G. H. and \$2.30@2.50 for redistilled.

LACTATE OF IRON.—Quotations in a jobbing way have declined to 50¢@55c.

PARAFFINE WAX.—The market is a shade easier and the revised jobbing figures are 11¢@15c.

LINSEED OIL.—Manufacturers prices are lower and jobbers now quote 58¢@60c. by the barrel and 65¢@70c. for less, bulked 60¢@61c. by the barrel and 67¢@68c. for less.

SPIRITS TURPENTINE.—The tone of the market is stronger and jobbers have advanced quotations to 42¢@45c. in barrels and 47¢@55c. in smaller quantities.

Transparent American Skin Plaster is said to be the most useful plaster of its kind on the market. The makers claim it will stop bleeding almost instantly, and is a valuable remedy in all cases of burning, fracturing, old sores, etc. Any jobber should supply this plaster or it can be obtained from the manufacturer, Carl Kopp, No. 212 Avenue B, New York city.

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—The North Dakota Agricultural College located at Fargo, has established a school of pharmacy as a regular department of the institution. The courses of instruction will include a four years' course in pharmaceutical chemistry, a two years' course in pharmacy and a short special course of three months. Graduates will receive on completion of their work in the various courses the degree of B. S., Ph. C., or Ph. G. Tuition is free to all students. Following is the list of the members of the faculty with the exception of instructor in pharmacy, who is to be appointed as soon as the right man can be found. John H. Worst, L. L. D., president of the college; Edwin F. Ladd, B. S., professor of chemistry; Henry L. Boley, M. S., professor of biology and microscopy; Hugh McGuigan, B. S., instructor in materia medica; Lawrence R. Waldron, B. S., Lee B. Greene, B. S., and Thomas F. Manns, B. S., instructors in botany, chemistry and biology, respectively.

Fine Perfumes.

A comprehensive advertising campaign has been mapped out by McKesson & Robbins, sole agents for this country for "Deletrez" perfumes and toilet requisites. These include not only the high grade handkerchief extracts for which Deletrez is noted, but toilet powders, soaps, colognes and toilet waters.

The Pharmaceutical Era.

EVERY THURSDAY.

VOL. XXVI.

NEW YORK, DECEMBER 19, 1901.

No. 25.

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ESTABLISHED 1887.

THE PHARMACEUTICAL ERA,

Published Every Thursday.

By D. O. HAYNES & CO., 396 Broadway, New York.

SUBSCRIPTION RATES.

U. S., Canada and Mexico - \$3.00 per annum
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These Price List editions of the Era, issued in January and July, will be sent free to all regular yearly subscribers.

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SEE LAST READING PAGE FOR COMPLETE
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THE ERA COURSE IN PHARMACY.

"I received my diploma November 29, and I am very much pleased with it. I derived much benefit from the Era Course, and were another Course to be given that would not be a repetition, I would take it, had I the time. W. B. Palamountain, San Francisco, Cal."

This is only one of the many commendatory letters we have received from students who have completed the work of the Era Course in Pharmacy. These letters are evidence, if any there be needed, that the instruction afforded by the lectures is just the kind to aid those who otherwise would have been deprived of the privilege of obtaining a pharmaceutical education.

The lectures are issued in ten monthly installments, and so arranged that the entire work of the Course can be completed within twelve months. Recitations and examinations are conducted by correspondence directly with each regularly matriculated student. The lectures are also especially valuable as a preparation for examination by a board of pharmacy, and for those who desire to review their former study of the subjects embraced in the curriculum.

The total expense for the full Course is Ten (\$10.00) Dollars, and new classes are formed each month. Write for new descriptive Prospectus. Address: THE PHARMACEUTICAL ERA, 396 Broadway, New York City.

COMMENT.

In this holiday season of giving and receiving gifts, a goodly share of the druggist's time and attention is devoted to matters which have little to do with the sale of drugs and medicines. People have come to consider the drug store as the proper place to find all sorts of dainty things, besides tablets and court plaster, and the average pharmacist finds it both pleasant and profitable to minister to wants not directly due to aches and pains of the body. An agreeable feature of the holiday trade is that buyers are less interested in the price than in the quality and attractiveness of the articles they purchase. Most men are less unwilling to pay for what they want than for what they need, and are less inclined to begrudge the dealer a fair profit on their Christmas things than on their oatmeal and coffee. There are perhaps a few utilitarian souls who consider the millions spent during the holiday season for things which are of no particular use to anybody, a pure waste, but the retail druggist should be the last to quarrel with this condition of things. Aside from the profit derived from the sale of cameras, toilet cases and books, he should find cause for rejoicing in the fact that so many are willing and able to spend so lavishly for the mere pleasure of giving.

* * *

The custom of giving holiday presents to patrons is the cause of much worry and vexation to some druggists at this time of the year. Many find the practice burdensome, and are inclined to doubt the value of this form of advertising. No doubt the American inclination to carry all things to excess has led some people to overdo it, but if properly kept within bounds, this pretty custom should be profitable to the druggist as well as agreeable to his customers. The originator of this practice probably never thought of his little gifts as means for increasing trade, but simply meant them to serve as expressions of his good will. This is, as we understand it, the proper sentiment of the thing. Every merchant should feel kindly disposed to those who have contributed to the success of his business, and he must often regret that the opportunities for showing his appreciation are so few. Gifts as remembrances need never be expensive. The druggist has numerous opportunities for laying in a supply of pretty little tokens which will prove acceptable to his customers, without unduly swelling his expense account. But whether the tokens are valuable or not, the giver will miss a large share of the profits and lose all of the fun of giving if he considers his holiday gifts as mere bribes for inducing customers to trade at his store.

The large number of dinners, smokers and other forms of social diversion which have been monopolizing the attention of the drug trade during the past week, seem to show that druggists have no difficulty in getting together for purposes of amusement, even though they may not always be able to agree upon prices. Believers in the value of social contact for producing amicable relations between business men tell us that agreement upon price schedules will follow as a natural consequence. However this may be, it is coming to be a common practice to employ amusements as means of getting people to take unpalatable doses of advice as to what they ought to do. It is difficult to get a fair attendance at meetings intended for the discussion of social and scientific problems. Druggists, like other members of the community, seem to object to sermonizing and the reading of papers. At certain of the recent rollicking pharmaceutical gatherings, they have even gone so far as to forbid speech-making of any kind, thus compelling those who had come prepared to convulse their friends with humorous remarks to swallow their wit, at no one knows what cost to themselves. If the advancement of pharmacy depended upon sober discussions in local societies, this dislike of formal remarks would look very serious, but progress is fortunately fed upon other food at present, and no one need be alarmed. It has long been the endeavor of pharmacists to render nauseating medicines easy to take, and to make takers of doses believe that they really like them. Who will say that they have no right to demand similar treatment, and to compel those who wish them to take bitter pills of advice to subject them to a thorough process of sugar coating?

• • •

Burglars have of late been employing the night bell as a means of gaining entrance to drug stores. The favorite plan seems to consist in ringing up the night clerk and taking possession of the store, or of whatever comes handy, while this sleepy individual is filling an innocent looking prescription. From the burglar's point of view this plan has doubtless much to recommend it, but in practice it has one serious disadvantage—the clerk is not always as sleepy or as meek as he might be. Several cases have been reported in which the pharmacists adopted warlike measures with success. Pistols were freely used and the glassware about the store suffered in consequence. One clerk emptied the chambers of his revolver twice, but without succeeding in administering an effective dose. No great amount of blood has as yet been shed in these midnight encounters, but the pharmacist has shown his courage, which in cases of this kind is the main thing.

• • •

It is quite evident that there will be no lack of interest in the problem contests which will be inaugurated by the Era in the coming month. Numerous inquiries about these contests have already been received. Most of the letters express a desire to compete for the prizes, but there seems to be some confusion as to the conditions under which the contests will be conducted. As stated in the advertisement of

this new department, full directions for the guidance of those who wish to compete will be printed in the Era when the opening of the contests is announced. In the meantime, no one need fear that there will be so many competitors that a young man of average intelligence will have "no show." We predict that the bulk of the prizes will not go to the extraordinarily bright or highly educated student, but to the one who is most attentive to little details.

• • •

Part Three of the "Digest of Criticisms of the United States Pharmacopœia" has been issued. Since Part Two appeared, both the editor and compiler of this publication have been taken from their work by death. Dr. Charles Rice, the Chairman of the Committee and editor, to whom is due the credit for the conception of gathering all available criticisms in one volume, died May 13, 1901, in the midst of his labors. Hans M. Wilder, who gathered much of the material for the "Digest," died January 25, 1901. In accordance with a request of Dr. Rice, the present volume was prepared by Prof. Henry Kraemer of Philadelphia. The general plan of former Digests has been followed, the aim being to include all criticisms of the present Pharmacopœia.

• • •

A perambulating drug store, in the shape of an automobile supplied with a stock of drugs, is the latest pharmaceutical innovation in New Jersey. It is the intention of the proprietor of this pharmacy to go to his patrons instead of obliging them to come to him. His purpose seems to be founded on a belief that it is possible to create a steady demand for drugs, and that this demand can be profitably supplied in the manner long in force in the business of furnishing the dwellers in cities and towns with milk and petroleum products. It is quite possible that New Jersey has enough chronic consumers of patent medicines to support an institution of this kind, but it would seem somewhat difficult to do an extensive prescription business in this way. It is, however, not improbable that the enterprising originator of this scheme has thought of all these things, and is prepared to carry about with him a wireless telephone, or some other new fangled means of communication, which will enable him to fill and deliver prescriptions without loss of time.

• • •

The tetanus scare has not been followed by such dire results as were at first anticipated. Popular prejudice against vaccination and the use of serums has not interfered seriously with the work of the health authorities of the country. Either the people have more common sense than the doctors seemed to think or the published explanations of the recent disasters have been unusually effective. In the meantime, another investigation into the recent wholesale "murder by negligence" in St. Louis is under way, and it now looks as though condemnation, if not punishment, would be brought to the doors of those responsible for this slaughter of the innocents. It

appears that the bottling and labeling of the antitoxin was entrusted to the negro janitor of the Board of Health laboratory, that records were kept in a very slipshod way, and that tests, if not entirely neglected, were conducted in a very hap-hazard and unscientific manner. It is quite possible that the city of St. Louis will be compelled to answer heavy damage suits brought by the parents of the little victims. The killing of fourteen innocent little children is of course entirely deplorable and can scarcely serve any good purpose, yet it has taught a wholesome lesson and has been the means of causing a searching criticism of all municipal laboratories. Truly, a fearful price to pay for a lesson which should have been entirely unnecessary.

* * *

The annual report of the United States Department of Agriculture, which has just appeared, contains an outline of the work being done by the Bureau of Chemistry. Much attention is being devoted to the investigation of the value and purity of food. During the year this work consisted chiefly in the study of preserved meats. Food products imported into this country have also been examined. The Secretary has been authorized to inspect American foods intended for export, but owing to the failure of Congress to provide adequate appropriation, this important work has not received as much attention as the matter seems to demand. Much work is being done in forest chemistry, in the study of the relations of trees to the soil, and the industries depending upon forest products. The sugar laboratory continues the study of sugar producing plants, particularly the sugar beet. The Chief of the Bureau is now supervisor of sugar tests in the laboratories of the appraisers in the ports of New York, Philadelphia and Boston. A laboratory for the study of road materials has also been organized in the Bureau of Chemistry.

* * *

A writer in one of our exchanges advocates the adoption of Latin as a universal language for business as well as for scientific use. He believes that English can never conquer the entire field, and that this country can never have a flourishing trade with the Latin races owing to the hatred against our obtrusive tongue. There have been many attempts in the past to give Latin a new period of general usefulness, but this ancient tongue still remains pretty thoroughly dead. Business requires a live medium of expression, one that can be modified to suit changing conditions. If Latin were to come into general use, its ancient friends would soon be unable to recognize it. This language is supposed to be the official means of expression of pharmacy in all countries, but the Latin of the average prescription and of the State board examinations differs fearfully and wonderfully from that of Cicero and Horace.

* * *

The druggists of one of the suburbs of Philadelphia are worrying about a diminished demand for cough remedies in consequence of the adoption, by the mothers of that place, of live catfish as a means of curing whooping-cough. Under the circumstances, there seems only one thing for the pharmacists to do, and that is to make a deal with the fish dealers and lay in a supply of live catfish.

OUR LETTER BOX.

We wish it distinctly understood that this department is open to everybody for the discussion of any subject of interest to the drug trade, but that we accept no responsibility for the views and opinions expressed by contributors.

Please be brief and always sign your name.

THE P. A. R. D. AND THE CUTTER.

Pittsburg, Pa., Dec. 10.

To the Editor: I note in the Era of December 5, that the P. A. R. D. takes home to itself the open secret referred to in a contemporary journal. I am gratified to hear the officers of this association used every honorable means to bring the one persistent cutter to terms and sorry to know that they failed to gain their point. I also appreciate the difficulty of dealing with a quibbler. But I can not constrain myself from observing that "where there is a will there is a way."

The aggressive cutter was brought to terms in this city, partly through the potency of the fifth chapter of the decalogue of our association which reads as follows: "We solemnly pledge ourselves not to patronize any jobber who will not close the account of every firm placed on the cut-off list For Any Goods Whatsoever." This is, perhaps, not practical in the East but it was the means of crippling our cutter on goods used in prescriptions, and on proprietaries of such limited sale as not to justify the carrying of a large stock. Yours for a way where there is a will.

LOUIS EMANUEL.

ANTISEPSIS OF THE MOUTH.—Sabrazes (Journal de med. de Bordeaux, American Medicine) claims (1) that ordinary water, as well as normal salt solution, has a distinct bactericidal action. (2) A meal diminishes considerably the number of buccal microbes, as does talking for a long time. (3) The most active antiseptic, according to Miller, is the following dentifrice:

Benzoic acid	45 grains.
Tincture of eucalyptus	4 drams.
Mercury bichloride	12 grains.
Spirit of peppermint	8 drops.
Alcohol, 95 per cent.	3-4 ounces.

This will destroy 94 per cent. of buccal bacteria. If disagreeable to taste it may be replaced by:

Saccharin	38 grains.
Benzoic acid	45 grains.
Tincture of krameria	4 drams.
Spirit of peppermint	8 drops.
Spirit of cinnamon	8 drops.
Alcohol, 9 per cent.	3-4 ounces.

Or

Benzoic acid	45 grains.
Tincture of krameria	4 drams.
Spirit of peppermint	10 drops.
Alcohol, 95 per cent.	3-4 ounces.

This is active when diluted to 10 per cent.

This dentifrice must be fresh; when kept for some time and when much diluted it loses its action and favors multiplication of bacteria. (4) Formol, $\frac{1}{2}$ per cent., has a powerful but fleeting action; it does not injure teeth, but acts as a caustic to the mucous membrane. (5) Kosmin does more harm than good. (6) Salicylic acid is a good antiseptic, but decalcifies the teeth in time. (7) Alcoholic solutions of salol have a fleeting action, and should not be used in dentifrices. (9) Alcohol is an excellent antiseptic. A 40 per cent. solution used as a dentifrice is nearly as energetic as solutions of benzoic acid and corrosive sublimate.

ASTEROL is a new soluble compound of mercury, which does not precipitate albumen, and is not irritating to wounds. (Ch. & Dr.). It is obtained in the form of a grayish white powder, and is employed in solutions varying in strength from 2 to 5 per cent.

(For the Era.)

A NEW PROCESS FOR THE MANUFACTURE OF CITRIC ACID.

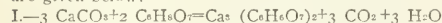
By Dr. J. OHLY, Denver, Col.

The manufacture of citric acid from lemon juice as carried on in the United States, represents an important branch of industry, and is based upon a chemical process which has undergone but little change or improvement since its introduction. It is well known that the end product obtained in this process offers special difficulties in decoloration, and that the solid crystallized citric acid frequently exhibits the brownish tint of the original lemon juice, besides containing an appreciable quantity of lead, due to the use of crystallizing pans which are commonly made of this metal.

The juice obtained from the lemons after concentration, usually in steam-jacketed copper vessels, contains from 56 to 58 per cent of citric acid, always has a deep brown color, and carries considerable albumen. The albumen is best removed by adding double the volume of water to that of the juice, when, on standing for 12 hours, the albumen separates out in the form of a dark brown powder, known as acid albumen. This is usually removed from the liquid by filtration or decantation. The filtrate obtained in this manner is, however, far from colorless, and retains its brownish tint throughout the process with great pertinacity. It is generally neutralized by adding sufficient whiting or levigated chalk to produce a creamy consistency and heating the mixture to boiling so as to effect complete neutralization. The calcium citrate thus formed is difficultly soluble and is purified by washing with hot water, the cleansed product being then neutralized by adding sulphuric acid of 1.7 specific gravity. The calcium sulphate formed in the course of this reaction is then filtered off and the filtrate evaporated, when the remaining calcium sulphate separates out; this is removed in the same manner as before, while the acid liquid is concentrated decolorized as far as feasible, and evaporated to the crystallizing point, or made to granulate in a wooden vat containing an agitator.

The yield of this method is unsatisfactory, the loss in citric acid frequently amounting to from 15 to 20 per cent of that originally present in the juice, while the operations involved offer great difficulties which can be successfully overcome only by an experienced operator. It is essential also that the lemon juice employed be treated while fresh, as it is liable to decompose under the influence of heat, forming acetic acid ($C_2H_3O_2$), which is not readily neutralized by whiting. Malic acid ($C_4H_5O_6$) present as a natural constituent of the juice, also combines imperfectly with levigated chalk, so that the final acidity of the solution is readily explained by the presence of these two acids.

In order to show the points involved more clearly the chemical equations representing the old process are given below:



Since citric acid is a tribasic compound, and the valence of the calcium atom is equal to two hydrogen atoms in two molecules of citric acid forming the tricalcic salt as shown above while carbon dioxide is liberated and three molecules of water are produced.

After washing the calcium citrate thus obtained with hot water, it is decomposed by means of sulphuric acid, the reaction occurring under these conditions being as follows:

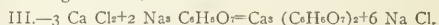


These equations, which represent in the main the old style of manufacture, must necessarily appear very simple, since they consist merely of transpositions aiming at the production of soluble and insoluble compounds, which are readily separated from one another. On the other hand, the point of neutralization when bringing whiting together with the purified juice (equation I), is ascertained only with difficulty

by observing the effervescence produced on adding a small part of the mixture to some of the whiting. Similar conditions are involved in the second operation, represented by equation II, for the accidental addition of an excess of sulphuric acid has a damaging effect and must therefore be avoided most carefully. The usual test in an emergency of this kind consists in adding some of the filtered liquor to a strong solution of calcium chloride when, in case an excess of sulphuric acid is present, a white precipitate will appear after a few minutes standing.

The following method, claimed by the writer as his invention, affords a much greater yield in citric acid than the old one, and is much more readily performed. It consists of the following observations and manipulations:

When a concentrated solution of calcium chloride is gradually added to a solution of sodium citrate, the precipitate at first produced redissolves, but when agitated it suddenly forms a magma which becomes crystalline on the application of heat. It will be seen when considering the reaction which takes place, that besides the tricalcic citrate produced in this manner, a solution of sodium chloride is also formed, which can be readily removed by filtering and subsequent washing with hot water.



Taking advantage of this reaction, 50 cubic centimeters of concentrated lemon juice, containing according to the citrometer-scale 56 per cent of citric acid, were diluted with 100 cubic centimeters of water and allowed to stand over night. The liquid was then filtered to remove the acid albumen deposited, and the filtrate mixed with a concentrated solution of calcium chloride, all quantities of chemicals required for this and the following operations having been calculated beforehand from the molecular weights given in equations IV, V and VI below. Since an excess of calcium chloride cannot possibly do any harm, as it is readily removed by subsequent washing with hot water, no special precaution is to be observed in this case. One and two-thirds ounces of caustic soda were then dissolved in water, and the solution gradually added to the mixture of juice and calcium chloride, so as to neutralize it, this point being readily ascertained by means of litmus paper, when upon stirring, the liquid quickly assumed the condition of a magma. The pasty mass was heated, transferred to a filter and washed with hot water in order to remove the salt in solution and a possible excess of calcium chloride. It was then placed in a large evaporating dish (porcelain), carefully neutralized with a calculated amount of sulphuric acid of 1.7 specific gravity, and the mixture gradually heated to the boiling point, so as to effect complete decomposition and saturation.

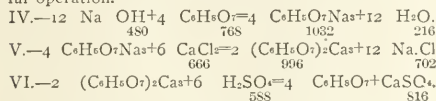
The specific gravity of the original concentrated sulphuric acid employed and subsequently reduced to the required degree showed a concentration of 65.9° Beaume corresponding to 1.84 specific gravity or 95.60 per cent sulphuric acid, and it was found that the desired gravity 1.7 indicating 77.17 per cent sulphuric acid (H_2SO_4) could be readily obtained by mixing a measured quantity of the acid with nearly half its volume of water—that is, with the precaution of pouring the acid into the water and cooling the mixture subsequently.

The sulphate of lime produced as stated above by the reaction of the sulphuric acid with the tricalcic citrate, was then filtered off, and the filtrate heated, when much calcium sulphate came down; this was removed in the same manner as before. The brown colored liquid thus obtained was mixed with animal charcoal, previously freed from phosphates. This purification was effected by adding 30 parts of dilute hydrochloric acid (one concentrated acid to three water) to 20 parts by weight of boneblack, boiling the mixture for 15 minutes, filtering, washing thoroughly with hot water, and drying the remaining substance.

Of this material, now free from phosphates, about 10 grams were used for decolorizing the citric acid

solution obtained from 50 cubic centimeters of the original juice. The mixture of purified boneblack and citric acid was kept at the boiling point for about 15 minutes, and filtered, when the filtrate was found to be perfectly bright and clear. It was concentrated to the crystallizing point by evaporation, and poured into a small wooden, not leaden, tray. Upon cooling, perfectly white crystals of citric acid soon separated from the solution.

The chemical equations involved and the molecular weights of the ingredients employed in this process are given below, so that no difficulty will be encountered in calculating the amounts required for successful operation.



On examining these equations and the reactions represented it will be seen that the operations involved are much more satisfactory than those of the old process, little heating being required to effect decomposition, and the chemicals applied causing but very limited outlay. The main advantage of the new process, however, is to be found in the circumstance that the yield of citric acid is more satisfactory than in the other case—that the weight of the resulting acid closely approaches theoretical figures, and that the final product is of a decidedly superior character.

WINDOW SUGGESTIONS.

By CHARLES L. BERRY, Johnstown, Pa.

Do you know, Mr. Druggist, that you are being judged every day by your show window? If your glass be clear as crystal and window neatly dressed, passersby will say "That man knows his business," for where you see neatness and cleanliness you find honesty and uprightness. If your glass looks as if there had been a fly convention on it and your window unkempt and dusty, people will judge you accordingly, and think that where there is carelessness displayed in your windows the same carelessness may be displayed in the compounding of prescriptions or the selling of drugs.

Your window should be cleaned and changed at least once each week. If possible, make a display of one thing at a time. Try and make your display reasonable; don't display chest protectors in July or Summer cordial in December. If you are in a town where the water is apt to become poor, watch it closely and as soon as it appears cloudy, or when there is an epidemic of typhoid fever, fill your window with some mineral water, ginger ale or some sort of drink. Place a sign in the center of your window. "Drink Crystal Spring Lithia Water; No Mud or Typhoid Germs in this Water.—15c. a Quart." If your window is a large one, use a couple of smaller signs. They might read this way:—"Run No Risk; Drink This Water,"—"A Good Medicine As Well As A Good Water."

If you have some remedies of your own (and every druggist should have) make frequent displays of them, one at a time. Suppose you have a Dyspepsia Tablet, fill your window with it, have a large card (22x28) as follows, "Brown's Dyspepsia Tablets will do what your stomach fails to do—Digest Your Food; 25c. a box." Bring the price out strong. A couple of small signs of this kind: "You'll like your wife better if you use these tablets,"—"A guaranteed cure for the blues," may be used to advantage. Most druggists have a toilet cream. If you have not, get yourself bottles and cartons and put up one. As soon as the frost begins to bite, fill up your window with the empty cartons; make a large gallon bottle full and put it in the center of the window. Put this sign in front of it, "Violet Cream, this is what it looks like." On a card, to one side, put this, "This is what it does; cures chapped hands, face, lips, etc.—10 Cents." On another card, have

this, "Red face and rough hands are unknown where violet cream is used." Put up two dram sample bottles of your cream and hand them out to the ladies while your display is in the window. You will be surprised at the amount of cream you will sell.

Mechanical windows are trade bringers. People will be attracted by moving objects when nothing else will arrest their attention. A good window can be made by representing a country scene. The window can be covered with moss to represent grass; small fences can be arranged to give the farm the appearance of being divided into fields. Fences can be made with half inch square strips sawed into four or five inch lengths, and very thin strips nailed to them. A stream of water can be arranged by using a piece of old rain spouting and filling the bottom of it with pebbles and gravel; have it cross one of the fields. Make a house and an old fashioned barn out of one inch pieces of limbs of trees. Get some toy cattle, chickens, sheep and hogs, and arrange them in different part of the farm. Introduce some motion into the window. This can be a movable roadway. Take some toy animals and fasten them to table oil cloth, making it into an endless belt. Take a board the length you want the traveling roadway; to this attach rollers at each end. To one of the rollers fit a belt wheel, and over these rollers stretch your endless belt with the animals attached. To the wheel put a small belt (strong twine will do) and attach the belt to your motor,—an electric fan with the paddles detached and a spool substituted in their stead makes a fine motor. Start the motor, and your belt moves which gives the animals the appearance of traveling along the road. On the back of the window display signs advertising your face cream, cough cure or anything you want to push. This window requires some work, but the returns will fully justify any amount of work. People will walk miles to see a window of this kind. Have samples of the remedy and a sign inviting the people to get one. This not only gives them an opportunity to try your remedy but it will bring people into your store who probably would not come under any other circumstances. When they do come in, treat them in the right manner and they are very likely to come again.

Another window that will pay you, is one used by the writer during a firemen's convention. A street scene was arranged: a couple of small houses with lawns of moss and walks of white sand. These houses faced an imitation fire brick street, made by scoring a board in imitation of brick. At one end of the street was placed a tin house with small gas pipes running inside under the windows. These pipes were perforated with small holes to permit the escape of gas. They were connected with the city gas supply. The bottom of this house was made to form a basin to which a waste pipe was attached. On the street place your toy fire engine with "brownies" to represent firemen. Have coats made of waterproof material. Under the engine a small pipe came up through the board which was attached to the city water supply. Small rubber hose were attached to this pipe and fastened to the hands of a couple of the "brownies." These hose were so directed that they threw the water into the windows of the house. The gas was turned on and lighted. The water was also turned on and the fire was in full blaze. To make the thing more real, have a couple of the "brownies" climb small ladders on the burning building, and a few others as spectators. This window was a drawing card and amply repaid all the work necessary in arranging it.

If you have newspaper space used in it advertising the goods displayed in your window. Don't allow circuses or theatre companies to hang lithographs in your window, even if they do offer you a paltry pass to the show. There is nothing which does more to make a window look cheap than to be decorated with flaming posters. If you want to see the show, pay your way; it is cheaper. During special seasons, such as Easter or the moth ball season, put large letters on your window calling attention to the things

used at such times. A good moth ball sign can be made by drawing the letters with chalk, putting muckage on the glass where marked and sticking cotton to this. A sign of this kind suggests "moths" to the passerby at the first glance. A nice Easter egg sign can be made by having the words "Easter Egg Dyes" circle the window, each letter to be on an egg painted on the glass, and each egg to be of a different color.

If success is your ambition, your goal, you must give your window more than a passing thought. It must be attractive or it will remain unnoticed by the busy passerby:

"There is a striving for wealth, a golden craze,
In the fevered hurry of modern days."

Man has no time to think of his human needs; these must be brought to his attention by some unusual display or placard. "What fools these mortals be"! Blindness to one's needs is characteristic of the human race. Different minds are attracted by different displays. You must be all things to all men. Your windows are an index to your store, as the face is to the character. You must give them proper attention. They are Shylocks crying for their pound of flesh.

A FEW "DON'TS."

By J. S. STOWELL, Mount Vernon, N. Y.

Don't open and close the store at "any old time." Have a time to begin the business of the day, and a time to quit.

Don't buy a large bill of goods, consisting of many things you don't need and will never sell, just because the clever agent beguiles you with a long payment proposition. Remember that pay day is bound to come.

Don't select the month of July as being the proper season to laud the praises of your emulsion of cod liver oil.

Don't advertise your Celebrated Talcum Powder for excessive perspiration during the cold Winter months.

Don't take the salesman's head off. He may have something you can use. He can at least quote prices, and to these your ear should ever be open.

Don't tell your clerks that it is bad form to smoke behind the counter, while you go around with a 25c. straight in your mouth.

Don't snub the lady who asks for a 2c. stamp. She may see a tooth brush that she likes before she leaves the store.

Don't leave hanging to the package you have just tied up sufficient string for the use of the customer; peradventure, he or she may wish to commit suicide by hanging. No use placing temptation in their way.

Don't get the impression that your business is so firmly established that it does not need your personal supervision. It will slip away from you more easily than it can be regained.

Don't worry. It will not put stock on the shelves, nor cash in your money draw. Have faith, grit and "sticktoitiveness."

Don't be afraid to ask to cents for ice cream soda, if it is worth it. I suppose, however, your locality will have much to do with deciding this.

Don't object to answering the many queries of the apprentice. He is trying to learn. And remember that you were once an apprentice yourself.

Don't give the small boy a large mortar, a pestle and a "hunk" of india rubber and tell him you want it pulverized. For goodness sake, think of something new—be original.

Don't put a Christmas ad. in your local paper and leave it running until the 4th of July.

Don't buy the cheapest drugs on the market. Get the best you can for the least cash. Let purity be paramount.

Don't allow the finished prescription to be anything but that which the physician has ordered. To substitute is criminal. In a measure you are the weapon which the doctor uses in his warfare against disease.

Don't sell anything and everything for the greed

of gold. Even a druggist may have his conscience pricked.

Don't run a pharmaceutical run shop. If you prefer to tend bar walk around the city until you run across a saloon and hasten to apply for a position.

Don't get too "chummy" with Dr. Healemp. Too much intimacy breeds contempt.

Don't get an \$8 a week registered clerk. The best available service is the cheapest in the end.

Don't run down your competitor. If you can say no good of him say no evil.

Don't get confused or have the least appearance of being puzzled when the colored lady asks for a piece of flesh colored court plaster.

Don't leave the soda fountain with a regiment of dirty glasses upon it. Put them out of sight, even if you have no time to wash them until later.

Don't advertise that you have the best soda water in town, and then have the nerve to take the customer's good money for warm slops.

Don't recommend your Infallible Hair Tonic and One Second Corn Cure, while your own head shines like a billiard ball and your clerks limp about the store with corns. Be consistent.

Don't argue over religion or politics with your customer. No use offending your patrons. Be like the Apostle Paul—all things to all men.

Don't urge the purchasing of rochelle salts, borax, bi-carbonate of soda, quinine pills, etc., in large quantities. It's more money in your pocket to sell these things in small lots. Besides you will see your customer more frequently.

Don't keep the wrapping paper, twine, paste and labels in different parts of the store. They bear the closest relationship to each other and should be together. Besides, it will save you steps.

Don't have a dingy, gloomy store. Human beings like the miller and the moth are attracted by the light.

A DRUG STORE FABLE.

By IDA NOE.

A Certain Druggist having read that Everything comes to Him who Waits if he only waits Long Enough, and that Opportunity knocks at each one's Door some time, concluded to keep his Drug Store open Two Hours after every Other Druggist in Town had closed for the Night, so that he would not miss the Late Call for Postage Stamps and Paregoric. So, while he was Sitting near his Door trying to Figure out how he could get A Clerk that would work Twenty hours Daily for Ten Dollars a Week, there came a heavy Knock thereon. Thinking that here was the Opportunity he had been looking for in the Shape of a Man with a Prescription, he hastened to let him in and Prepared to charge him Double Price because it was near Twelve o'clock.

But before he could ask what the Stranger wanted, the Stranger fell upon him with a Sandbag, and Beat him well, and tied him to his own Soda Fountain. Then the aforesaid Stranger ransacked the Cash Register, and took therefrom the Sum of six dollars and thirty-two cents, the whole day's Sales, and helped himself to Vinum Album and Cigars. Failing to find Anything of Value beyond these, he removed the Druggist's Watch and Chain which had been given him by his Wife; ten Years before, and Chided him for Having so Little, and for being so Easy.

"But," said the Druggist, thinking to Excuse himself, "I thought when I let you In that you wanted Something that you Could Not Get at this Time of Night from the other Drug Stores."

"So I did," replied the Stranger. "The other Men had Sense enough to close their stores Early, and I had to come Here. As your store is the Only one open at this time of Night, it was the only One I could get in to Operate on the Cash Register."

"But I thought that keeping open Late would be an Accommodation," feebly protested the Druggist, as the Stranger made up his Choice Cigars into a Neat Bundle.

"So it was, my friend," answered the Callous Robber, "and your Enterprise has provided me with the Means of playing the Races to-morrow."

NEW REMEDIES.

NARGOLUM.—New trade name for nuclein silver.

DIOSCORSIN.—Name of a new expectorant and antispasmodic.

DERMOZON.—Trade name of a toilet cream, the base of which is lanolin.

IODOGENOL.—Trade name for an iodine combination with peptonized egg albumen.

VIOFORM.—New succedaneum for iodoform. Chemically it is an iodochlorated oxquinoline.

OZONALINE.—Trade name for an "air-cleaning" preparation, the base of which is oil of turpentine.

PLANTOSE.—Trade name for the oilcake of rape-seed (i. e., the residue after pressing out the oil).

ROSALIT.—New cosmetic for producing a natural flesh color on bruises and discolorations of the skin.

RAMOGEN.—Synonym and newly chosen trade designation for Dr. Bedert's Rahmgemenge (cream mixture).

MORPHOLIN.—Name given by Knorr to a substance discovered by him, and arising from anhydriazation of diethanolamine.

PHOENICINE.—Name given to a new substance isolated from logwood, and proposed as a dye-stuff, similar to haematoxylin and brazilin.

MORPHIDIN.—Name given to an oily basic substance, obtained by distillation of morphine with zinc dust, in the presence of phenanthrene.

LEVURIN.—The extract of brewers' yeast. It comes into the trade as Levurin siccum, or dry Levurin, and as Extractum Levurini, a semi-fluid mass.

IODOLENE.—An albumen compound of iodoform. It appears as a dry yellowish powder, inodorous and insipid insoluble in the ordinary solvents. It occludes 36 per cent of iodoform.

NIVALIN.—Trade name for a new preparation sold to Alpine tourists as a remedy against snow blindness and the burning of the skin by reflection from snow and ice. It is a flesh-colored paste; also used against sun-burn at sea.

SEPTOFORMA.—Trade name of a new antiseptic, disinfectant, deodorizer, and antiparasitic, for use in veterinary practice, said to be a "condensation product of formaldehyde dissolved in an alcoholic solution of a potassium linoleate soap.

BERGAPTIN.—Name given by the discoverers (Drs. von Soden and Rajahn) to a new crystalline constituent of bergamot oil. It is apparently an aromatic body similar to and possibly identical with the bergapten heretofore isolated from the same source.

TANALIN.—Name given to a substance derived from the fir and spruce trees. It is a yellowish liquid of an agreeable resinous odor which is used as a stimulating application of the skin, and as an addition to the bath, similar to the well-known "Fichtennadel" extract.

FLUOREPIDERMINE.—A synonym for antitussive. It appears in commerce as a pomade containing 5 per cent of difluorodiphenyl, the remainder being lanolin and vaselin. It is stated by Heim, in the Berliner Klinische Wochenschrift, to have remarkable powers in stilling the crises of whooping cough.

CHLOROMETHYL-MENTHYLIC ETHER.—When menthol is treated with a large excess of hydrochloric acid in the presence of formol, an oily liquid, chloromethyl-menthylic ether, is obtained. It has high antiseptic properties, but being decomposed by water, it is used diluted with olive oil an impregnator of cotton batting.

SANATOLIN.—Trade name of a new disinfectant and deodorizer, produced by mixing pure carbolic acid with concentrated sulphuric acid, with the addition of ferrous sulphate, the whole diluted with water. It is a dark brown, strongly acid liquid, with a strong smell of coal tar and sulphurous acid.

MALTOL.—A condensation product obtained in

the process of roasting or baking malt. Very recently it has been discovered that it is easily obtained from the needles of the white pine, direct, which it seems contain it to the amount of half of 1 per cent (i. e., 1 part in 200). The needles are macerated in water, and maltol recovered from the liquid by shaking with chloroform, and crystallized out. Maltol, with iodine and soda lye, produces iodoform at once.

PHOSPHOLUTEYN.—A synonym of lecithin, a substance that plays the principal role in the structure of the blood corpuscles. It is given in anaemia, chlorosis, and in all troubles marked by diminution of the red blood corpuscle. It appears as a "white, wax-like" (slightly coherent?) powder, melting below 100 degrees C., and easily soluble in alcohol at a temperatures of 40-45 degrees, and in the fatty oils, but insoluble or nearly so, in ether, chloroform, and benzoin. It is given hyperdermically in doses of 5 to 15 cgm., and by the mouth in doses of 10 to 50 cgm.

SIRICAYA.—The name given the seeds of *Anona squamosa*, a tropical fruit tree, the roots of which are used in the Dutch East Indies as a fish poison, the bark as an aperient or cathartic, according to the amount used, and the leaves as a sudorific. The fruit alone seems to be free from medicinal properties, and it is largely and freely eaten by everyone. *Siricaya* are quite poisonous. They are rich in oil, and contain at the same time a small amount of gum, a fat, and crystallizable body of alkaloidal nature. The oil is used as a parasiticide, especially against head and body lice.—(National Druggist.)

THE SOCIAL DUTIES OF A PHARMACIST.*

By W. B. WHEELER, Guthrie, Okla.

Duty, we are told, is a moral obligation; society contemplates the community, the public, the people in general.

Governments are built upon society, and society finds in the government its greatest source of strength. Each is dependent upon the other for existence, and both are good or bad, according to the people.

I asked an old-timer in our profession, "What are the social duties of a pharmacist?" and he answered, idiomatically, "Everything, except making change, that's business." I replied, "That sounds all right, but it's crude." However, he would go no farther into detail, and one trite sentence is not sufficient to make a paper for this meeting.

While everybody, in every walk of life, has duties to perform, yet society looks upon those who follow the professions for guidance in all things, dividing the social and ethical world into departments, and, to use a business term, places a profession in charge of each. Thus the lawyer, the minister, the physician and the pharmacist find their duties, and are given the places the professions mark out for them. To my mind the duties society places upon the pharmacist are greater in number, in many respects, than those of all the others, and certainly they are the most sacred that can fall to man. To him come all classes of people, the high, the low, the rich, the poor, with all the ills weak flesh is heir to, and to no priest within the sanctuary of the confessional, no lawyer or doctor in the consultation room, are told the hopes and fears, the faults, weaknesses, frailties and vices of society, that are confided personally and professionally to the pharmacist, to be locked away in the safety vault of memory, and to be brought forth only in time of need. Being thus brought close to humanity in all its defects, the pharmacist learns, by the law of contrast, the better things of life; and, after articulating the family skeleton, he finds pleasure in helping to lock it away in the closet of oblivion.

The social duties of a pharmacist make him many sided and versatile. In his place of business he must treat the coarse and rough with promptness and diplomacy, forgetting what they are; and of the modest and retiring, he must, with mild suggestion and the

* Proceedings Oklahoma Pharmaceutical Association, 1901.

trick of telepathy, often learn their wants and, with the delicacy of gentleness, supply them.

At public places, receptions and entertainments his duties as a builder of better conditions are no less exacting. His profession makes him a leader in society. To entertain others is an acquirement that is a part of his education. And good taste in dress and general appearance is an art he should cultivate as a matter of pride. The manners of a man stamp his individuality. His usefulness to the world depends upon his view of the duties he owes to mankind, in making society better by elevating the thought of the people, clearing the atmosphere of immorality, raising the fallen and holding back those who are in danger. His duties make him a constant student. He must avoid vulgarity, malignity and littleness of soul, and strive to cultivate and acquire the urbanity of perfect manners until all things become to him intuitive and his acts are in obedience to the mandate of mysterious instinct.

There is nothing the pharmacist can afford not to know of current thought in the daily happenings, in literary productions, in art creations. He must be up with the times in all things—*sui generis*—of his own kind, and of all kinds.

But I am reminded that I must not occupy too much time, for there are others. It is the mission of papers, such as this one, to endeavor to elevate the profession, that in its turn it may do its share in raising the standard of morality and intelligence, thus making all mankind better, purer, happier and nobler; this I've tried to do without drawing upon the prismatic powers of language, or to evoke its hidden melodies, yet endeavoring to avoid the dull level of a *Travelers' Guide*, or the eloquence of an almanac.

It is the practical mission of our profession to assist in correcting the physical evils of humanity, to lengthen life; it is the social mission to aid, to conquer the vicious appetites and passions of those with whom we are brought in contact, that they may harvest the fruits of usefulness, so that in the end all may join with the old poet:

"It is not growing like a tree
In bulk doth make man better be,
Or standing long, an oak three hundred year,
To fall a log at last, dry, bald and sear;
A lily of a day
Is fairer far in May.
Although it fall and die that night,
It was the plant and flower of light.
In small proportions we just beauties see,
And in short measures life may perfect be."

SHOP TALK.

P. A. Burton, a Northwestern writer on drug topics, tells of spending a few minutes in a St. Paul drug store, in which time eighteen women and four men came in. Only five of them bought, the others used the telephone, consulted the directory, etc., and went out without thanking the proprietor. The latter, being questioned on the subject, said:

"Oh, I suppose I can't complain. I want the people to come into my store, and they won't do it unless I provide them with the little conveniences within my power. The other druggists do it, you know, so I've got to keep in the ring."

"I didn't say anything," writes Mr. Burton, "because I knew that a philosopher can't argue successfully with a business man, but I am now working on the model for a merry-go-round, which can be opened up and turned loose in a six-foot space. I am going to sell it to down-town druggists, to assist them to entice the unwary pedestrian into the store. I expect to operate a Punch and Judy show at the same time, and, both together, I think, will prove a drawing attraction."

A certain druggist, whose store is in a certain notorious district in New York, feels as though it is incumbent upon him not to be polite any longer, particularly to strangers. The cause of his present frame of mind commenced one night about three weeks ago, when a stranger, with a decidedly "sporty" bearing, came into his store, and after buying a cigar and a box of seidlitz powders for a "Katzenjammerish" feeling, which he claimed to have, developed a conversation on the general merits of the immediate neighborhood. It developed from the stranger's confidences that he hailed from the far West—think of it as the antithesis of the Far East—and to back his claim he rolled his r's as though they were hot potatoes, and flew off into a maze of words in which "pedro," "faro," and "drawing a bead on a greaser who tried to pin the pack" struck the druggist with the force of realism—and said that he had just put up at a neighboring hotel, entirely ignorant of New York. Confidences became mutual, and at the stranger's intimation that he would like to play a little game; and did he (the druggist) know of a house in the neighborhood which did a little business that way, of course, *sub rosa*? The innocent laborer of the mortar and pestle informed the stranger confidentially that he was cognizant of the existence of such a place; nay, he even knew the number of the house and the street, and the proprietor, who was, parenthetically, a very good customer. He went on to say that he had been in the house—of course, for purely business reasons, as from principle he never played games of chance—at which the stranger interjected some remarks about discretion, though good as a rule, being now unnecessary—and plunged into a detailed description—from disinterested enthusiasm, no doubt—of the magnificently fitted and decorated interior. After getting the druggist's card and a few words thereon introducing him to Mr. Blank, the proprietor of the house that did a certain kind of business, the stranger, with effusive good-nights, made his departure; and the druggist, somehow pleased with himself, shut up shop.

* * *

The next morning a man in blue and brass buttons came into the store, and informed the druggist that a certain potentate of another kind of scales than apothecaries', namely, those of justice, had urgent need of him, for what purpose was a dead secret, thought the officer smiled knowingly. And the poor pharmacist, when he arrived before the high dignitary, received a verbal flogging, among other things chiefly verbal, on the topic of the disgrace of gambling, faro-tables, pool-rooms, and so on, until the victim didn't know whether he kept a pharmacy or a gambling house—so convincing was the benediction: "Of course," said the high one to the low one, "the law is honor-bound to protect you, just as it affords shelter to a criminal who turns State's evidence." Then was the mystified pharmacist dismissed, the truth just beginning to dawn upon him. Upon reaching the street, the druggist's eyes fell upon the glib stranger of the night before. Any kind of friend would have been comforting at the time. But the recognition was not reciprocal. The stranger told him authoritatively to "move on, there," and then turned, with a roar of laughter, to a nearby policeman, whom he hailed familiarly, and appeared to explain some extremely humorous situation. Then the druggist tumbled, and kicked himself. He is now considering the knotty problem whether it pays to be polite and affable or not.

* * *

Too many druggists make the mistake of carrying too small a stock in certain lines. One of the St. Paul dealers, Herman W. Rietze, gave a little extemporaneous lecture on the subject to a customer the other day. The customer called for a certain and rather scarce brand of unguent plaster, and the druggist immediately supplied the caller's want. "I am surprised," said the buyer. "This is the first time I ever

called for that particular kind of plaster and got it." "It is evident," replied Mr. Rietzke, "that you never came to this store for it. What is the use of one's keeping a stingy little stock of anything—a quarter of a dozen—or none at all? There is where lots of druggists miss it. They should be able instantly to supply the want of every customer, no matter what it is; and the most successful of them do just this."

DETECTION OF METHYL ALCOHOL IN MIXTURES.*

By S. P. MULLIKEN and HEYWARD SCUDDER.

In a recent article by E. Jandrier it is stated that a test for methyl alcohol described by us in an earlier number of this journal, and based on the oxidation of the alcohol to formic aldehyd, followed by condensation of the latter to a colored derivative of resorcin, is unreliable, because it is also given by acrolein, and is interfered with by the presence of furfural. To remedy these defects in our method Jandrier recommends that gallic acid be employed instead of resorcin as the reagent for formic aldehyd, he having found in an earlier investigation that the color reaction obtained by the use of gallic acid is much more delicate and less likely to be obscured by coloration occasioned by the simultaneous presence of other aldehyds.

A careful examination by the authors of this modification of their test soon proved that its use for the purpose proposed is entirely inadmissible, and this despite the fact that gallic acid is actually as claimed, a better reagent for the detection of formic aldehyd than is resorcin. The explanation of this paradox will be made apparent by a consideration of certain facts that have lately come to our knowledge while studying the partial oxidation by hot copper oxid of a considerable number of organic compounds.

The means chosen for oxidizing methyl alcohol to formic aldehyd, detailed in our first paper, was the very simple one of plunging a short, closely-wound spiral of light copper wire, previously heated to redness and superficially oxidized, into the solution to be tested. Special emphasis was placed on the condition that "a concentrated spirit should always be diluted with at least three of four volumes of water before oxidation." It was also particularly noted that 1 drop of a 0.5-per-cent resorcin solution was the quantity of reagent that should be added for every 3 Cc. of all solutions originally containing more than 0.1 per cent of methyl alcohol. These minute specifications were necessary, partly because it had been found that absolute ethyl alcohol, when directly oxidized without previous dilution, would, if afterward largely diluted with water, give a very faint color reaction resembling that caused by formic aldehyd. This color, however, was noticed only when the weight of resorcin, added to a given volume of solution, was many times less than that usually employed, and it first made its appearance after several hours, instead of within a few minutes, as usually happened with solutions that really contained methyl alcohol. The conditions necessary for the production of this color from ethyl alcohol were so unusual, its intensity was so slight, and its cause so obscure, that no account of it was included in our first paper. A more suggestive observation was made by us at the same time with reference to the use of casein, of which we wrote: "Casein is not a suitable reagent of methyl alcohol tests, because the oxidation-products of ethyl alcohol yield with it the same blue color as formic aldehyd; though, singularly enough solutions of pure acetaldehyd do not give this result."

Failure of Gallic Acid Test.

After the gallic-acid reaction for formic aldehyd had been brought to our attention, we endeavored to verify the advantages claimed for it in the detection of methyl alcohol. For our purpose it was found best to employ the reagent very nearly in the manner re-

commended by Istrati: 0.2 Cc. of a saturated solution of gallic acid in pure ethyl alcohol was mixed with a few drops of the oxidized alcohol solution to be tested, diluted to 2 Cc., and the mixture carefully run down the side of an inclined test tube containing a few cubic centimeters of concentrated sulfuric acid. At the line of contact between the two liquids a yellow zone, almost immediately turning green, makes its appearance, if the solution contains formic aldehyd. Above and below the green zone, blue rings then rapidly develop. If other substances which give color reactions are also present, the upper layer will vary in color, but the green and the lower blue ring will still appear beneath. The colors are pure and characteristic, and are not obscured by the presence of other aldehyds.

Having familiarized ourselves with these phenomena, it was with considerable surprise that we found the oxidation products obtained in the usual way from the purest procurable ethyl, propyl, isopropyl, secondary butyl, tertiary butyl and normal butyl alcohols, ethylene glycol, glycerin, acetaldehyd, paraldehyd, ethyl ether, acetone, pinacene and acetic acid, all gave distinct green and blue rings with gallic acid.

The total failure of the gallic acid test to distinguish the substances enumerated from methyl alcohol, as well as the anomalous results noted in our earlier experiments with the oxidation products from concentrated ethyl alcohol when tested with a trace of resorcin or with casein are susceptible of only two simple explanations. Either all the apparently pure compounds oxidized must have contained methyl alcohol or methyl derivatives as impurities, or the list of compounds which may give traces of formic aldehyd upon oxidation with copper oxid is a very much longer one than has hitherto been suspected. The hypothesis that methyl alcohol in small quantities may be formed along with ethyl alcohol in alcoholic fermentations is perhaps not unworthy of a more thorough investigation that it has received. Trillat claims to have detected traces of it in some genuine brandies. But it is, nevertheless, highly improbable that all the cases which have been noted by us in which formic aldehyd reactions were obtained from the oxidation-products of the many presumably pure substances taken for our experiments can be explained in this way, and we inclined strongly from the first, to the acceptance of the second explanation, the probability of which has since become a certainty in consequence of a supplementary quantitative investigation conducted by one of the authors, with the assistance of Messrs. Brown and French.

The logical justification for adhering to the use of resorcin in the test for methyl alcohol lies, then, in the presumption that no common organic compound that could occur in such solutions as are provided for by the method (with the exception of methyl esters or ethers) will furnish enough formic aldehyd, or other substance, exhibiting a similar behavior, when treated with due regard to the detailed directions to give a rose-red ring and flocks. This presumption is a sufficiently well-founded one, when all the precautions that will be given further on in this paper are observed. The gallic acid and casein tests, on the contrary, must be rejected, because they are so delicate that formic aldehyd may be detected by their use in nearly any organic solution that has been partially oxidized by means of a copper spiral.

Improved Resorcin Test.

Since the publication of our first paper we have had occasion to apply the resorcin test for methyl alcohol to a great variety of mixtures, and as a consequence of the fuller knowledge of the imperfections of the method thus gained, we are now in a position to suggest certain improvements in the original procedure, which, we believe, will considerably augment its practical usefulness. Analysts are, as a rule, too prone to ignore the fact, that the absolute identification of any compound by the use of some single specific reaction is an unattainable end when really

*American Chemical Journal.

unknown mixtures are dealt with. Specific qualitative tests are of great value when judiciously employed; but each new mixture must be considered by itself, and whenever there is reason to suspect the presence of substances which may interfere with the test selected, means for their removal must first be devised. The list of compounds whose presence may mask the color reactions given by phenols with formic aldehyds is a long one, and includes bodies which are likely to be met with in such important mixtures as the commercial tinctures, extracts, varnishes, alcoholic beverages and solvents. While it would be feasible to formulate quite definite rules of procedure for the detection of methyl alcohol in any limited group of mixtures, it will be more profitable here to make certain general suggestions that will be of service in the solution of a variety of special problems.

The following precautions should always be observed:

(a) Use for the test only that part of any mixture that can be completely distilled at a temperature between 50° and 100°, and which, after distillation, gives a clear, colorless solution when shaken with 2 or 3 volumes of water.

(b) Make a blank experiment, before oxidation with the copper spiral, by pouring 2 Cc. of a clear, aqueous solution of the distillate of proper boiling-point, to which 1 drop of 0.5-per-cent resorcin solution has been added, so as to form a layer upon concentrated sulfuric acid in a test-tube. If a precipitate or a colored ring makes its appearance, the solution requires further preliminary treatment.

(c) Do not test, without preliminary treatment, any solution that is known or suspected to contain phenols, alkaloids or organic bases.

The reasons for these precautions are obvious.

Many organic compounds give colorations with sulfuric acid alone; others, including nearly all aldehyds and many bases, condense easily with resorcin under the conditions of the test to insoluble or intensely colored products. Other phenols besides resorcin, and many bases, will, if present, react with any formic aldehyd that may arise by oxidation with the wire, and thus prevent or obscure the appearance of the characteristic rose-red ring.

Separation of Methyl Alcohol.

Methyl alcohol may be separated easily from most coloring-matters, oils, resins, sugars, glycerin and glycols, by a simple distillation: from phenols and acids by distillation from an aqueous solution containing caustic alkali; from bases by distillation from aqueous solution strongly acidified with a dilute mineral acid. When small quantities of methyl alcohol are extracted from insoluble organic mixtures by shaking out with water, it is to be remembered that the methyl alcohol will tend to concentrate in the first part of the aqueous distillates obtained from such solutions, and that various aldehyds, phenols and bases may pass over with it on account of their volatility with steam, and will have to be removed afterward.

When the preliminary blank experiment (b) gives a coloration or precipitate, and the solution gives aldehydic reactions with ammoniacal silver nitrate and with Schiff's rosaniline-aldehyd reagent, take 12 Cc. of the alcoholic distillate, which, if concentrated, must first have been diluted so as to contain at least 75 per cent of water; place in a small firmly stoppered bottle with 3 drams of resorcin and 1 Cc. strong sulfuric acid, and heat for two hours in a water-bath at 70-80°. Cool, dilute the solution to 50 Cc. with water, distill off 5 Cc., and test the distillate for methyl alcohol in the usual manner. Large quantities of aldehyds may be held back by resorcin in this way, though, when the mixture consists mainly of aldehyd, more resorcin and longer heating will be required. An analogous method for accomplishing this same result, which employs aniline and phosphoric acid instead of resorcin and sulfuric acid, was proposed by Allen and Chattaway for use in the analysis of whiskeys. We have used both these methods with success

upon mixtures containing as high as 50 per cent of furiurol and other aldehyds, thus meeting the chief objection which Jandrier has raised against our procedure.

Separation of Acetaldehyd.

A more difficult, but practically far more important, problem than that of removing aldehyds from the original mixtures had to be faced when we sought to discover some simple means for taking away the acetaldehyd which is always formed together with formic aldehyd when mixtures containing both ethyl and methyl alcohols are oxidized. The most that could be previously claimed for the test with resorcin in such mixtures was that "One part of methyl alcohol may be detected without great difficulty in the presence of 5 parts of ethyl alcohol." A simple and fairly satisfactory way out of this difficulty was, however, found.

Acetaldehyd is easily and completely expelled from aqueous solutions by persistent boiling in a vessel provided with some condensing arrangement that will prevent too rapid loss of water vapor. Dilute solutions of formic aldehyd, on the contrary, lose their aldehyd very slowly under this treatment, it being firmly held, partly in a polymerized condition, by the hot water. Such solutions will, however, lose all their formic aldehyd when the distillation is rapid and is pushed too far. The improved test for methyl alcohol now to be described takes advantage of these facts, and as the procedure not only removes acetaldehyd, but also traces of many other higher boiling substances that exert an injurious influence on the final color reaction, its employment is generally to be preferred to the somewhat simpler method earlier described by us.

Examination of Unknown Mixtures.

When entirely unknown mixtures are under examination they must, of course, always receive, in addition, a suitable preliminary treatment, though it has been found that a previous digestion with resorcin and acid for the removal of aldehyds will seldom be required when these substances are not present in larger quantities than are usually found in the distillates from fermented and distilled liquors.

Unless the mixture to be examined, after receiving whatever preliminary treatment may have been found necessary, already contains much water, dilute 2 Cc. with water until it measures 6 Cc. Treat with the oxidized copper spiral as elsewhere described six times, cooling the tube with running water after the treatment. Next fit the test-tube, which should have a length of 6-7 inches, with a doubly perforated rubber stopper. One perforation of the stopper is to be fitted with a piece of glass tubing drawn out to a very fine capillary whose end is forced down so as nearly to touch the bottom of the tube. Let the wide end of the tube, on which the capillary has been drawn, project an inch above the stopper, and attach to the projecting end a bit of rubber connector which can be closed by a small screw clamp. Fit the second perforation of the stopper with a bit of glass tubing, which is placed in connection with a good water suction-pump capable of giving a vacuum of about 20 Mm. Support the test-tube by a clamp, so that it will be two thirds immersed in water in a breaker maintained at 25-30°. Partially close the screw clamp and apply gentle suction for a few moments so as thoroughly to saturate the liquid with air. Then screw the clamp tight and apply suction with the full power of the pump. A rapid stream of gas bubbles, at first principally air, but later consisting of acetaldehyd, alcohol and water vapor, will rise from the fine capillary point, the liquid boiling under the diminished pressure. Continue this distillation in vacuo until just one-half of the liquid has evaporated. This requires about ten minutes. By judiciously regulating the action of the pump, and in some cases admitting a very little air through the capillary, the boiling, though accompanied by some frothing, is easily con-

trolled, and bumping prevented.* Next add 1 drop of a solution containing 1 part of resorcin in 200 parts of water to the residual solution, and pour it cautiously into a second tube held in an inclined position in such a way that the two liquids shall not mix. Allow it to stand three minutes; then, holding the tube by its upper end, sway it slowly from side to side in such a manner as to produce a very gentle rotary motion between the two layers. This operation must be persisted in, if necessary, for a minute or more, using a piece of white paper for a background; but must be conducted so gently that only a very gradual and partial mixing of the water and acid shall be caused.

Nearly half of the acid should remain as a distinct unmixed layer at the end. When methyl. alcohol is present, the shaking causes the separation of more or less voluminous flocks of a very characteristic rose-red color. The appearance of colored zones or flocks of other hues, even when tinged with red, or of a rose-red solution without the flocks, should never be considered proof of the presence of methyl alcohol. However, if the flocks are reddish-brown, or if the upper layer has a pronounced red color, it is often well to repeat the test. Too hasty or careless mixing of the aqueous and acid layers spoils the reaction, which will also fail or give unsatisfactory results if the evaporation in vacuo is too long continued, or if it is stopped before the complete removal of all acetaldehyd.

The delicacy of the test as here described is sufficient to permit the detection of 1 part of methyl alcohol in 2,000 parts of the solution as prepared for oxidation. If, in a solution of moderate concentration, the proportion of ethyl to methyl alcohol does not exceed 100 parts to 3, entirely satisfactory tests for the latter are obtained without difficulty. When the ratio between the alcohols is 100:2, the test is occasionally successful, but cannot be depended upon.

Besides methyl alcohol, the only substances which are known to give the same reaction with the improved resorcin test are the methyl esters and ethers (including methylal), and secondary and butyl alcohols (compounds which are rarely met with except in quantities too small to be readily detected). Acetone and dimethylethyl carbinol give red rings at first, but on shaking, the aqueous layer becomes red-brown without yielding the rose-colored flocks.

As compared with other qualitative tests for methyl alcohol known at the time of writing, the one just presented is without question the simplest, the most rapid, and the most convenient. Its delicacy, while not great, is sufficient for most practical purposes, and its most serious imperfections are so well defined as to be rendered comparatively harmless.

COPPER IN EXTRACTS OF DRUGS.—P. Carles (Repert. de Pharm.) has examined a number of samples of extracts of vegetable drugs for copper, and has in some cases found considerable quantities of this metal. Extractum valerianae was found to contain from .65 to .8 per cent., extractum scellae cornuti .5 to .6 per cent., and extractum aurant. amar. .4 to .45 per cent. copper. While small quantities of copper may not be directly poisonous, the presence of the metal in extracts is still very undesirable and may give rise to unpleasant symptoms. For preventing the contamination of extracts with this metal, the author recommends plating the inner surfaces of all copper apparatus with silver. A coating of tin is said to be of little or no benefit, this metal being rapidly attacked by vegetable compounds. Silver plated utensils have been found to be very durable in practice.

*An experienced operator may often obtain equally satisfactory results by simply holding down the oxidized aqueous solution in an open test-tube until the moment when the odor of acetaldehyd disappears. The method of boiling down in vacuo is, however, in general, much more reliable.

QUESTION BOX.

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of the Era. Copies of these may be obtained at ten cents each.

Drop Lake.

(Dr. J. H. O.) "Lakes" are made (1) by adding a solution of alum, either alone or partly saturated with carbonate of potassa, to a filtered infusion or decoction of the coloring substance, and after agitation precipitating the mixture with a solution of carbonate of potassa; (2) by precipitating a decoction or infusion of the coloring substance made with a weak alkaline lye, by adding a solution of alum; or (3) by agitating recently-precipitated alumina with a solution of the coloring matter, prepared as before, until the liquid is nearly decolorized, or the alumina acquires a sufficiently dark tint. "Drop lake" is made by dropping the moist lake through a small funnel on a clean board or slab, and drying it by a gentle heat. A very little clear gum water is said to be commonly added to the paste to give the "drops" consistence when dry.

"Workshop Receipts" gives the following formula for "Drop Lake," which is stated to be synonymous with "Brazil-wood Lake."

Ground Brazil-wood, 1 pound; water, 4 gallons; digest for 24 hours, then boil for half an hour, add alum $1\frac{1}{2}$ pound, dissolved in a little water; mix, decant, strain, and add a solution of tin $\frac{1}{4}$ pound; again mix well and filter; to the clear liquid cautiously add a solution of salt of tartar or sodium carbonate as long as a deep colored precipitate forms, carefully avoiding excess; collect, wash and dry. The product is deep red. By collecting the precipitate in separate portions, lakes varying in richness and depth of color may be obtained. The first portion of the precipitated lake has the brightest color. An excess of alkali turns it violet, and the addition of cream of tartar, brownish red. The tint turns more on the violet red when the solution of tin is omitted. Some persons use less, others more, alum. Another formula directs that washed and recently precipitated alumina be added to a strong and filtered decoction of Brazil-wood. The resulting product is said to be inferior to that obtained in the preceding process.

Mixed Bird Seed and Bird Food.

(Fancier.) The Era Formulary gives the following:

(1) Canary seed.....	4 parts
Hemp seed.....	5 parts
Millet seed.....	1 part
May seed.....	1 part
(2) Canary seed.....	5 parts
Hemp seed.....	3 parts
Rape seed.....	1 part
Millet seed.....	1 part

A "German paste" or canary food may be prepared as follows:

Corn meal.....	8 ounces
Blanched sweet almonds.....	4 ounces
Fresh butter.....	1 ounce
Powdered sugar.....	1 ounce
Saffron.....	5 grains
Eggs.....	1 or 2

Pass the egg through a fine grater, and add to the other ingredients. Beat to a smooth paste with cold water and granulate the mass by passing through a coarse grater; then expose the product to the air in a warm place until quite hard and dry.

Bird Food.

Pea meal.....	1 pound
Conse sugar.....	$\frac{1}{2}$ pound
Fresh butter.....	2 ounces
Yolks of eggs.....	2
Mix these well together and brown gently in a frying pan. When cold mix well with:	
Poppy seed.....	2 ounces
Bruised hemp seed (separated from the husks).....	2 pounds

Transparent Shellac Varnish.

(A. G. B.) A colorless varnish, suitable for prints, oil paintings, and hard white wood, may be made by dissolving 2 to 5 ounces of shellac in a pint of rectified spirit. To this must be added about 5 ounces of well-burnt animal charcoal that has been recently heated, and the whole boiled for a few minutes. If, on filtering a small portion of the mixture through blotting paper, it is not found to be perfectly colorless, more charcoal must be added, until the desired result is obtained. When this has been achieved, the mixture must be strained through a piece of silk and filtered through blotting paper.

For the preparation of a shellac solution as clear as possible another authority recommends the addition to the alcoholic solution of shellac of a quantity of whiting (equal to that of the shellac used). Let the whole stand for at least two days, shaking it frequently. The fluid is then allowed to clear. The clear portion is finally poured off and the residue filtered. A small addition of benzine or petroleum ether has also been recommended for clearing shellac solution prepared with 95 per cent alcohol.

Decolorized Tincture of Iodine.

(D. G. S.) "In making decolorized tincture of iodine, N. F., I followed directions accurately but failed to decolorize the iodine. Can you give any reason for my failure?"

The cause of your failure is not apparent though it is quite evident you have not used the substances in the manner described by the formula. Or you may have made some mistake in the quantities directed. We suggest you try the formula again, being sure the iodine and sodium hyposulphite are completely dissolved before adding the alcohol and the stronger water of ammonia. The latter should answer the pharmacopoeial requirements and contain 28 per cent of NH_3 . We have never known the process of decolorization employed in this formula to fail when all the details have been carefully carried out.

Anodyne and Sprain Liniment.

(M. T. C.) Here are several formulas. You can take your choice.

- (1) Tincture of belladonna.....3 drams
Soap liniment, enough to make.....3 ounces
Solution of subacetate of lead.....2 ounces
Oil of origanum.....1 ounce
Vinegar.....2 ounces
Water.....30 ounces
- (3) Spirit of ammonia..... $\frac{1}{2}$ ounce
Oil of cajuput.....1 dram
Tincture of belladonna.....1 ounce
Camphor liniment, enough to make.....6 ounces
- (4) Soap liniment.....6 ounces
Compound camphor liniment.....6 ounces
Tincture of opium.....6 ounces
Belladonna liniment.....1 ounce
Stronger water of ammonia.....1 ounce

Mix, allow to stand for a week, and filter. This formula appears in the Formulary of the British Pharmacopoeial Conference under the title "linimentum opii ammoniatum."

Removing Old Labels.

(T. R.) It is not always as easy a job to remove soiled labels as one might imagine. One way is to scrape them off with an old knife kept for the purpose. Another is to place the bottle in water until they soak off. One of the neat methods is to thoroughly wet the label and then place over it a wet piece of paper of the same size as the label. If the

paper is pressed down for a few minutes it can be peeled off with the old label attached. If the label is well wetted and then held over the heat of a lamp or gas flame it will usually peel off in good shape. A jet of steam will remove almost any label if directed against it for a few seconds, but the jet of steam is not always handy and some of the previous mentioned methods must be resorted to.

To Cement Glass to Iron.

(J. G. S.)

- (1) Resin.....5 ounces
Yellow wax.....1 ounce
Venetian red.....1 ounce

Melt the wax and resin on a water bath and add under constant stirring the Venetian red previously well dried. Stir until nearly cool, so as to prevent the Venetian red from settling to the bottom.

- (2) Portland cement.....2 ounces
Prepared chalk.....1 ounce
Fine sand.....1 ounce
Solution of sodium silicate, enough to form a semi-liquid paste.

- (3) Litharge.....2 parts
White lead.....1 part

Work into a pasty condition by using 3 parts boiled linseed oil, 1 part copal varnish.

HORSECHESTNUTS AS FOOD.—R. Flüggé, of Hanover, is reported to have been successful in eliminating from horsechestnuts the bitter resinous principle which rendered them unfit for food. The procedure was as follow (American Medicine): The brown shell was removed after slight roasting, to facilitate the shelling. The chestnut was then pulverized and saturated with pure alcohol or ether alcohol in a tightly closed percolator. After standing for a week at a moderate temperature the resin had passed into solution and the fluid containing it was then drawn off. For complete extraction of the resin, fresh quantities of the solvents were necessary and were obtained from the resin solution. By heating this fluid, the solvent was volatilized and the bitter resin remained. The vapors of alcohol were conveyed back into the upper part of the percolator, by a pipe conduit, and after being condensed by a cooling device, were again used upon the chestnut meal, and the process repeated until the fluid running from the percolator was completely freed from bitterness. The alcohol retained by the meal was distilled off and the meal dried. The meal contains all the albumin and starch of the chestnut and has a pleasant taste.

PRESERVING AMMONIUM AND STRONTIUM IODIDES.—Strontium iodide and ammonium iodide soon acquire a red color upon standing, this discoloration being caused by the liberation of iodine. Mansier (Journ. Pharm. et. Chim.) finds that these preparations may be restored to their original conditions by dissolving in a small quantity of water, and evaporating without loss of time. Removing the free iodine by shaking with chloroform or carbon disulphide was not found effective. The author finds that these preparations may be preserved without change if placed in bottles containing a layer of sodium bicarbonate (ammonium carbonate for preserving the ammonium salt) covered with a layer of cotton. The freshly prepared salt is placed upon the layer of cotton, the bottle or container is then heated upon the water bath, in order to remove air, and sealed. These substances are said to keep indefinitely without change when prepared in this way.

PHARMACOPOEIA OF PRAYERS.—The latest fad in the aristocratic and financial circles of Berlin is said to be prayer healing, for which a pharmacopoeia of prayers for special forms of disease has been prepared. A lady doctor, whose fees are at the rate of two marks an hour, is the practitioner most in vogue. (American Medicine.)

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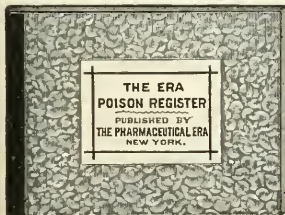
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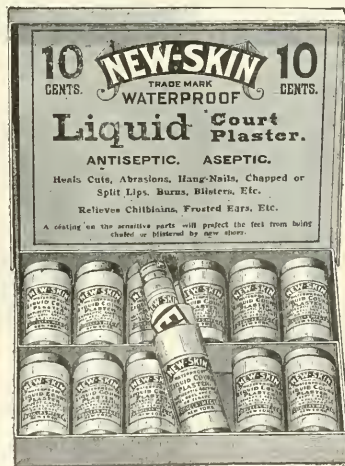
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NEWS DEPARTMENT.

NEW YORK AND VICINITY.

MORE ABOUT RED ALBUMEN.

Trade Receives Notice Not to Substitute.—Dealers

Ridiculous Idea of U. S. Salyx & Co.

Getting Redress At Law.

The "albumen craze" has been quite as much in evidence during the last week as it was the previous one, and orders continue to come in to the city wholesalers from various part of the country. Many of the orders have distinctly stated that blood albumen was wanted and dealers say that all such orders are being filled. Some druggists, who are probably not aware of the past record of the exploiters of "red albumen," write for "red albumen" and invariably receive an answer to the effect that such a preparation is not sold by the firm, but that they can be supplied with blood albumen. Usually when the dealers write to customers on the albumen question they explain that "red albumen" is a preparation being sold by the U. S. Salyx Co. and that the previous record of the concern in connection with "black pepsin," "per algretta" and other frauds causes them to advise druggists not to sell it.

The prominent wholesale drug houses of this city have received a "notice" from the U. S. Salyx Co., New Concord, Ohio, warning them against selling blood albumen when "red albumen" is ordered. The notice says that there is an albumen compound, red in color, made by slaughter house people for fertilizing purposes, which some druggists have been selling as "red albumen," and further that "this fertilizer contains sufficient phosphorus to kill almost immediately any fowl that it is fed to, and that it is not intended for a food compound." The notice concludes by cautioning wholesale and retail druggists against selling blood albumen as "red albumen," to those wanting the latter as an "egg food."

The manufacturers say:

"Red Albumen is made expressly as an egg food and should be used for no other purpose. We are advertising 'red albumen' extensively and about one-fifth of our receipts goes into the pockets of the wholesale druggists. We expect your assistance in establishing our business. When a farmer buys what he supposes is red albumen for the purpose of making his hens lay, and gets an albumen preparation made for an entirely different purpose, that will kill his hens, it injures our business, and therefore injures yours. The U. S. Salyx Co., New Concord, Ohio, are the only manufacturers of red albumen. We have complied with the law regarding the name 'red albumen' and will prosecute to the full extent any person selling any preparation but ours as red albumen."

When asked his opinion of the U. S. Salyx Co., and what effect the notice to the trade would have on the sale of blood albumen, an official of one of the large downtown drug houses said: "We do not take any stock in the notice whatever and the concern is only trying to 'bluff' druggists into buying 'red albumen.' They would not attempt to prosecute any druggist, for their past record in exploiting 'black pepsin,' 'per algretta,' 'hypersamphire,' etc., would not sustain any charge of theirs in a court. We continue to sell blood albumen and to those who specify 'red albumen' we explain the case and usually sell the blood albumen in the end. While blood albumen may not do all that the exploiters of 'red albumen' claim for their preparation, in combination with pepper it will keep hens warm, which is conducive to laying eggs. As for blood albumen being harmful, we have sold several tons of it in the past two or three weeks and have not heard of any complaints." Asked if his firm would buy any "red albumen" for customers who would not take blood albumen, the official said: "We always try and avoid having any dealings whatever with a concern of questionable reputation, and

as we are aware of the many frauds exploited by the U. S. Salyx Co., we will not handle any of their new preparation or any article of their manufacture." Nearly all the drug dealers spoke of the notice in about the same manner, and the Era representative could not learn of any wholesaler or jobber who had bought any "red albumen," although they all said there was a good demand for blood albumen.

Members of the drug trade ridiculed the idea of the U. S. Salyx Co. attempting to prosecute them. No cases of substitution have been reported, as on all orders sent out, the article was said to be labeled blood albumen or "albumen (red)." One dealer remarked that the Salyx Co. might annoy druggists considerably by writing threatening letters but he was satisfied the concern would not even attempt to prosecute, as it had been exposed by the Government when it tried to create a demand for "black pepsin" a few years ago.

Enclosed with the "notice" of the Salyx Co. were a number of circulars telling of the wonderful properties of "red albumen," which the dealer was asked to distribute. The circular referred to in last week's Era was also enclosed.

Blood albumen is obtained by separating the serum from the clot of perfectly fresh blood. The liquid, which contains from seven to eight per cent of proteids, is evaporated in shallow trays at a temperature not exceeding 50° C., when the albumen is obtained in brittle scales or transparent flakes of a grayish, yellowish, reddish, brown or black color. Blood albumen has been used in the preparation of patented foods, in dog biscuit, poultry foods, etc. for a number of years. It is also largely used in the textile industries, especially in the printing of delicate colors. "Black albumen," or dried blood, finds applications in sugar refineries and in turkey-red dyeing.

ADULTERATED FLAXSEED BEING OFFERED.

Dealers Warned Against Buying Ground Flaxseed at Prices Inconsistent With Purity.

A card recently sent out by McVaine Brothers of Philadelphia, notifies the trade that there has been some adulterated flaxseed offered for sale in Philadelphia and Baltimore. This seed is said to have been brought from the West already ground. McVaine Brothers state that they thought from the appearance and price of the article offered that it could not be pure and had it analysed by their chemist, who reported as follows:

"The total amount of oil found in the sample by extraction was 31.15 per cent, which of itself is not far from the average amount found in the genuine flaxseed, but the examination of this oil shows it to be abnormal and very different from the oil extracted from pure flaxseed. This is shown by the following figures:

Saponification equivalent.....	163.1 (normal 186-195)
Iodine figure equivalent.....	56.21 (normal 170-188)
Unsaponifiable oil equivalent.....	34.5 per cent (normal.....1.1-1.28 per cent).

It will be seen here that both the iodine figure and the saponification equivalent are far below the normal for the pure extracted linseed oil and the explanation is found in the high percentage of unsaponifiable oil which is presumably mineral oil. This is undoubtedly a foreign admixture or adulterant." It is said the fraud can readily be detected by the odor, and the color is darker.

The New York drug dealers of prominence when asked about the flaxseed said that none had been seen here, but it was thought an adulterated article must be

offering, as the prices quoted are too low for pure ground flaxseed to be sold at. One large dealer said he had not seen any adulterated flaxseed in this market recently, but he knew that it was being offered and had been offered for a long time, as the prices quoted would not pay the first cost of a pure article. He did not know how the evil could be remedied except that "dealers should keep their eyes open and refuse anything but pure flaxseed, regardless of price."

KING'S COUNTY PHARMACEUTICAL SOCIETY.

The last meeting of the Kings County Pharmaceutical Society for the year 1901 was held in the Brooklyn College of Pharmacy building, No. 329 Franklin avenue, Brooklyn, December 10. The attendance was unusually small. President Oscar C. Klein, Jr., called the meeting to order and Secretary Tuthill read the minutes of the preceding meeting stating that the committee on investigations had reported favorably on the sixty applications for membership which had been received. He also handed in four more applications which were referred to the same committee. Treasurer Ray reported a balance of \$255.15 in the treasury and \$6,843.27 to the credit of the college.

Dr. Muir, as chairman of the legislative committee, gave a report of the conference of his committee with the Legislative committees of the State Association and the several Greater New York organizations, and thought their deliberations should meet with the approval of the Society. The report was adopted without discussion. President Klein reported that he attended an entertainment and smoker given by the Philadelphia Retail Druggists' Association, Friday, December 6, at which about three hundred druggists, out of a membership of five hundred and fifty, were present, and that good feeling and harmony prevailed at the gathering. The secretary read a letter from Mrs. McKinley in reply to the letter of sympathy sent by the Society at the time of the President's death.

Dr. Muir reported for the building committee which has in charge the selection of a site for the new college, and thought the committee would be able to present something more definite in the near future. H. O. Wichelns then took the floor and spoke at considerable length on the N. A. R. D., stating he had not been present at the last meeting of the Society when the report of the delegates to the Buffalo convention was presented. He asked Prof. Anderson to enlighten him and stated he had been given to understand the N. A. R. D. was "dead."

Prof. Anderson said he believed the N. A. R. D. was as thoroughly alive as it ever had been and there was no truth in the report that it was a "back number." He said that although the efforts put forth here had not been successful, there was no reason for pronouncing the plan a failure as the druggists in smaller towns had been much benefited by it. The success of the N. A. R. D. is dependent upon the hearty co-operation of wholesalers and jobbers and in Greater New York there are so many wholesale, proprietary and retail concerns it is a difficult matter to uphold the plan. In smaller places where there are only a few wholesalers the retail druggists can dictate their terms. He had little faith in the tripartite agreement as applied to Greater New York, but the plan was now to get the smaller places in line, obtain a strong backing and then attack the strongholds. He hoped that in due course of time the price restrictive plan would be adopted. In closing, he urged the members to stand firm and do all they could to help the N. A. R. D., for in "organization there is strength."

Dr. Muir spoke on the tripartite plan and referred to unsuccessful but well-planned attempts to enforce the agreement in this city. It had been found almost impossible to trace goods. Even when evidence was brought against a violator it could not be made to produce beneficial results and in his opinion, no plan based on an agreement would ever be successful in this city; there are too many dishonest dealers. He said under the tripartite agreement the jobber appears to have the best end of the argument and the only plan that will be suc-

cessful is one which will allow honest dealers to have redress in courts of law.

Secretary Tuthill reported the Society now had 420 members, and asked that each one use his influence to bring in more members.

Prof. Anderson proposed that the society have a reunion in the form of an entertainment of some kind, or possibly, a smoker or dinner. This proposal caused a lengthy and heated discussion, but it was finally decided and the president appointed Messrs. Wichelns, Anderson, Tuthill, De Forest and Ray a committee of five to take the necessary steps in the matter and also to invite some authority on pharmaceutical subjects to read a paper on the occasion. Dr. E. G. Rave presented the college with a manikin, and received a vote of thanks from the Society.

The names of the newly elected members follow: Fred Ahlborn, W. H. Berney, W. Francis Blicher, Rudolph Boenke, T. J. Broadhurst, David K. Browd, Geo. B. Cabene, F. A. Cade, Maurice D. Cadman, Geo. W. Caldwell, J. M. Conklin, Geo. H. Convin, Jr., P. C. Crandall, May Viola Crosby, John D. Crosby, W. A. Dawson, W. E. Dennis, Samuel Dolcost, Adolph Engelhard, Ernest Falkenburg, Adolph Fischer, Geo. J. Frey, Wm. E. Golder, Arthur G. Howell, Hans Jurgensen, Geo. A. Koch, W. E. Kolb, Chas. F. Kramer, Isaac L. Leaf, Francis A. Lowe, C. R. Lusch, Katherine C. Mahegin, Max Mayer, Michael Metz, Nelson McBride, W. L. Morris, Jos. T. Munk, F. L. Nagel, Fred E. Niece, Ralph Paul, Thos. J. Rees, Jos. E. Reid, E. C. Reiss, Robt E. Reilly, Adam B. Richert, John W. Riehl, Chas. Rolberg, Harry Rubin, F. O. Schroeder, Jno. A. Schmidt, Anthony Schmitzler, G. V. Sloat, Jr., Eugen P. Smith, Otto C. Spaeth, Theodore Tewes, E. C. Thurston, A. E. Turner, Richard J. Wall, Andrew H. Witze, Geo. S. Yaeger.

STORE REGISTRATION IN NEW YORK.

The State Board of Pharmacy of New York announces that it is now ready to receive applications for store registration for the year 1902. Applications in the Western section can be made to the branch secretary, George Reimann, No. 405 Genesee street, Buffalo, N. Y.; in the middle section, to Warren L. Bradt, No. 55 Washington avenue, Albany. In the Eastern section applications can be made at the office of the Board, No. 115 West 68th street, New York city. The office is open from 9:00 a. m. until 4:00 p. m. Saturdays only from 9:00 a. m. until 12:00 m.

The application blank the Board asks to have filled out this year requires more particulars regarding licensed and unlicensed employes and of certificates displayed. The applicant states the names of all licensed clerks, the number and date of their certificates and by what Board issued; also the names of registered apprentices with the number of their certificates and the full names of all other unlicensed employes and in what capacity employed. The applicant is also required to affix a poison label fully complying with the law to his application.

Secretary Sidney Faber states that application blanks will be sent by mail upon request. The Board recommends that applications be sent in as soon as possible in order to avoid delays.

BROOKLYN COLLEGE ALUMNI DINNER.

The annual dinner of the Alumni Association of the Brooklyn College of Pharmacy was held at the Argyle, Nos. 153-155 Pierpont street, Brooklyn, Wednesday, December 11. The affair was one of the most enjoyable ever held by the association, and the presence of several members of the N. Y. C. P. Alumni Association added much to the success of the dinner.

Dr. Frederic P. Tuthill acted as toastmaster and introduced the speakers, who were Dr. William Schroeder, Jr.; Charles S. Erb, president of the N. Y. C. P. Alumni Association; Dr. William Muir and Thos. J. Macmahon, who responded for the New York College of Pharmacy. Other speakers and toasts were: Dr. E. H. Bartley, "Faculty of the B. C. P."; Dr. Geo. C. Diekmann, "Faculty of the N. Y. C. P."; Philip Shaprio, "How We Did It"; F. Borggreve, "How He Does It"; J. E. Mc-

Namara, "Class of 1902"; Mr. Hurley, "Class of 1903"; Francis B. Hays, "Pharmaceutical Press"; Mr. Platt, "Commercial Interests"; Prof. W. C. Anderson, "Any Old Thing."

MANHATTAN PHARMACEUTICAL ASS'N.

Law Relating to Manufacture of Soda Water Discussed.

The Manhattan Pharmaceutical Association held its regular monthly meeting in the library of the College of Pharmacy, No. 115 West 68th street, Monday evening, December 16. J. Maxwell Pringle, Jr., presided at the meeting, which was not well attended.

Secretary S. V. B. Swann read the minutes of the last meeting and Treasurer G. H. Hitchcock gave his report, stating that the balance on hand at the last meeting was \$159.57 and since that he had received \$23.75 in dues and had paid out \$36.80, leaving a balance of \$146.52 in the treasury.

Mr. Hitchcock reported for the legislative committee and said he had written to Thos. Stoddard, the chairman of the legislative committee of the State Pharmaceutical Association, informing him of the action taken by the Manhattan Association in regard to the election of members of the State Board for the Eastern Section, and of the discussion on the conflicting clauses in the penal code and pharmacy law. Mr. Stoddard had replied stating that a bill would be drafted and presented at the next session of the Legislature, in accordance with the resolution adopted at the conference held on November 12, and he hoped there would be no opposition to the bill. Mr. Stoddard recommended that the penal code difficulty be left to the Board of Pharmacy as that was the body to look after such matters. He called attention to the fact that the present pharmacy law had been in force less than a year and should be given a fair trial before attempting to bring in amendments.

A printed circular handed in by one of the members was read by the secretary. The circular contained a decision recently given in court against a person charged with making soda water in a tenement house, and for which he was fined \$25. The decision showed that the court considered it a misdemeanor for any one to manufacture soda water in a tenement house. On motion it was decided to have the decision of the court printed and sent to the members. Several members thought the law which made it a misdemeanor for druggists to manufacture soda water should be repealed and to this end the chairman of the legislative committee was instructed to confer with other societies of the city and State.

HEGEMAN & CO.'S MAIN STORE NARROWLY ESCAPES FIRE.

The main store of the several in this city owned by the corporation of Hegeman & Co., at No. 196 Broadway, was in great danger of being consumed by flames early Thursday morning, and had it not been for the timely arrival of William R. Thompson, the colored porter employed by the company, it is probable the building and contents would have been destroyed.

The watchman was on his usual round of inspection about 1.30 o'clock, and smelling smoke at once called a policeman and turned in an alarm. At first it was thought the fire was in the building occupied by the Hegeman Company, but after considerable difficulty the fire was located in the building next door, occupied by the Dennison Manufacturing Co. For a time it looked as if the drug store would be consumed by the flames, but with the exception of about \$300 loss on goods stored in the cellar and damaged by water, the Hegeman Co. was not inconvenienced. The firemen worked particularly hard to prevent the flames spreading to the drug store, as an explosion was feared. The company carries a large stock of all kinds of drugs in the storage rooms of the building.

NOTES.

—Some of the visitors in New York drug circles last week were: A. H. Van Gorder of Benton, Myers & Co., and Samuel E. Strong of Strong, Cobb & Co. and treasurer of the N. W. D. A., Cleveland, Ohio; E. C. Irving, San Francisco; Fred L. Seely of the Paris Medicine Co., St. Louis; Luther Hommel, Saugerties, N. Y.; Harry Crispell of Crispell & Co., Rondout, N. Y.; W. D. Olney, Middletown, N. Y.; M. Collins of the Rhode Island Drug Co., Providence, R. I.; C. W. Davis, Groton, Conn.; W. E. Burke, Princeton, N. J.; Theodore L. Bristol of the Bristol Drug Co., Ansonia, Conn.; W. C. Bower, Norwalk, Conn.; Dr. Percy De Stanley, Rahway, N. J.; H. N. Clark, Cornwall-on-Hudson; Mrs. W. K. West, Toledo, Ohio; L. M. Munro, Jr., New Canaan, Conn.; Frank Rowley, Plainfield, N. J.; H. E. Emerson, Milford, Pa.; C. F. De Vries, Sayville, L. I.; U. W. Becker, Stapleton, S. I.; S. Davis, Boonton, N. J.; A. H. Beardsley, manager of the Miles Medical Co., Elkhart, Ind.; Charles Lawton and William Lawton of the C. H. & H. A. Lawton Drug Co., New Bedford, Mass.; Thomas Lord of Lord, Owen & Co., Chicago; William Schoelles, Seacliffe, L. I., and A. M. O'Keefe of the Brinson, Seales Drug Co., Waycross, Ga.

—The Wholesale Drug Trade Bowling Association had the usual weekly meeting at Reid's alleys on Saturday, December 14, and some very good games were rolled. Seabury & Johnson's team now have the highest team score, having rolled 923 on Saturday. Dodge & Olcott's team still lead in the tournament. Last Saturday's scores follow: Seabury & Johnson, 706, against Lanman & Kemp, 739; Lanman & Kemp, 670, against General Chemical Co., 780; Seabury & Johnson, 923, against General Chemical Co., 788; Roessler & Hasselacher Chemical Co., 682, against National Lead Co., 737; Colgate & Co., 782, against National Lead Co., 637; Colgate & Co., 814, against Parke, Davis & Co., 822; Roessler & Hasselacher Chemical Co., 589, against Parke, Davis & Co., 745.

—The New York Section of the Society of Chemical Industry will hold its next meeting at the Chemists' Club, No. 108 West Fifty-fifth street, to-morrow (Friday) evening. The following papers will be read: G. Thurnauer, "The Determination of Bismuth in Lead;" Maximilian Toch, "The Chemistry of Paints" (Exhibition and Illustrations); Clifford Richardson, "Report of the Subcommittee on a Uniform Method for the Analysis of Portland Cement;" Oscar Nagel, "On Ricinus Oil Cake."

—The Board of Managers of the Drug Trade Club held the monthly meeting, Wednesday, December 11. The only important business transacted was the election of the following out-of-town members: H. O. Branner, Baltimore, Md.; Henry V. Dunham and Andrew A. Dunham, Bellows Falls, Vt.; Edwin Mallinckrodt, St. Louis; E. S. F. Randolph, Plainfield, N. J., and Lee Harrison, Newark, N. J.

—Rumor says that a company is being organized to compete with the combination known as the American Can Co., manufacturers of tin cans, boxes, etc., for druggists' and manufacturers' use. Druggists claim they are now obliged to pay 50 per cent. more for talcum, ointment and similar tin boxes than they did before the combination was effected.

—H. P. Campbell of the wholesale and retail drug firm of Sturgis & Campbell, Clinton, Ia., has been in the city several days, and made calls on his friends in the trade. Mr. Campbell was in the retail drug business at No. 54 New York avenue, Brooklyn, for some time previous to his removal to Iowa. He reports trade in good condition in his territory.

—B. Steindler, a retail druggist who has conducted a store at the corner of 103d street and Third avenue, has been having difficulties with the financial end of his business. When Mr. Steindler purchased the business he gave a mortgage, on which he was to pay monthly installments, and failing to make these payments the mortgage has taken possession.

—The 125th street branch of the Hegeman & Co.'s (corporation) drug store will hereafter be open all night. Geo. Ramsey, of the main store, states that the business at this branch has so increased during the past few months that the organization of a night staff became ab-

olutely necessary, and now the doors of this pharmacy are never locked.

—Jacob Portugaloff, who gives his occupation as a drug clerk, has filed a petition in bankruptcy, with liabilities at \$2,851 and nominal assets. Portugaloff at one time conducted a drug store at the corner of Grand and Ridge streets. A meeting of the creditors is called for Monday, December 23.

—The drug store at No. 307 Madison avenue is now owned by a corporation, Van Horn & Co. The officers of the company are: President: Guy R. P. Ellison; treasurer, C. C. Jenkins, and secretary, Mr. Van Horn. Ellison and Van Horn at one time conducted a store at Forty-first street and Park avenue.

—E. C. De Witt, a well known proprietary manufacturer of Chicago, and president of the Proprietary Association of America, is to make this city his home in the future. Mr. De Witt is having a fine residence built on Fifty-fifth street, near Fifth avenue. At present he is stopping at the Waldorf.

—Chas. F. Beers, for some time assistant in the city department of Parke, Davis & Co.'s New York branch, left on Saturday for the head offices at Detroit. From there he goes to Kansas City, where he will be connected with the firm's branch, representing them in Colorado.

—L. Altman, for some time with druggist P. H. Henckel, at Eighty-eighth street and Amsterdam avenue, has severed his connection with that store, and is taking a vacation. Mr. Altman expects to do relief work after his rest.

—C. J. Leyes, a retail druggist who has conducted a store at 155th street and St. Nicholas avenue for the past two years, has closed the business and will probably locate in Brooklyn.

—R. M. Magill, formerly senior clerk in the pharmacy of E. Rutter, at the corner of Pavonia avenue and Coles street, Jersey City, will open a drug store at No. 143 Mercer street, Jersey City, about December 20.

—John S. Lane, Eastern representative and Samuel P. Watson, Southern representative of Schieffelin & Co., have been in New York recently.

—William Caughey, one of the city staff of Seabury & Johnson, is reported seriously ill with typhoid fever and pneumonia.

—O. F. Berger, representative of the Osborne-Colwell Co., is on a trip in upper New York State.

—Mrs. Geo. E. Schweinfurth, wife of the popular pharmacist at No. 866 Sixth avenue, is ill with typhoid fever.

A Point Well Taken.

In their advertisement in this issue, the Paris Medicine Co. call attention to the fact that if they were to increase the size of their packages of Laxative Bromo Quinine Tablets to contain 35 tablets where they now contain 24, it would reduce the retailer's sales 50 per cent, and when the retailer stops to think that he made over one-half million dollars on Laxative Bromo Quinine Tablets last year, it seems to us this point is well taken. This announcement is prompted by the fact that some imitators of Laxative Bromo Quinine Tablets use the argument that they give more free goods than do the manufacturers of Laxative Bromo Quinine Tablets and that they put more tablets in each box, and the Paris Medicine Co. ask each druggist to figure for himself how many free goods he would have to receive to make him even with the original Laxative Bromo Quinine Tablets. After all, it pays to handle genuine goods.

IN AND ABOUT BOSTON.

LAWRENCE DRUGGISTS ATTEMPT TO DEFAUD THE COMMONWEALTH.

Boston, Dec. 14.—The Commonwealth of Massachusetts has an admirable system by which it is possible immediately to detect anything out of the usual course in the administration of the poor departments of the various cities and towns, and so save money to the State and prevent fraud on the cities and towns. It appears that bills far in excess of what they should have been were sent in from Lawrence to the State Board of Charity, for settlement by the Commonwealth. The bills aggregated \$1,758, and the State, after careful investigation, has determined that \$880 is the maximum sum that should have been charged and the \$869 represents excessive charges.

Investigation into these charges was started because of the variation between the charges and the visits of the poor department. A child was reported as having received fifteen visits from the ward physician and to have consumed \$11.00 worth of medicine. As a matter of fact, the child had been threatened with diphtheria and one visit made by the physician showed that there was no diphtheria. The mother of the child has made affidavit that she took her daughter, by authority of the overseers of the poor, to a ward physician and that he pronounced her trouble tonsillitis and immediately himself prepared a bottle of medicine as a gargle. This bottle, bearing the doctor's name, and only half empty, is held in evidence. The mother's affidavit shows that this was the only visit to the doctor, and that the child did not leave school once, but the claim was for fifteen visits to her. Two druggists put in bills for medicine for this case, furnished several times. The prescriptions were obtained from these druggists and it was found that the same preparation, or gargle, was within ten days' time sold for sixty cents, seventy-five cents and eighty-five cents. Some of the prescriptions were charged at as high a price as \$1.00, and all the bills had been paid by the city of Lawrence. A leading druggist in Boston says that his price for one of the seventy-five cent prescriptions would be thirty-five cents. Among other claims was one for physicians' visits to a man up to Sept. 30, 1900, while at the office of the Secretary of the Commonwealth a certified copy of his death certificate is filed, showing that he died Sept. 19. He was given a peculiar beef extract, the cost of which was \$1 per bottle, according to the bills submitted. Agents of the Board have scoured Boston, but cannot find any like it. This was named "Bordoux." The agents then visited the druggist in Lawrence where it was first procured, and were told that the concern put it up; that it had had trouble with the name, and so was putting up the very same thing under the title "Los Angeles." The agents bought a bottle for thirty cents, which was all the clerk charged. In another case a man used up a jar of ointment which the druggist said cost seventy-five cents, but the city paid, and the State was asked to repay \$11.10 for medicines he was alleged to have consumed. One patient had a bottle filled once and secured some pills twice. The bill for medicines on this account was \$8.35. These are only some of the great number of cases which have been investigated with the utmost care by the State Board, which was impressed not alone with the large sums charged, but also with the fact that the physicians' bills and those of the druggists so exactly coincided. All this has created excitement in Lawrence. It is not known at the State House what course the Mayor and the other authorities of the city intend to pursue. The Commonwealth is through with the matter, having settled the bills with the City of Lawrence.

FAIRLY GOOD BUSINESS.

The continued demand for Sen Sen, and the large sales made, testify to the popularity of this breath perfume and throat ease. Since Sen Sen has been placed on the market there have been many breath perfumes advertised and sold, but druggists say that Sen Sen has by far the largest sale of any yet put up. Probably few drug stores in the country are without Sen Sen.

Boston, Dec. 14.—The druggists of Boston have just passed through a peculiar week in several respects. Monday the atmosphere was just balmy enough to melt the snow which had fallen during the previous week and the result was that the city was one mass of slush, which,

of course, resulted in wet feet and consequent colds; Tuesday it rained hard, followed by a change which brought cold winds from the Northeast and many of those who escaped the snow and slush colds were caught unprepared for the complete change, so that they, too, were forced to look for various kinds of medicines either as a preventative or an antidote. Friday the weather became warm again and today it was almost like Summer. Under this order the druggists had a heavy trade in cough medicines and one night did a rushing business in hot drinks, followed on the next with an equal amount of business in cold sodas. The sale of vaccination points fell off only slightly and altogether trade was brisk throughout the week. In the general trading, firmness in prices and a pretty steady condition is found, as regards drugs, and the same practically applies to chemicals as a class, in which there is fairly good business. Alcohols and cologne spirits are in good demand, and rates hold well. Dyestuffs and tanning materials are in rather good demand, although no material change in prices are noted. Hops are dull and inactive. Little activity or fluctuation in prices on waxes is found.

HARD LUCK FOR FALL RIVER DRUGGISTS.

Boston, Dec. 14.—Fall River druggists, or more properly those in the Flint River district, seem to have been in hard luck, and several have just been haled into court on the charge of illegal liquor selling. Among them were Joseph and Thomas McNally, each of whom was fined \$65, from which they appealed; Bernard J. Keeley, fined the same sum and who also appealed, Alfred J. Guiguere, who received a like fine of \$65, and Ludger Moreau, a clerk at Richard's drug store. He likewise was fined \$65 and appealed. In all these cases ample evidence was introduced to convince the court in finding as it did. In Fall River proper still other druggists under the ban have been H. J. Sorel, C. W. Folster and Alfred Blais, whose cases were tried on continuance in the court there for the unlawful keeping of liquors, Sorel in his own drug store, Folster in Edmund Reeves' store, and Blais in the Union Drug Store, where he is clerk. He is only fifteen years old. Each of these defendants was fined \$65, from which they all appealed. In all these cases officers went about with a spotter, who was sent in at each place to negotiate a sale. Once outside, he promptly reported to the waiting officers, hence the evidence secured.

SPRINGFIELD CLERKS MAKE MERRY.

Boston, Dec. 14.—Several guests from Boston were present at the second annual reception and dinner of the Springfield Drug Clerks' Association, held at the Hotel Russell in that city. There also were guests from other cities, while about every drug store in Springfield was represented by the members of the organization. There was a novel feature in that the banquet did not begin till midnight. Orchestral music and vocal selections enlivened the occasion. The president of the association, Stephen Morris, presided and also served as toastmaster. All of the special guests and many of the members spoke briefly and pleasantly. Among the out-of-town guests were Mr. Blanchard, of the Eastern Drug Company, Boston; C. H. Brooks, of Hartford, and C. W. Hathaway, of Salem.

NOTES.

—Last Sunday was made a "campaign no-license day" in Cambridge, and union meetings were held all over the city, with addresses by the ministers and many of the leading no-license advocates. One of the aldermen told of his experiences while a member of the no-license committee of the city government and said he learned that druggists in various parts of the city kept specially prepared packages which are sold promiscuously without registration. He stated that the people of Cambridge had not done their complete duty by shutting out the saloon, but that they should take some measures looking toward strict compliance with the law by all druggists. The city went no-license at its annual election, on December 10.

—The one hundred and thirty-second dinner in the history of the Paint and Oil Club of New England was held at the Hotel Brunswick, with about forty present. John D. Morton, first officer of the club, presided at the banquet and over the subsequent business meeting. There was a spirited debate on the direct steamship connection between Boston and the Mediterranean ports. Mr. Morton, C. W. Willis, secretary of the club, and several others spoke strongly in favor of the establishment of such a route. A unanimous resolution was voted to express the club's approval of the plan. The members of the club represent large financial interests.

—Edward F. Morse, U. S. N., pharmacist at the Charlestown Navy Yard, has been ordered to the naval magazine at Iona Island, in the Hudson River, New York, where he will continue in service. When he was at the Charlestown yard he was attached to the Wahash. His home is in Charlestown. Pharmacist John Cowan, U. S. N., has been ordered before the retiring board for examination. He has been in the medical office at the Charlestown Navy Yard for a short time, coming there after service in the Philippines.

—W. B. Heath, the West Roxbury druggist elected this week to the Boston Board of Aldermen, states that he went into the contest for office more as a matter of curiosity as to the outcome than anything else. His campaign was so without method that he did not even state on the cards, which he placed in the show windows of his pharmacy, notifying voters of his candidacy, to what party he belonged. His general popularity brought him success.

—A new enterprise is the Lowell Germania Chemical Company, organized for the purpose of manufacturing, selling and general dealing in all kinds of chemicals. It is to have a capital stock to the amount of \$10,000, made up of 400 shares of the par value of \$25 each. August Fels is the president, Michael F. Gookin the treasurer, and they and Dennis Wholey make up the board of directors.

—Wilfrid Mathieu, a clerk employed by Charles L. Curtis, a South Framingham druggist, has been fined \$50 for illegally selling a bottle of beer without requiring the purchaser to sign his name at the time of purchase. An appeal was taken, and Mathieu was held in \$200 for the Superior Court. He is not a registered pharmacist.

—President Peter B. Moriarty and W. C. Doane, secretary, of the Worcester County Pharmaceutical Association, delegates from that organization to the national association, presented detailed reports of the national convention, in Buffalo in October, at the recent quarterly meeting in Worcester.

—With a record of excellent service covering two years at the City Hospital, Boston, Roscoe Hill has become manager of the Perkin's pharmacy, on Highland avenue, Somerville. He is registered as a pharmacist in New Hampshire and New York, as well as Massachusetts.

—Harriman and Foster, druggists of Whitinsville, have bought of the administrator of the estate of Callahan McCarthy what is known as the Gorman drug store in that town. The store recently was closed for a short time, and is now to be reopened by the new owners.

—After a policeman had bought a pint of whiskey of A. F. Gorham, a clerk at W. F. Colburn & Co.'s drug store in East Boston, one day this week, he promptly put Gorham, who is only twenty-one years of age, under arrest on the charge of illegally selling liquor.

—Hon. Charles L. Dean, Republican candidate just elected for a fourth term as Mayor of Malden, is well known to druggists in all parts of the country as the head of Dean, Foster & Co., wholesale dealers in druggists' glassware and sundries.

—F. W. Putney, formerly in the drug business in Cambridge, and who sold his store to John O'Hara, has become connected with a collection agency in whose interests he travels through Maine, making his headquarters in Portland.

—Mellin's Food Company of North America, at the December meeting of the association's board of directors, held this week at Young's Hotel, was unanimously voted into membership of the Boston Merchants' Association.

—R. S. Billings, a Dorchester druggist, is enjoying a

little let-up from business cares, and is off hunting near his old home in Bethel, Me. He has with him, as his guest, W. H. Davis, also of Dorchester.

—A new drug store at Winchendon is that of A. G. Durgin, just opened. It is situated in the new Rome block. Mr. Durgin, whose home has been in Quincy, is to remove to Winchendon.

—G. A. Greer, a New Bedford druggist, is a voluntary petitioner in bankruptcy, and owes nearly \$1,800, to meet which obligations there are no assets, according to his statement.

PHILADELPHIA.

VALUE OF THE P. A. R. D. TO DRUGGISTS.

Philadelphia, Dec. 14.—The value to the druggists of a city of an active association was unmistakably shown by a recent happening here. A few weeks ago two of the leading daily newspapers published full-page advertisements of a certain "patent medicine" in which many local druggists were quoted by name as highly recommending this particular remedy, the ad. making it seem as if personal interviews had been given the reporters by each one. This form of advertising was rightly considered as highly offensive and detrimental to the druggists named, by the local association, as well as to others, and moreover, the "recommendations" were obtained in rather an unfair manner. The method was for the reporter to enter a drug store and to ask the owner, or even a clerk, how this remedy was selling and what he thought of its merits, which questions the druggist, thinking the man a prospective customer, usually answered in some manner, not supposing that his words were to be quoted as an advertisement endorsing its claims. If favorable, the name and address of the druggist was noted and another victim hunted up, if unfavorable, the "opinion" was quietly consigned to oblivion. The local association did not propose to "stand for" any such questionable method of advertising, especially as the article in question was put out by a firm not noted for its generous treatment of the retailer, so their executive committee called on the advertising managers of the two papers and demanded satisfaction. They got it, too. Although the advertisement could not be retracted and the damage was done, a written promise was secured from each that in the future if any patent medicine firm attempted a similar scheme that they would not publish any endorsement of a retail druggist unless given in the form of a written and signed statement. Of course, if the druggist is willing to give an endorsement over his own signature that is his own business, the point was that none should be "buncoed" into giving one without being fully informed of its proposed use. Personally, it is known that this advertisement has done harm to druggists here; in several instances local physicians resented the public approval of a patent medicine by the druggist with whom they dealt and have since refused to send prescriptions to that store.

DRUG BOWLING LEAGUE.

Philadelphia, Dec. 14.—Interest in the weekly tournaments of the Drug Bowling League is at a high point, owing to the keenness of the struggle between the teams for the championship, and the season promises to be highly successful in every way. Up to the present time the honors are divided between the teams representing Aschenbach & Miller, Whittall, Tatum Co. and Smith, Kline & French Co., the "Wanderers" seeming to be the only one of the others in the running. A delegation from the Baltimore Bowling League headed by Dr. A. L. Dohme, visited the city today (Saturday) as guests of the local league and a series of games will be rolled off tonight. J. Elwood Lee of the J. Elwood Lee Company, entertained the "Wanderers" at his home in Conshohocken Friday at a dinner party, after which several games were played

on the fine alleys Mr. Lee has in his residence. The full schedule for the remainder of the year has been arranged as follows: December 30—Whittall Tatum Co. vs. H. K. Mulford Co., R. Shoemaker & Co. vs. H. K. Wampole & Co.; January 7—Smith, Kline & French Co. vs. Aschenbach & Miller, H. K. Mulford Co. vs. "Wanderers"; January 14—Whittall Tatum Co. vs. H. K. Wampole & Co., "Wanderers" vs. R. Shoemaker & Co.; January 21—H. K. Wampole & Co. vs. Smith, Kline & French Co., Aschenbach & Miller vs. Whittall Tatum Co.; January 28—R. Shoemaker & Co. vs. H. K. Wampole & Co., Whittall Tatum Co. vs. "Wanderers"; February 4—H. K. Mulford Co. vs. H. K. Wampole & Co., R. Shoemaker & Co. vs. Smith, Kline & French Co.; February 11—Aschenbach & Miller vs. "Wanderers," Whittall Tatum Co. vs. R. Shoemaker & Co.; February 18—H. K. Mulford Co. vs. Smith, Kline & French Co., Aschenbach & Miller vs. H. K. Wampole & Co.; February 25—Whittall Tatum Co. vs. Smith, Kline & French Co., R. Shoemaker & Co. vs. "Wanderers"; March 4—Aschenbach & Miller vs. H. K. Mulford Co., "Wanderers" vs. H. K. Wampole & Co.; March 11—Whittall Tatum Co. vs. H. K. Wampole & Co., H. K. Mulford Co. vs. R. Shoemaker & Co.; March 18—Aschenbach & Miller vs. Whittall Tatum Co., "Wanderers" vs. Smith, Kline & French Co.; March 25—Whittall, Tatum Co. vs. H. K. Mulford Co., R. Shoemaker & Co. vs. H. K. Wampole & Co.; April 1—Aschenbach & Miller vs. R. Shoemaker & Co., H. K. Wampole & Co. vs. Smith, Kline & French Co.; April 8—Aschenbach & Miller vs. Smith, Kline & French Co., H. K. Mulford Co. vs. "Wanderers." On every date of this schedule the teams given as opponents bowl three consecutive games with one another. The games are to commence at 8.00 p. m., and will be played on Imperial Alleys, Ninth & Walnut streets.

INSPECTION OF THE BOARD OF PHARMACY.

Philadelphia, Dec. 14.—According to current remark, the present inspection of the State Board will find more druggists than ought to be so unconsciously violating some of the provisions of the pharmacy law, particularly in the matter of unregistered clerks. It is rumored that one of the largest down-town stores has been reported as having three unqualified clerks in the prescription department, where drugs are also sold. In our correspondence in last week's issue it was stated that the Board required the display of the last renewal receipt with the certificate of registration; this statement, based on local authority, has been found to be an error. In order to settle this and other points, the secretary of the State Board, Dr. George, was communicated with, and his reply was that "it will not be necessary to display the renewal receipt any longer, but that portion of the Act in reference to displaying the certificate of registration is still in force and therefore the certificate only must be displayed in a prominent place in the pharmacy." A decision of the Attorney-General regarding the question raised as to the proper fee for registration to be paid by persons examined by the Board is that in all cases where certificates were not issued prior to the enactment of the "Newhard Bill," the fee therein provided for must be paid. No "renewal fee" for re-registration is now required, that having been done away with by the "Newhard Bill" last April. It might be mentioned that it would be wise for every retail druggist to secure a copy of the State pharmacy law so that he could obviate any misunderstandings as to what he is required to do and not to do. Copies can be secured from the secretary of the Board, Dr. C. T. George, Harrisburg.

A GOOD BUSINESS WEEK.

Philadelphia, Dec. 14.—Business has been good all over town this week, very few complaints of dullness being heard from any section. While not many druggists are making any extensive display of holiday goods, the sales of perfumes, toilet waters, stationery, toilet articles, etc., has been quite satisfactory, and many are doing well with a line of Christmas cards and inexpensive novelties. Some of the window displays of perfumery and atomizers have

been quite elaborate and doubtlessly have paid well. Certain druggists, by judicious advertising begun early in the season, have managed to secure and hold this line for themselves in spite of "department store" competition, a plan to be copied. About 10,000 persons are reported by the Board of Health as having been vaccinated during the week by their corps of "free vaccine physicians," and the number of cases of small-pox reported is considerably less.

The jobbers are doing big business, their forces now working overtime to keep up with the rush of orders, both local and out-of-town. The record for the month, so far, is ahead of that of last year and is on a good solid basis of short-time credits and quick payments. The market has been steady for all the staples, native vegetable drugs continue to be scarce and in good demand, oils showing a slight advance.

NOTES.

—At the regular monthly meeting of the Drug Exchange, held last Tuesday, the heavy burden on druggists generally of the present revenue tax on alcohol was made the leading topic of discussion. President W. V. Smith declared that the tax of \$2.07 on a gallon of alcohol selling for \$2.45 was seriously felt by all concerned, the privilege of paying the Government \$2.07 for buying 38 cents worth being altogether unreasonable. It was resolved to co-operate with the N. A. R. D. and the N. W. D. A. in an effort to induce Congress to reduce this tax on alcohol when the revision of the present internal revenue taxation came up for action, it having been demonstrated that the tax was productive of more revenue than was needed. The annual meeting of the Exchange will be held on January 28, and the annual banquet will take place on the night of Jan. 30, 1902.

—With the tearing down of the building at Twelfth and Chestnut streets to make way for a modern "sky-scraper," one of Philadelphia's old landmarks has passed away. At this corner, just before the Civil War, was the finest drug store of its time in Philadelphia, and here Samuel Simes made both money and fame. Under Simes' management, this drug store became noted for its handsome fixtures and elegant appointment, although these would now be looked upon with scorn by the up-to-date druggist, and to it came the cream of fashionable Philadelphia's trade. Hubbell, who afterwards made a success with a store of his own at 1412 Chestnut street, was head clerk then, and many of our older druggists gained experience there.

—The first of the series of illustrated lectures given by the Philadelphia College of Pharmacy for this season, "Japan as Seen with the Camera," by Rudolph Blankenburg, was given before a large audience last Wednesday evening. Judging by the success of the initial lecture and the interest displayed, this new plan for arousing local interest in the college work will be of great benefit. The next lecture will be given on January 8, at 8.00 p. m., the subject "Birds," by Dr. S. C. Schmucker. Admission to these lectures is free and cards may be obtained from the college, although no one will be refused admission if not provided with a card.

—A meeting of the resident members of the American Pharmaceutical Association was held at the Philadelphia College of Pharmacy Tuesday afternoon to formulate plans for the entertainment of the association at its coming meetings here next year. President W. L. Cliffe of the State Pharmaceutical Association, as Local Secretary is busily engaged in making preparations to uphold Philadelphia's reputation as a city of good entertainment and from now on local members will be called on to aid in this work.

—From Millville, N. J., the seat of several large glass factories, comes the report of the busiest season in its history, all the factories running at their fullest capacity. Whittall Tatum Co., the largest glass manufacturers in the country, have announced that they will start two new factories at the first of the year in addition to those now working day and night. Glass blowers and "tending boys" are in great demand there just now.

—As showing that there is yet some profit in making medicine, if not for the druggist selling it, a recent news-

paper article states that "Professor" Munyon of "my cure" fame is going to use some of his millions in building a palatial Winter home on a Florida island, which he has purchased for this purpose.

—J. W. England, for many years apothecary at the City Hospital and recently connected with the H. K. Mulford Company, will take a position with the Smith, Kline & French Company about the first of the year, in their manufacturing department.

—While mixing vitriol and other chemicals in a vat at the works of the Eddystone Manufacturing Company, Chester, James Cassidy, a workman, fell into the vat of acids and was horribly burnt before he could be rescued.

—H. N. Snyder, one of Lancaster's progressive druggists, was in this city during the week buying holiday goods and calling on his friends. Mr. Snyder reports trade in Lancaster as being excellent.

—S. B. Davis, formerly a clerk of A. LaDow's Oak Lane drug store, has gone into business for himself by the purchase of the "Wiedeneier Pharmacy," Sixth street and Snyder avenue.

—A. Dare, formerly at Forty-sixth street and Lancaster avenue, has accepted a position as "manager" for J. B. Moore at the Twelfth and Pine streets drug store.

—W. A. Shannon of Eight and Spring Garden streets, has purchased and opened a drug store at Germantown & Girard avenues.

—The "Calhoun Pharmacy," located at Forty-sixth street and Lancaster avenue, has been sold to Mr. W. C. Culby.

BALTIMORE.

GILPIN, LANGDON & CO. A STOCK COMPANY.

Baltimore, Dec. 13.—The firm of Gilpin, Langdon & Co., for many years engaged in the wholesale drug business and as drug millers, was yesterday incorporated as a stock company at Trenton, N. J., with a capital stock of \$250,000. H. B. Gilpin and Charles F. Husted, of Baltimore, and Kenneth McLaren, of New Jersey, are the directors, and at a meeting to be held shortly Mr. Gilpin will be elected president and Mr. Husted vice-president. The capital is divided into shares of a par value of \$100, but none of them are to be offered for sale, the entire amount being subscribed and the shares being quoted at \$150. The company will continue business hitherto conducted by the firm at 300 and 302 West Lombard street, the building occupied some months ago and which was formerly owned by the Charles A. Vogeler Company. The structure was erected especially for the Vogeler Company, and very few changes served to adapt it admirably to the uses of the new occupants.

Gilpin, Langdon & Co. have been in business 56 years, although the firm name has during that time undergone several changes. It was formerly at the corner of Light and Lombard streets. Years ago the first senior partner having been the late Mr. Canby, it became Canby, Gilpin & Co. About 20 years ago a big fire gutted the place and not long afterward Mr. Canby retired and Mr. Langdon was taken into partnership. During the early part of this year Mr. Langdon retired, and since then the partners have been Harry Gilpin, a son of the first member of that name and Mr. Husted. Somewhat more than one year ago the establishment at the corner of Light and Lombard streets, which had been rebuilt, was destroyed by fire a second time, only the drug mill, which occupied a structure on Light street, being saved. The firm took up temporary quarters on Light near German street, and last Summer purchased the Vogeler building, where the wholesale and the milling departments are housed together under one roof, and where ample facilities exist, together with perfect equipment.

WITH THE BOWLERS.

Baltimore, Dec. 14.—Secretary Harry McCann, of the Baltimore Drug Trade Bowling Club, has completed the table of team and individual averages for the first of the three series of games. The schedule shows the Root and

Herbs and Sharp & Dohme running neck and neck, with the other teams stringing out behind. The Root and Herbs had been leading until the last games of the series, when Sharp & Dohme caught up and was actually ahead of the Root and Herbs on team average, as the subjoined tables will show:

STANDING OF TEAMS.

Teams.	Won.	Lost.	P. C.	Ave.
Roots and Herbs	14	4	.777	730
Sharp & Dohme	14	4	.777	736
James Bailly & Son	11	7	.611	729
McCormick & Co.	10	8	.555	740
Stanley-Brown Drug Company.	8	10	.444	689
Armstrong Cork Company.	5	13	.278	647
Perrell-Kellam Drug Company	1	17	.056	477

INDIVIDUAL AVERAGES.

Spares.				Spares			
Ave.		P. C.		Ave.		P. C.	
Baumgartner	163	.718	Coyne	139	.465		
Fairley	163	.730	Beaumont	138	.549		
Goldsbrough	162	.735	W. Wahl	138	.493		
Davis	162	.737	Baker	136	.432		
Muller	157	.650	Tribble	134	.428		
Dohme	156	.579	Hoffman	133	.392		
W. Smuck	155	.670	Cann	129	.411		
Kabernagle	154	.537	Tyson	128	.405		
Brauer	150	.644	McIntyre	124	.382		
Mackall	149	.500	Winkelmann	122	.382		
Donnock	149	.590	Spedden	116	.419		
Amour	149	.552	Stagner	116	.419		
Korrmann	147	.594	Ailes	112	.333		
Byers	145	.584	Elliott	110	.213		
Waters	144	.595	C. Wahl	103	.228		
W. Smuck	144	.528	Reith	105	.214		
Vordernberg	144	.487	Dierker	104	.254		
Sattler	144	.521	Parkhurst	103	.217		
Blummer	143	.554	Mullikin	100	.236		
Milborne	142	.461	Drecks	80	.160		
Holzermann	141	.590	Bonds	95	.182		
Dickson	141	.527					

On Tuesday night of this week McCormick & Co. won all three games from the Perrell & Kellam Drug Company by 776, 792 and 854 against 592, 559 and 634 points. Last night McCormick & Co. went up against the Stanley & Brown Company and again took all three games by 820, 850 and 800 against 734, 795 and 676 pins.

AGGREGATE OF BUSINESS TRANSACTIONS NOT ABOVE NORMAL.

Baltimore, Dec. 16.—The past week was productive of some peculiar developments. On some days business appeared to be very active for the jobbers, while on others quiet prevailed. The out of town trade, as far as can be learned, was far more satisfactory than that in the city, but the aggregate of transactions did not exceed moderate figures. The manufacturers of pharmaceuticals kept their laboratories fully employed and the general conditions of business must be regarded as satisfactory. No striking developments are reported in the market for botanicals, while the movement in heavy chemicals seems to be of normal proportions. Retailers do not appear to be making an elaborate holiday display. Even druggists who hitherto paid considerable attention to this feature of the year's activities are at present giving displays of articles peculiar to the drug trade rather than fancy goods the preference.

NOTES.

—Miss Louisa K. Schrabler, eldest daughter of August C. Schrabler, a well known retail druggist, whose store is at the corner of Elliott and Curley streets, was married on the evening of the 12th inst. to August M. Denhard, a young attorney. The groom is a nephew of Frederick Denhard, a South Baltimore druggist.

—Anthony Ludwig, formerly with William Dawson, Druid Hill avenue and Biddle street, has accepted a clerkship in the pharmacy of C. R. Myers, Edmondson avenue and Monroe street.

—H. Lyon has taken a position as clerk in the drug store of J. R. Mayer, Pennsylvania avenue and Wilson street.

—Druggist T. C. Hauser, Fayette and Poppleton streets, went to Philadelphia last week for a stay of several days.

—Among the visiting druggists in Baltimore last week was John J. Rose, Westminster, Md.

CINCINNATI.

BUSINESS SATISFACTORY AND MANY VISITORS.

Cincinnati, Dec. 14.—The business in this city during the past week both in the wholesale and retail lines has been very satisfactory. Among the prominent druggists in town were noticed the following: C. N. Peters, Milan, Ind.; C. B. Montgomery, Bethel, Ohio; W. A. Alcott, Patroit, Ind.; C. B. Cokefair, Eaton, Ohio; R. F. Stewart, Jonesville, Ky.; J. T. Kimbrough, Oconigsville, Ky.; W. T. Elrod, Bethel, Ohio; John Ullrich, Aurora, Ind.; G. R. Kemper, Osogood, Ind.; J. C. McCullough, Dillsboro, Ind.; Chas. L. Hammond, Vanceburg, Ky.; J. A. O'Hara, Williamstown, Ky.; W. H. Averill, Frankfort, Ky.; Jos. I. Beck, Batavia, Ohio; W. J. Ewing, Lillsboro, Ind.; A. Lancaster, Sadleville, Ky.; J. N. Currey, Georgetown, Ohio, and J. A. Johnston, Springboro, Ohio.

NOTES.

—Secretary Schmulling of the Ohio Drug Clerks Association in defining the object of the association, says: "There are today many persons acting as drug clerks who have no right to do so. These entering the business has resulted in cutting down of our salaries, and the deterioration of the business standing of drug clerks. There is one way to remedy this state of affairs and that is through the united efforts of every clerk in our State. Our association will endeavor to procure employment for its members, and the social and intellectual advantages it can offer will be a means of increasing our membership. We aim to have frank discussions and the exchange of ideas between members, and to develop the social side of our nature by entertainments, another aim will be intellectual and discriminating encouragement of the study of pharmacy."

—The "Smoker" arranged for by the executive committee of Dayton (Ohio) Druggist Association in the parlors of the Algonquin Hotel was a great success. After a short business session, during which President M. A. Burkhardt who was the delegate to the N. A. R. D. Convention at Buffalo read a report, the members enjoyed the refreshments which had been provided. Then followed cigars and an impromptu program of vocal and instrumental music.

—Dr. D. J. Williams whose drug store at Ford, Ky., was recently destroyed by fire was in town this week buying furnishings and stock for his new store which he expects to open up within the next week.

—Julius Woesten who has been clerking for his brother A. F. Woesten the druggist at York and Baymiller streets, this city died this week after a lingering illness.

DETROIT AND MICHIGAN.

Detroit, Dec. 14.

—Minor E. Keyes, pharmacist at the corner of Jos. Campau avenue and Fort street, inaugurates each year during the holiday season some scheme which will tend to draw particular attention to his pharmacy and the desirability of trading there. This year the scheme is not particularly new, but it is one usually very effective. The sentence: "Keyes for Candies" is given, and the scheme is to make as many words as possible from the three given, handing the list in to the store some time before Christmas, each contestant being required to purchase goods to the amount of 25 cents or more, the one making the most words from the sentence being presented with \$5, the second highest \$2.50, and so on down the line in sums ranging from \$1 to 25 cents. Mr. Keyes believes in keeping his name before the buying public constantly.

—The regular monthly meeting of the Drug Clerks' Association of Michigan was held last week, at which time the nomination of officers for the coming year was made. The election will be held at the annual meeting occurring on Jan. 8, 1902. After the routine business of the meeting was concluded the members repaired to the offices of Dr. P. M. Hickey, and there listened to a very interesting discourse upon the X-rays.

—There has been a good deal said from time to time relative to the formation of a wholesale drug trust, to cover the most important concerns throughout the country, but in a recent interview with Jas. E. Davis, of the Michigan Drug Co., he stated that he does not believe such a combination will be made, and, if it is, the Detroit jobbers will certainly not take part in it.

—Messrs. H. W. Grebe and J. C. Boyd, representing Parke, Davis & Co. in the territory adjacent to Kansas City in the exploitation of blackleg vaccines and other veterinary products, are in Detroit for a general inspection of the laboratories. They were in charge of the company's interests at the International Live Stock Convention, recently held in Chicago.

—Walter S. Dupont, son of Wm. Dupont, one of the oldest of Detroit's pharmacists, and himself a druggist of long experience, has accepted a position with Parke, Davis & Co. C. M. Woodruff, of the general business department of the same company, recently returned from an extended trip to New York.

—The annual meeting of the Detroit Retail Druggists' Association was held one day last week, and the following officers were elected for the ensuing year: President, A. L. Walker, first vice-president, W. A. Hall; second vice-president, F. A. Cook; secretary, Grant W. Stevens; treasurer, Wm. Dupont.

—Chas. S. Elliott, for a number of years with D. S. Hallock, has purchased the drug business of W. H. Robinson, Fort and Campau streets, Detroit, and is making numerous alterations and improvements.

—W. H. Kirn, manager of the special preparation department of Parke, Davis & Co., recently underwent a successful operation at Harper Hospital, and he expects to return to his desk shortly.

—Among the representatives of chemical firms in Detroit the past week were R. S. Johnston, with Merck & Co., and C. M. Badgesley, of Chas. Pfizer & Co., both of New York City.

—Mr. Russell Tlatt, who has been identified with W. H. Burke & Co. for a number of years, intends shortly to engage in business for himself, at Chatham, Ont.

—Messrs. Berridge & Berridge, of Orion, Mich., have recently made a large increase in their general stock, and a number of improvements in their store.

—E. J. Shepard, of the firm of E. J. Shepard & Co., of Adrian, Mich., was in Detroit the past week, making extensive purchases for the holiday trade.

CHICAGO.

CHICAGO BUSINESS ACTIVE.

Chicago, Dec. 14.—Business is showing a healthy tone in pharmaceuticals and all lines of drugs. There is much demand for staple goods. Cash may be a little short on smaller accounts, because of the Christmas shopping going so extensively to the larger stores, but the application of this seems to be principally confined to the larger cities. The majority of people do their shopping perforce of their own merchants. The staple goods trade among wholesale druggists differs in respect of kind in nowise from the trade that would naturally be expected at this time of the year. The common ailments are not more than usually prevalent, and although the doctors declared some time ago that the grip germ was prowling around, he seems to have found few victims thus far. Several days of damp, sloppy weather have favored the growth of colds and throat and lung affections, and have caused or fostered a brisk demand for suitable drugs. The present temperature of ten or fifteen degrees below zero, while far from comfortable, is at least healthful in that it compels activity.

The manufacturing houses are all busy and assert that the general demand for pharmaceuticals shows a normal and to-be-expected increase. Heavy chemicals for use in the arts are also in good demand, for factories are busy.

NOTES.

—The second complimentary dinner given by the members of the Committee of Arrangements and Entertain-

ment of the National Wholesale Druggists' Association and the Proprietary Association of America, 1900, to themselves and ladies was held at the Chicago Athletic Club, Dec. 11. Among those who responded to toasts were Col. C. F. Weller, the president, George P. Engelhard, valetudinarian, J. R. Kathrens, prophet, and B. T. Van Allen, historian.

—The druggists of Lawndale, a flourishing suburb of Chicago, have a very successful local organization auxiliary to the Chicago Retail Druggists' Association. A well attended and satisfactory meeting of Lawndale druggists was held last week. From the remarks made by the various members it appeared that very little difficulty is being met with in carrying out the plans of the association.

—At Bensinger's alleys last Monday evening the Chicago Drug Trade Bowling League rolled the usual games. The totals of the scores were as follows: Sharp & Smith, 752, 788, 727, against E. H. Sargent & Co., 730, 713, 678; Lord, Owen & Co., 677, 654, 715, against Buck & Rayner, 651, 642, 644; Parke, Davis & Co., 669, 716, 825, against A. M. Foster & Co., 773, 587, 720.

—C. L. Gleeson, special representative of the importing department of Parke, Davis & Co., New York, was in Chicago this week, and visited the trade.

—H. H. Petsch, a well known druggist of Oak Park, Ill. of Chicago's western suburbs, has moved to McHenry, Ill.

—Leo, K. Solomon has bought the drug store of N. Lapp, at Forty-seventh street and Evans avenue.

—John Walz, a Chicago druggist, is reported to have sold his store for a consideration of \$3,400.

—W. R. Lundy & Co., of Jamaica, Ia., have dissolved partnership, Lundy & Morrison succeeding.

—It is reported that T. L. Knoak, of Deerfield, Ill., will Creek, Ind., has gone out of business.

—Gangenstad & Hilman have succeeded Watson, Gangenstad & Co., at Bode, Ia.

—George W. Ascott has sold his store at Neillville, Wis., to Victor C. Woeffler.

—The Crescent Linseed Oil Co., of Chicago, has dissolved partnership.

—It is reported that T. L. Knoak, of Durfield, Ia., will retire from business.

—Eckhoff & Co. have succeeded D. D. Dayton & Co., at Lime Springs, Ia.

—M. S. Tague & Co. have sold their stock of drugs at Urbana, Ia.

—D. C. Prader, a well known druggist of Monticello, Ia., is dead.

—J. S. Penberthy has sold his drug store at Florence, Wis.

—Aaron Aisenstadt, of Chicago, has sold his drug store.

BATTERIES.

A well known druggist in New England, who says he is not in business for his health, has one show case devoted to electrical appliances for medical purposes. He says it pays handsomely to handle these goods, and especially the batteries; while this druggist will supply any kind of a battery desired, he carries in stock and has on exhibition an assortment ranging in price from \$5 to \$30. It is almost needless to say that physicians advise their patients to purchase the batteries themselves, thus obviating the necessity of the physician carrying his own battery to his patients. P. G. Williams' Batteries are designed for just this kind of work, and it is claimed that their cheapness results from manufacturing them in very large quantities only. Full descriptive literature may be had on request.

There are all kinds of wines, and they are sold at all kinds of prices, but the druggist wants the best wine and wants to sell it at a reasonable figure and still make a fair profit. It is doubtful if any druggist who has sold the Duroy & Haines Co.'s products will say he has ever had any fault found with the quality of the wines he sells. This company advertises its products as being sold only to the retail druggist, and will send a sample on request. Write to the Duroy & Haines Co., Sandusky, Ohio.

THE NORTHWEST.

A PRIMITIVE DRUG STORE.

St. Paul, Minn., Dec. 13.—Byrdie K. Smith, a little school-girl of St. Thomas, N. D., contributed the following (which received honorable mention) to a competition in the Minneapolis Journal Junior, a children's paper:

"If you can imagine a new pine shingle upheld by two sticks of wood, on which stands a small army of bottles looking like giants and dwarfs, and two clerks in overalls, you have a clear picture of my drug store. I was the proprietor, my sister the clerk. All morning my sister and I had been gathering the leaves of a plant which, when boiled, the Indians said, cured a funny feeling in the head, and so we had filled some pickle bottles with this medicine, while another bottle held some cold tea, and a tall olive bottle held a well-beaten raw egg.

"Mamma and papa were the first customers; both bought some of the headache cure, papa buying a small bottle for 10 cents, while mamma bought the contents of a pickle bottle for 3 cents. The next were a neighbor and his wife, going home from a large berry-picking; the former bought the cold tea and his wife the raw-egg remedy, and we were paid in a pail of berries and a new 10-cent piece.

"When we returned to the store, we found that the crows had run over it, and destroyed everything. This discouraged us, so that we cried ourselves to sleep, but not before we had enjoyed a repast off the berries."

BOGUS TESTIMONIALS.

St. Paul, Minn., Dec. 13.—Several druggists of this city were enraged a few days ago by the action of a certain well-known proprietary concern that printed a page "ad." of its remedy, which comprised laudatory testimonials signed by St. Paul retailers. These so-called testimonials were forgeries throughout and printed without the knowledge of the druggists, who were immediately jumped upon by their medical customers. In this case redress seems impossible, for the company in question would like nothing better than the advertising it would get by means of a suit for damages, to obtain which it would just as soon pay heavy damages as not. The druggists went in the end fed as did the writer, who, when a choleric country boy, attempted to drive a refractory hog out of the garden. He threw a frozen potato at the brute with all his enraged might. The potato hit the mark all right, but the mark coolly suspended operations and eat the potato.

THE "MARE" IN A RAGE.

St. Paul, Minn., Dec. 13.—Dr. A. A. Ames, the freak mayor of Minneapolis, made a "holy show" of himself again the other evening. He attended a meeting of the board of charities and corrections, when trouble arose over a bill for \$350 presented by the A. D. Thompson Drug Company for goods purchased by City Physician Nelson for use at the City Hospital. It was left over for further consideration. This was the second time this same bill was turned down. The action exasperated the mayor, and he gave vent to his feelings in a way that astonished the members of the board. The mayor not only denounced the board in general, but he called certain members names and shouted at one of them: "I can lick you!"

NOTES.

—The Minneapolis papers this week stated that Axtel Frykman, who is employed by Wittich & Gleason, druggists, was fined \$50 in the municipal court for compounding prescriptions without a license. His employers promptly denied the statement, and declared that Frykman was arrested for selling 15 cents' worth of carbolic acid to a man who was sent by a competitor to purchase it. They denied that Frykman ever filled a prescription at their pharmacy.

—Successions: C. L. Bism. Brayton, Ia., by Franklin, Davis & Co.; George W. Ascott, Neillsville, Wis., by V. C. Woelfer; A. E. Timmerman, Stella, Neb., by A. L. Adams; W. R. Lundy & Co., Jamaica, Ia., by Lundy & Morrison; D. D. Dayton & Co., Lime Springs, Ia., by Eckhoff & Co.; Durant Bros., Algona, Ia., by W. A. Parsons & Co.; Watson, Gangestad & Co., Boone, Ia., by Gangestad & Hilman; Anderson & Tyndale, Hardy, Ia., by G. S. Tyndale.

—Dr. Edward B. Zier, one of the best known practitioners of Minneapolis, died this week. Dr. Zier, while a member of the legislature, four or five years ago, attained considerable notoriety by introducing and championing a bill compelling manufacturing pharmacists to print the formula upon every bottle of their preparations. The bill did not pass. Dr. Zier was 44 years of age at the time of his death.

—State Chemist Hortvet has been about the busiest man about the capitol in St. Paul this year. With his assistants, he has analyzed from eight to thirteen samples of foods, etc. a day, and the total record will exceed that of last year by 1,500. Of the whole number examined 44 per cent. are found adulterated, makers of baking powder, vinegar and paint being the worst offenders.

—Cirkler's drug store, on Nicollet avenue, Minneapolis, has been handsomely redecorated. The ceiling has been done in dark buff and the walls in a harmonizing olive green shade, with artistic maroon decorations for both ceiling and walls. In the rear of the store has been built a new office, screened from the store with mahogany fret-work.

—J. N. King, a druggist of White Bear, Minn., was sued for \$39.40 by Lennon & Gibbons, St. Paul clothiers, being a balance on an amount due for uniforms for the village Roosevelt Club, for which King is said to have promised to be responsible. The defendant won the suit.

—P. B. Herman was in the city this week on business. He has sold his Dundee and West Brook stocks, and now goes to the Glenview one—his latest purchase.

—J. N. Kirby, a member of the firm of Noyes Bros. & Cutter, St. Paul, visited his parents in St. Louis last week.

—A. L. Britzke has left Rietzke & Co., of this city, and gone to Weinholt's drug store, Minneapolis.

—New: Wilson & Kelley, Beaver City, Neb.; A. V. Schallern, Mandan, N. D.

—L. Z. Emmert, of St. Paul, is very ill, being threatened with pneumonia.

—B. W. Bold, La Moure, N. D., will establish a branch at Flaxton.

—C. W. Long is now at McHenry, N. D., in Bateman's drug store.

—Sold: M. S. Tague & Co., Urbana, Ia.; S. A. Gerhard, Gladbrook, Ia.; J. A. Baum, Fairfield, Neb.

—George A. Presley has resumed at Cambridge, Minn.

A. H. Wirz, of Nos. 913, 915 and 917 Cherry street, Philadelphia, Pa., manufactures bottle stoppers of all kinds, for cork and screw neck, liquid and powder bottles, collapsible tubes for ointments, pastes, etc., moulds for suppositories, bougies, etc., metal syringes, breast pumps, and a general line of metal goods for the drug trade. Mr. Wirz is the sole manufacturer of the Cooper pill machines, which have been endorsed by so many druggists. He also makes hand-pill compresses for any size pill. Druggists who desire reliable goods at reasonable prices will do well to correspond with Mr. Wirz or his New York representative, Frank P. Wisner, No. 101 Beekman street.

Thycol, the standard mouth wash antiseptic, is being well advertised, and should be stocked by druggists who have not already sold it. The makers claim Thycol is used and prescribed by dentists, physicians and trained nurses everywhere. It retails at 50 cents and \$1, and can be bought of any jobber. Advertising literature can be had by writing to the Elwin Laboratory, Poughkeepsie, N. Y.

CALIFORNIA.

DRUGGIST CHARGED WITH MURDER.

San Francisco, Dec. 10.—T. M. Lash, for twenty years a druggist of Sacramento, and known throughout the Pacific Coast as the manufacturer of certain proprietary tonics and bitters, is under arrest on a charge of murder. Mrs. Virginia Buck, mother of Mrs. Nellie Dewey, charges Lash with having caused her daughter's death by a criminal operation. Mrs. Dewey died November 13, and was buried Nov. 19. The coroner was not notified of the death, and the certificate signed by Dr. C. O. Cartwright, one of Sacramento's most prominent physicians gave blood poisoning as the cause of death. It is said that Dr. Cartwright when called to the case informed Mrs. Dewey's relatives that she had been wrongfully operated on. They complained to the police after her death, that Lash had performed the operation. Lash said that the only dealings he had with Mrs. Dewey were to sell her a bottle of one of his standard preparations, and that when a few days later he found she was very ill, he advised with an experienced physician be called. He says that the husband of Mrs. Dewey admitted that his wife had herself brought on the condition which resulted in her death.

DRUG CLERK COMMITS SUICIDE.

San Francisco, Dec. 10.—Strother Spencer, whose name was incorrectly reported in the California correspondence of the Era last week, and who was a clerk employed by the Owl Drug Store here, killed himself by hydrocyanic acid. He was found in a dying condition in the basement of the drug store, where he had gone to get some stock. The only explanation of the suicide theory is that young Spencer imagined he was going to lose his position. A few days ago, chief clerk William Blaisdell, employed several holiday assistants and asked Spencer to explain his work to them. It is believed that the young man thought the new employees were to supplant him. He used his expert knowledge of drugs in the choosing of the deadly acid with which he killed himself.

DRUGGIST ARRESTED FOR STEALING ELECTRIC POWER.

San Francisco, Dec. 11.—Ignatz Beck, a pharmacy proprietor at 1348 Ellis street this city, has had a brilliantly lighted store. Thirty incandescent lamps made his shelves and cases glitter. Beck was arrested today and charged with willfully and unlawfully connecting a wire with the apparatus of the Independent Electric Light & Power Company. The company says the druggist has been stealing electric power for twenty of the lamps, the stolen power not being registered at the meter. The action is taken under a section of the Penal Code relating to electric light companies and is the first of the kind on record.

NOTES.

—F. A. Weck & Co., druggists at 127 New Montgomery street, San Francisco, were robbed a few days ago of \$50 in money, and two bundles of prescriptions. The burglars picked the lock of the front door and forced their way into a steel cash box. The doors of the safe have been unlocked as notice to burglars that it contained nothing of value, but the burglars refused to believe it, and the result was a ruined cash vault.

—W. C. Offord, a photographer, is suing F. A. McDonnell, a druggist of San Francisco, for \$5,250 damages, because, as Offord alleges, he was given a preparation which when he used it on his eyes caused him great pain that lasted sixty days, and rendered him nearly blind. He took a doctor's prescription to McDonnell's drug store in August of this year to have it filled. Offord says that the directions were not followed by the druggist.

—The Dean Drug Store at Los Angeles, has been in-

corporated, the capital stock being \$50,000, and the directors all of Los Angeles.

—Druggist Chester Dusy, of Dusy & Sawrie of Selma, Cal., and druggist A. F. Blatchley of Corning, Cal., have become benedicts.

—C. W. Armstrong of Calistoga, Cal., will reopen a drug store on the site of his former burned building about January 1.

—D. C. Hazelrigg of Rushville, Ind., has bought the drug store of Charles A. Chase of San Diego.

—Edward Rives, a Pomona, Cal., druggist, has closed his store there and will move to Arizona.

—E. L. Fisher of Stent, Cal., is insolvent. He owes \$1,347.39 and has \$1,050 assets.

—Druggist R. V. Brown, formerly of Saratoga, Cal., is now located in San Jose.

—F. G. Wei de Meyer has opened a drug store at Whittier, Cal.

HAWAIIAN NOTES.

Honolulu, Hawaii, Dec. 5.

The Board of Health of Hawaii, has warned druggists that they must not infringe upon the rights and duties of physicians. Executive officer Pratt called the attention of the Board to the fact that drug clerks were in the habit of making up prescriptions on their own book for any who might call and request a remedy for an ailment. Dr. Pratt stated that in one case he learned a drug clerk had sold homeopathic aconite upon being told that a child had a high fever. The child died. The father had given the patient three of the pellets and she had gone to sleep never to awake. Dr. Sloggett was not in favor of prosecuting just now, but Dr. Cooper, a member of the Board, believed some of the drug stores is largely Chinese, Japanese and Hawaiian.

—A Honolulu druggist has lost a suit for \$500 brought by Mrs. Julia Ponsenby for damages to her complexion. She sent a prescription for a complexion wash to the druggist which called for four grains of bi-chloride of mercury. The druggist put in 5½ grains and the wash ruined the lady's face. Judge Estee of the United States District Court of Hawaii, held that there was sufficient evidence to show that the additional grain and a half of the bi-chloride of mercury had been the active agent in destroying the plaintiff's complexion.

—Frank Severin, an employee of the Hobron Drug Company is dead. He was 35 years of age, and leaves a widow and two children. He came to Honolulu two or three years ago from San Francisco.

ALWAYS READY FOR IMMEDIATE USE.

Marach, the soft, pliable, non-poisonous, soothing, antiseptic poultice and surgical dressing is always ready for immediate use, and as druggists are likely to have a call for Marach any minute they should be in a position to meet it. The proprietors of Marach are advertising the preparation extensively and bringing it to the notice of physicians. It yields the druggist 71 per cent. profit, less freight, and the makers think it should have the attention of the drug trade. Sample cans are sent for medical patrons to druggists sending list of names. Marach is sold in cans at 25c, 50c and \$1 each. It is made by the Columbia Chemical Co., No. 1729 Curtis street, Denver, Colo.

We have just received a copy of "La Coiffeure," a little magazine devoted to the toilet published by The Binder Co., Philadelphia. It is attractively gotten up, and contains illustrations and matter apparently of great interest to ladies. It is published, of course, in the interests of their business, which, by the way, is claimed to be the largest in the world devoted to the toilets of men and women. It is not generally known outside of Philadelphia that Binder's is one of the oldest establishments and the largest manufactory of hair in that city. Just now, in addition to their regular business, they are pushing Binder's Tar Soap, a pure olive oil soap in which is incorporated tar and antiseptics.

THE SOUTH.

THE SOUTHERN DRUG CLUB.

Memphis, Dec. 12.—Several Southern wholesale druggists met in Birmingham, Ala., recently for the purpose of organizing an association somewhat on the lines of the old Southern Wholesale Association, the reason for re-organization being that the territory of the old association was too large for the satisfactory handling of local questions. H. H. Sinnige, who was elected secretary of the new association, has kindly furnished the following information concerning the meeting which will be of interest to every wholesale druggist in the South. "At a meeting of the N. W. D. A. at Old Point Comfort in October last, several wholesale druggists of this section, former members of the Southern Association, were present, and the advisability was discussed of renewing our affiliation, especially as the N. W. D. A. requested that local drug clubs should be formed whenever practicable to deal with local questions, for in different parts of this country conditions naturally differ in many matters, such as the giving of time, cash discounts, etc.; and such local matters can be adjusted in local organizations among themselves without in any way conflicting with the general scope of the N. W. D. A. A synopsis of what occurred at our meeting was sent by the secretary to the wholesale druggists of Memphis, New Orleans, Vicksburg, Columbus, and several other jobbing towns in this territory. Several of the wholesale men in these cities have, since the meeting, advised the secretary of their intention of becoming members of this club, which will be called the "Southern Drug Club." No matters of any great importance were transacted, it being merely an informal meeting, setting for the object of the organization, which will be to cultivate a sort of good fellowship among its members and a meeting from time to time to keep up this spirit and assist the N. W. D. A. in its good work. All the local questions on which the members of this club may in the future differ, to be settled by themselves in conference assembled." The following is a list of those who attended the meeting: D. D. Phillips, the president of the former association, in the chair; B. Hardy of Gay, Hardy & Durr, Montgomery, Ala.; H. H. Arrington of Curry, Arrington & Co., Rome, Ga.; E. E. Elam of the Elam Drug Co., Birmingham, Ala.; W. A. Davis, Doster Drug Co., Birmingham; H. H. Sinnige of Nabors, Morrison & Sinnige, Birmingham; J. Dobbs of Lamar, Rankin Drug Co., Atlanta, Ga.; D. D. Phillips of Berry Demoville Co., Nashville; Oscar Lillybeck of Lillybeck, Stein Drug Co., Meridian, Miss.; Chapman, White, Lyons & Co., and Fritz & Wehl of Chattanooga, were represented by proxy in the person of Mr. Halliday.

A SERIOUS CHARGE.

Memphis, Dec. 12.—The millers of Nashville, Tenn., are as mad as hornets at Dr. W. J. McMurray, a member of the State Board of Health, for making the statement before the Economic League that one of the local flour mills was adulterating its product with mineraline. The doctor gave the name of the alleged guilty mill to a reporter whose paper refused to print it. The mill men say they will bring suit against the doctor unless he makes an explicit denial of the charge. In a spirited communication Dr. Murray says that he does not know the adulterant is now being used, but he accuses them of having used it in the past. The matter has created a big sensation, especially as Dr. McMurray is said to have stated that one of his patients was made ill by simply handling the stuff. The mill men say the charge is absolutely unfounded.

THE GEORGIA ANTI-CIGARETTE BILL.

Memphis, Dec. 12.—The Georgia anti-cigarette bill is having a hard time of it. The bill has been pending in the Senate for some time, and now the Judiciary Committee that has had the bill in hand for some time has recommended that the bill be not made a law, and the measure has been re-committed to the Temperance Committee. The bill is peculiar, as it will not, if passed,

prohibit the importation of cigarettes into the State, but it makes the buying, selling or giving them away a misdemeanor. The ministers of Atlanta are defending the bill and claim it is a wise one, although it would seem that the bill, even if it does become a law, is too lenient to do much good.

NOTES.

—R. N. Stahley, formerly connected with J. S. Robinson of this city, has accepted a position with J. C. Treherne. Mr. Stahley succeeds Mr. Lambert who recently went in business for himself.

—Henry Johnson, at one time one of the laboratory force of the Van Vleet-Mansfield Drug Co., is now with the Alexander Drug Co., Oklahoma City, O. T.

—J. W. Webb of Collierville, Tenn., was in the city last week.

BUSINESS RECORD.

We desire to make this a complete record of all new firms, all changes in firms, deaths, fires and assignments which occur among houses connected with the drug trade in the United States. Our readers will confer a favor by reporting promptly such items from their respective Subscribers to the ERA DRUGGISTS' DIRECTORY who can correct their copies from the record, and the term "D. D. List," used here, refers to this directory.

We exercise due care to insure the authenticity of items here recorded, but they are obtained from such a variety of sources that their absolute correctness cannot be guaranteed.

Address, THE PHARMACEUTICAL ERA,
New York.

ALABAMA.—Livingston.—Spriggs & Parker, Burnt out. Opelika.—A. G. Dowdell, succeeded by Dowdell & Fentledge.

CONNECTICUT.—Middletown.—J. R. Pitt, 368 Main street, damaged by fire; fully insured. Stamford.—J. H. Morgan, Atlantic street, sold to Samuel M. Allen.

DISTRICT OF COLUMBIA.—Washington.—P. G. McComas, 1801 Vermont avenue, N. W., deceased.

GEORGIA.—Richland.—N. C. Alston, damaged by fire: Statesboro.—McLean & Co., sold to W. H. Ellis.

IDAHO.—Council.—P. S. Henderlite, sold to H. M. Jorgensen. Payson.—Thomas E. Jones, succeeded by Thomas E. Jones & Co.

ILLINOIS.—Ferris.—W. F. Harris, deceased.

INDIANA.—Farmersburg.—George Sharp, sold to F. French & Co.

IOWA.—Columbus Junction.—N. T. Hendrix, sold to E. P. Shellabarger & Co.

KANSAS.—Holtan.—Beauchamp Mfg Co., sold to C. Stutz, Jr. Topeka.—Dr. A. S. Hatch, 331 Kansas, sold to W. H. H. Smith.

KENTUCKY.—Louisville.—Louis Seeger, Jr., N. E. corner 7th avenue and Walnut street, damaged by fire; insured.

MAINE.—Leiston.—Philip A. Lupien, 374 Lisbon, damaged by smoke; insured. John H. Whitney, 28 Lisbon, sold to J. F. Sanford.

MASSACHUSETTS.—Fall River.—Briggs & Dyson, 1483 Pleasant, succeeded by A. J. Gague.

MINNESOTA.—Luxemb.—W. E. Stoutemeyer, sold to John G. Eckhoff.

MISSOURI.—Vandalia.—T. W. Hughlett, sold to V. L. Beshars.

NEW HAMPSHIRE.—Fitzwilliam.—P. S. Batcheller, deceased. Warner.—Kemp & Royder, succeeded by Albert C. Royder.

NEW YORK.—Spencerport.—W. S. Millener, deceased. New York City.—Alexander L. Cochran, 23 Beaver street, deceased.

NORTH CAROLINA.—Gastonia.—J. E. Curry, succeeded by J. E. Curry & Co.

NORTH CAROLINA.—Sanford.—W. A. Crabtree, sold to J. Carter.

PENNSYLVANIA.—Venango.—J. C. Harris, deceased. RHODE ISLAND.—Providence.—Wm. Dunning of the firm of Wm. Dunning & Bro., 352 Manton avenue, deceased.

TEXAS.—Celina.—J. E. Liscomb, sold to J. M. Drake.

VERMONT.—Waterbury.—W. E. Carpenter, sold to E. F. Palmer.

WEST VIRGINIA.—Charlestown.—John P. Bishop, deceased.

BOOK REVIEWS.

COBLENTZ, A MANUAL OF VOLUMETRIC ANALYSIS. Treating on the subjects of Indicators, Test-Papers, Alkalimetry, Acidimetry, Analysis by Oxidation and Reduction, Iodometry, Assay Processes for Drugs with the Titrimetric Estimation of Alkaloids, Estimation of Phenol, Sugar, Tables of Atomic and Molecular Weights. By Virgil Coblentz, Ph. D., Pharm. D., F. C. S.; Professor of Chemistry in the New York College of Pharmacy, Illustrated. Octavo, 120 pages. Price, \$1.25, net. Philadelphia, P. Blakiston's Son & Co., 1012 Walnut street.

This text-book contains full and clear descriptions of the methods in common use in volumetric analysis. In its pages the author has also applied the modern theories of solution to the various manipulations and titrations. Especial attention is devoted to the theory of ionization and its application to indicators, also to the necessary precautions as to dilution, temperature, and influence of disturbing elements. This feature marks an innovation in manuals of analytical chemistry, which are too often mere compilations of detailed directions for carrying out methods found useful in practice. Owing to the importance of the preparation of standard solutions, this subject is given unusual prominence. Several different methods of standardization are given in each case, so that the operator may learn to properly check his work. The methods of calculating results from the volumes obtained by titration are thoroughly considered and illustrated with numerous examples. A separate section is devoted to empirical solutions, which are so widely employed in technical analysis. The pharmacist will find this work interesting and instructive, as well as handy for purposes of reference.

AN INTRODUCTION TO CHEMICAL ANALYSIS FOR STUDENTS OF MEDICINE, PHARMACY AND DENTISTRY. By Elbert W. Lockwood, M. A., M. D., Professor of Chemistry and Toxicology in the Colleges of Medicine; Professor of Chemistry and Metallurgy in the College of Dentistry; Lecturer on Toxicology in the College of Pharmacy of the University of Iowa. Philadelphia, P. Blakiston's Son & Co., Illustrated, 12mo., cloth; 225 pages. Price, \$1.50.

This book is intended for the use of students, and is not meant to serve as a hand-book for the analytical chemist. In its preparation the author seems to have had in mind the educational value of analytical chemistry and not its usefulness in the chemical arts. Considered in this light, the work is an excellent one, the chemical reactions being presented in the form of a connected chain, and not as isolated facts to be remembered for a specific purpose. The various manipulations of the student's laboratory work are carefully described, and full reasons are given for each detail. The uses of the apparatus employed by the analytical chemist are explained in a simple and elementary way, and the various principles of analytical processes are well brought out. The uniformity of the type and the general plan of the book render it more suitable to be followed by the student, page by page, than to be employed as a book of reference. The volume is an attractive one, the printing and binding leaving nothing to be desired, and the illustrations, though few, being clear and appropriate.

TOXICOLOGY, the Nature, Effects and Detection of Poisons, with the Diagnosis and Treatment of Poisoning. By Cassius M. Rill, M. D., Professor of Chemistry and Toxicology in Barnes Medical College, St. Louis, Mo. Published by the author; 12mo., cloth; 123 pages.

This little book should find a place in every drug store. It contains all the information about poisons which the practising physician or pharmacist is likely to need. More attention is given to the physiological action, doses and antidotes of the various substances considered than to refined methods for their detection and estimation. The processes commonly employed by the analytical poison expert are also given in a concise form, but the details of these methods are appropriately left to larger works on analytical chemistry. Although it contains only 123 pages, the list of poisons considered is very complete, and the descriptions of symptoms and antidotes, which are often so difficult to find, are also full and satisfying. This little volume should prove quite as valuable for purposes of reference as for the use of students in the class-room.

BOARDS OF PHARMACY.

PENNSYLVANIA PHARMACISTS PASS THE BOARD.

The Pennsylvania Pharmaceutical Examining Board held examinations at Philadelphia and Pittsburg, October 19, 1901. The Philadelphia examination was conducted by F. A. Boericke, George W. Kennedy and Charles T. George. The Pittsburg examination was conducted by Henry C. Porter and W. G. Minnick. Two hundred and eight applicants presented themselves for examination at Philadelphia, and 125 at Pittsburg, a total of 333. Of this number 133 applied for registered qualified assistant certificates and 200 for registered pharmacist's certificates. Only thirty-seven were successful in passing the examination as registered pharmacists, and sixty-three as registered qualified assistant pharmacists.

The names of the successful applicants are as follow: Registered Pharmacists—Charles O. Wherry, Apollo; J. Elmer Macon, Latrobe; Charles F. Fink, Ada, Ohio; Joseph F. Chapman, East Liverpool, O.; Lewis D. Piper, Coal Centre; C. G. Spence, McKees Rocks; W. J. Maybury, Jeannette; Edward E. Boericke, Chicago, Ill.; Miss Maud L. Minnick, Allegheny; J. T. Catlin, H. K. Hughes, both of Pittsburg; W. R. Netherton, Wyoming; Charles H. Hasy, Shamokin; Charles H. Slobin, J. P. Wolfinger, both of Reading; Charles E. Hoffer, Lancaster; Robert E. Lutz, Boiling Springs; C. E. Marlin, Columbia; George A. Finnerty, J. J. Macphie, C. A. Jefferies, M. H. Shrenk, J. L. Tuohy, J. B. Smith, Henry J. Whitl, Ralph T. Ulrich, Martin Ketterer, Alvar Biddisne, J. B. Blecher, Yeatman Geron, W. H. Hampson, Herman Loeb, George W. Roberts, H. G. Fisher, W. C. Meredith, C. A. Bille-doux, Howard Zearfas, all of Philadelphia.

Registered Qualified Assistant Pharmacists—Irvin A. Moore, Greenburg; H. T. Ray, Wilkensburg; Charles S. Haupt, Blairstown; D. Earl Woods, Franklin; Leon Douglass, McDonald; Howard R. Lytle, Wilmerding; W. L. Kerr, Scottsdale; Ethel M. Condict, Brockwayville; Gustaf A. Creutzer, McKeesport; O. A. Shrock, Letonia; James T. Pellerson, Steubenville, Ohio; F. A. Childs, Allegheny; J. S. Mead, Robert Culhane, Harry Dodgson, John S. Cameron, William P. Kells, Edward C. McAdams, L. A. Weaver, Albert Irel, Samuel S. Lauk, all of Pittsburg; Walter E. Jones, Danville; E. R. Blough, Johnstown; Mrs. Daisy R. Shiffer, Hudson; F. J. Crandell, Scranton; Joseph T. Baker, Shippensburg; J. S. Smith, York; Irwin M. Anschab, Womelsdorf; Edward W. Russell, Johnstown, N. J.; Stella A. Gallagher, Wilkes-Barre; E. K. Roth, Johnstown; R. M. Staley, Middletown; Charles H. Wagner, Reading; C. E. Shillito, Waynesboro; R. G. Stevenson, Jersey Shore; E. J. Strunk, Easton; Thomas L. Ryan, Susquehanna; C. W. Baas, G. C. Stratten, R. H. Spaar, C. S. Zimmerman, L. A. Peters, E. Banta, Jr., A. H. Taggart, W. J. Wolford, C. D. Smith, G. L. Lally, Karl V. Kerth, R. J. Oleshak, David Burton, George K. Levan, W. G. Malloy, L. A. Hastings, D. S. Rhone, F. A. Martin, H. C. M. Ott, J. F. Booth, Frank Crawford, John M. Montgomery, D. S. Snyder, William Dulin, all of Philadelphia.

The next meeting for the examination of applicants for registration will be held in the girl's commercial high school, corner Broad and Green streets, Philadelphia, Saturday, January 18, 1902. For further information concerning this examination address the secretary of the board, Charles T. George, Harrisburg, Pa.

E. R. SQUIBB & SONS

NEW YORK

Compound Alum Powder

Georgia Board of Pharmacy.

The Georgia Board of Pharmacy met in Augusta, November 11, for the examination of applicants for licenses to practice pharmacy and to transact other business. The chairman, S. C. Durban, made his annual report, which was of a most interesting character. The secretary, George F. Payne, also made his report, which showed much activity in the enforcement of the pharmacy laws by the State board throughout Georgia. Both the present chairman and the present secretary were re-elected to their respective positions. The meeting was held in Augusta, under the idea that meetings held in different parts of the State would secure a larger number of applicants for licenses than would be the case if they were all held in Atlanta, the State capital. By actual investigation of the attendance at the examination it was found that only about 20 per cent. were from the territory contiguous to Augusta and the other 80 per cent. would have attended the examination if held in the capital, at considerably less expense. The chairman, in his report, gave excellent reasons why the meetings should be held in Atlanta, except the usual ones which are held the day before the meeting of the State Pharmaceutical Association, at whatever point it meets. This has long been the custom of the board in the past, and it seems the wisest one for the best interest of the largest number of citizens of the State. Atlanta is the chief railroad center and the metropolis of the State, and on account of its central location is very readily reached from every section. Being the state capital it is the proper place for a state board to meet. The board very heartily sustained these views of the chairman. Atlanta is the only point to which the State board and applicants for licenses have been able to secure excursion rates. The next meeting of the board in Atlanta will probably have the largest number of applicants for licenses that have ever applied at one time. The activity of the state board in enforcing the pharmacy laws is bearing better results every year. The secretary has already had an unusually large number of inquiries and letters in regard to applicants attending the next examination in Atlanta.

George F. Payne has just been appointed by the Governor to succeed himself on the board, his name being submitted to the Governor as the first choice of the Georgia Pharmaceutical Association for the appointment. The following gentlemen were licensed with the grade of apothecary at the Augusta meeting: I. H. Blassingame, Augusta; H. M. Richards, Sandersville; A. S. Clay, Adel; E. N. Stevens, Elberton; J. F. Everett, Vienna. The following were licensed as druggists: B. S. Denton, Milledgeville; J. R. Gephert, Augusta; S. C. Gorley, Covington; Wm. S. Kirby, Ph. G. (colored), Macon; P. A. Lennard, Vienna; T. C. Marshall, Atlanta; J. G. Smith, M. D. McDonough, J. M. Watts, Flovilla; W. S. White, M. D., Flovilla. Eleven failed. Total number of applicants, 25. The board adjourned to meet in Atlanta, on Monday, March 24, 1902. Geo. F. Payne, Secretary.

The Nevada State Board of Pharmacy held a meeting at the Riverside Hotel, Reno, on Nov. 4. The members present were President S. J. Hodgkinson, of Reno; Secretary F. J. Steinmetz, of Carson; A. M. Cole, Virginia; W. A. Brown, of Winnemucca, and Jos. Taber, of Elko. Only routine business was transacted. The board granted permanent certificates to thirty-nine pharmacists, in place of the temporary certificates previously issued by the secretary. The members then adjourned, subject to a call by the president.

ANTISEPTIC SPHENOIDS.

These suppositories, manufactured only by McCoy, Howe Co., of Indianapolis, Ind., are sold only on prescriptions, and net as much for the druggist as the returns from any other prescription. The manufacturers claim that these goods may be stocked without fear of deterioration, since they will keep perfect in any climate. Their new campaign of advertising will soon begin, and they advise druggists in general to write to them for samples and descriptive literature, in order to become familiar with the goods.

Advertising Cuts for Druggists.



The Era has had prepared a large assortment of designs, of which this illustration is a sample. These designs are intended for the use of retail druggists in illustrating their local newspaper advertising, or the little pamphlets, booklets or folders, which they may send out to their customers. We have a large variety of these designs, and we furnish them in the form of electrotypes all ready for the printer, the prices being 50c each, any three for \$1.00.

These illustrations cover a wide range of subjects, they are suitable for advertising the prescription department, druggists' sundries, the soda fountain, patent medicines, cigars, photographic supplies, and in fact for almost every purpose that the druggist would need an illustration. We shall be glad to send free to any Era reader a 16 page pamphlet containing proofs of all these illustrations.

Elastic stockings as supplied by the Surgical Fabric Co., of No. 528 North Tenth street, Philadelphia, are sure to please customers and increase the druggist's trade in this line. This company has been supplying the drug trade with elastic stockings and similar goods for a long time, and it is known to be extremely careful about the quality of goods sent out. Druggists who do not handle the Surgical Fabric Co.'s goods can have a descriptive price list sent on request.

Mrs. Dr. Drew & Co. have recently incorporated under the name of Dr. Frances H. Drew Co., with an increased capital and a strong board of directors, which includes some of New England's most conservative business men. Mrs. Drew is president of the company, and is still at the head of it as in the past. They expect to do more advertising next year than they have ever done before.

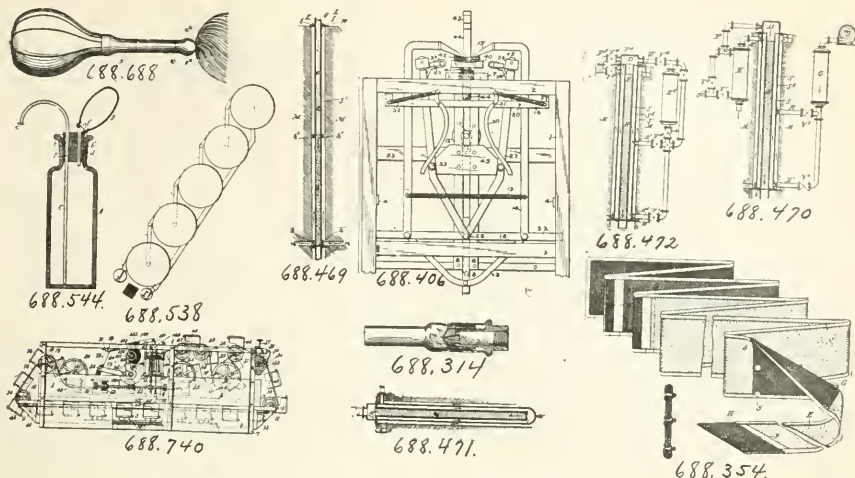
Druggists who have used Merz empty elastic capsules, for fluids, say that the time and money saved in their use is much greater than they anticipated when buying, and few druggists who have used Merz capsules will allow their stock to run out. The makers offer to send samples and information concerning their goods to any druggist. Write to the Merz Capsule Co., Detroit, Mich.

E. J. Hussey & Co., No. 80 John street, New York, manufacture a line of syringes that every druggist handles. At present this company is advertising the "Pri-mo" ladies' syringe, which they say is endorsed by the medical profession. The quality of the goods sent out by Hussey & Co. is known to be the best, and dealers should write to them for prices, etc.

M. C. W. Morphine.

Mallinckrodt Chemical Works request the trade to be particular when ordering their Morphine, to specify which form is desired, "Flakes" or "Cubes." There is no difference either in price or quality. Pharmacists specifying the Mallinckrodt or "M. C. W." Morphine are sure to get a strictly reliable article at the lowest prices.

PATENTS, TRADE MARKS, ETC.



PATENTS.

Issued December 10, 1901.

- 688,314.—Clarence M. Kemp, Baltimore, Md. Bunsen burner.
- 688,331.—Siegmund B. Sonnsborn and Henry Beigel, Baltimore, Md., assignors to the Stafford Hygienic Company of Baltimore City, a Corporation of Maryland. Bandage or compress.
- 688,371.—George A. Wieland, Duluth, Minn. Suspensory.
- 688,446.—John J. Gaynor, Indianapolis, Ind., assignor of two-thirds to Frank Maus Favre, Indianapolis, Ind. Labeling-machine.
- 688,446.—Herman F. Stempel, Jr., Fort Madison, Iowa. Gumpaster.
- 688,463.—Hans A. Frasch, Hamilton, Canada. Method of making caustic alkali.
- 688,463.—Rudolf Knietzsch, Ludwigshafen, Germany, assignor to the Badische Anilin & Soda-Fabrik, Ludwigshafen, Germany, a Corporation of Germany. Apparatus for the manufacture of sulfuric anhydride.
- 688,470.—Rudolf Knietzsch, Ludwigshafen, Germany, assignor to the Badische Anilin & Soda-Fabrik, Ludwigshafen, Germany, a Corporation of Germany. Apparatus for the manufacture of sulfuric anhydride.
- 688,471.—Rudolf Knietzsch, Ludwigshafen, Germany, assignor to the Badische Anilin & Soda-Fabrik, Ludwigshafen, Germany, a Corporation of Germany. Apparatus for the manufacture of sulfuric anhydride.
- 688,538.—Theodor Meyer, Offenbach, Germany, assignor of one-half to Charles Glaser, Baltimore, Md. Apparatus for making sulfuric acid.
- 688,544.—William B. Pitts, Atlanta, Ga. Liquid-dropper.
- 688,688.—Walter H. Humphrey, New York, N. Y., assignor to the Tullar Company, New Haven, Conn. Syringe.
- 688,740.—Rudolph H. Kissel, Morristown, N. J., and Willard P. Parsons, Matteawan, N. Y., assignors, by direct and mesne assignments, to the Century Milk Company, Jersey City, N. J. and New York, N. Y., a Corporation of New Jersey. Bottle washing and sterilizing machine.
- 688,792.—Edward I. Root, Denver, Colo., assignor to the Root Novelty Manufacturing Company, a Corporation of Colorado. Mucilage.
- 688,793.—Edmund C. Rossiter, Langley Green, and Horace W. Crowther, West Bromwich, England, assignors to British Cyanides Company Limited, Oldbury, England. Process of making Cyanids.
- 688,794.—Edmund C. Rossiter, Langley Green, and Horace W. Crowther, West Bromwich, England, assignors to British Cyanides Company Limited, Oldbury, England. Process of making Cyanids.

DESIGNS.

- 35,411.—Tooth-Brush Holder. Hugo J. Knowlton and Fred H. Cheever, New Haven, Conn. Filed Oct. 26, 1901. Serial No. 80,146. Term of patent 7 years. The design for a tooth-brush holder.

- 35,417.—Vaccination-Shield. Joseph A. Steinmetz, Philadelphia, Pa. Filed Nov. 15, 1901. Serial No. 82,459. Term of patent 7 years. The design for a vaccination-shield.

TRADE-MARKS.

Registered December 10, 1901.

- 37,453.—Tablets for Internal Administration. W. Fred Jackson, Brockville, Canada. The picture of a dog's head equipped with a collar bearing the word "Victory."
- 37,454.—Certain Named Proprietary Remedies. Stuth's Specinc Co., Somers Point, N. J. A large letter "V" having the three combinations of letters, "Igor," "Italy," and "Aid," arranged upon the right of the same, one combination above the other, the height of the letter "V" being the same as the height of the three combinations together.
- 37,455.—Remedies for Certain Named Diseases. Frank Perry Bailey, Zanesville, Ohio. The pictorial representation of a May apple leaf and flower upon a circular black background and inclosed in a fancy border.
- 37,456.—Remedy for Certain Named Diseases. German Medicine Company, Cincinnati, Ohio. The word "Teutonia" and the representation of an elderly man in the act of pouring liquid from a graduated glass into a bottle.

THE STANDARD



OF QUALITY IN RUBBER GOODS
WE WANT YOUR ORDERS DIRECT. PLEASE
WRITE FOR CATALOGUE AND PRICES.

THE GOODYEAR TIRE & RUBBER CO.
EAST AKRON STATION, AKRON, OHIO.

MARKET REPORT.

NEW YORK MARKETS.

CONTINUED STEADY FEELING MANIFESTED.

New York, Dec. 17.—Very few price changes have occurred during the past week, and the market reflects the conditions incident to the mid-winter holiday season, but there is no indication of weakness, and a continued steady feeling is manifested on the part of dealers.

OPIMUM.—Foreign markets are cabled firmer and the import cost is slightly higher, but jobbers are yet willing to advance to a limited extent at the old range of \$3.20 to \$3.40 for 9 per cent, and \$3.30 to \$3.50 for 11 per cent. Jobbing quotations for powdered remain unchanged at \$4.25 to \$4.50 for 13 per cent, \$4.75 to \$5.00 for 16 per cent, and \$4.55 to \$4.75 for granular.

MORPHINE.—A continued moderately active consuming business is reported, and the market retains a firm undertone, with jobbers supplying the wants of consumers at \$2.40 to \$2.50 for eighth in 1-oz. boxes, \$2.55 to \$2.65 in 2½-oz. boxes, \$2.55 to \$2.75 in ounce vials, and \$2.60 to \$2.75 in 5-oz. cans, according to brand.

QUININE.—As usual toward the close of a year buyers are keeping close to actual requirements when making purchases, and consequently transactions are of meagre proportions, but the market remains fairly steady with quotations unchanged at 27c. for bulk in 100-oz. tins, 27½c. in 50-oz. tins, 28c. in 25-oz. tins, and 34c. in ounces.

BALSAM TOLU.—Competition among importers has caused a weaker market, and jobbing prices have been reduced to 290 to 310c. by the can and 38 to 48c. for less, according to quantity.

OL. CLOVES.—Values are higher in sympathy with an advance in the cost of the spice, and jobbers have marked up their quotations to 75 to 85c.

LITHIUM CARBONATE.—Continued keen competition among importers and domestic manufacturers has had a depressing effect on the market, and jobbing quotations have been further reduced to \$2.50 to \$3.00.

CANADIAN ACID.—Conditions abroad are favorable to buyers, and deliveries next year are offered from first hands at lower figures. The result is an easier spot market and crystals in 1-lb. bottles are quoted 3½ to 4½c. in amber and 3½ to 4½c. in white. For 5-lb. bottles, 3c. less.

CANARY SEED.—Reports from primary sources show that the yield of new crop is very much less than original estimates, and all markets are decidedly stronger. Spot jobbing quotations have been advanced to 3½ to 4½c. for Smyrna by the bag and 4½ to 5½c. for less; 3½ to 4½c. for Sicily by the bag, and 50 to 60c. for less.

LACTOPHYLLIN.—The demand is slow and a slightly easier market is noted, with jobbing prices showing a decline to 610 to 640c., as to quantity.

MENTHOL.—Competition among importers has had an unsettling influence, and the market is easier to the extent that jobbing parcels are available at \$1.70 to \$1.95 per lb. The ounce prices are unchanged at 55 to 60c., according to size of order.

WILD CHERRY BARK.—Owing to extreme scarcity, both here and at producing points the market is decidedly stronger and jobbers have advanced quotations to 17 to 18c. for whole, 20 to 25c. for ground and 22 to 25c. for powdered.

SALTPETER.—Owing to higher cost of crude, refiners have advanced quotations on all grades and the revised jobbing figures are 5½ to 6½c. for small crystals in barrels and 5½ to 6½c. in kegs, 6½ to 7½c. for large crystals in barrels and 6½ to 7½c. in kegs, 6½ to 7½c. for granular in barrels and 6½ to 7½c. in kegs, 6½ to 7½c. for powdered in barrels and 6½ to 7½c. in kegs. For less than kegs the range is 9½ to 12½c.

Laboratory Machinery.

The manufacturing druggist or chemist needs no reminder that inferior machinery and appliances for the laboratory are a prolific source of business disaster. Nowadays the manufacturer who is unable to make the very best goods at the very least possible cost is within the dead line and is pretty sure to "go down and out." The manufacturer builds up his business upon a sound foundation when he makes a good article at a reasonable cost and this can only be done by equipping his laboratory with the very latest, durable and most perfect machinery obtainable. If any one of our readers are contemplating placing an order for additional laboratory appliances, they will do well to communicate with the J. H. Fay Company of Cincinnati, Ohio, who are recognized leaders in their line. Their advertisement appears in this issue.

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Lanolin (British) is said to be having a large sale since the makers have been granted the right to designate the product "Lanolin." It is remarkably cheap, and has been shown to be identical with Adeps Lanæ Hydrosus of the U. S. P. Probably the majority of pharmacists now know that Lanolin is an excellent base for ointments and elegant toilet preparations. It never becomes rancid, and is excellent for making cold cream. Evans & Sons, Ltd., No. 133 William street, New York, will give information to any druggist who will write for it.

The Pacific Coast Borax Co., are the largest producers of borax in the world and can supply the article in any quantity at the lowest price. Druggists cannot be too careful about the borax they buy, as frequently it is adulterated. The Pacific Coast Co. guarantees its borax to be chemically pure. It is put up in 1-lb., 2-lb. and 5-lb. cartons for dispensing. All jobbers carry the borax in stock, and there is no excuse for dealers carrying an adulterated article.

The Pharmaceutical Era.

EVERY THURSDAY.

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SEE LAST READING PAGE FOR COMPLETE INDEX TO THIS NUMBER.

A BOOK FOR THE DRUG STORE LABORATORY.

Every druggist has use for a book like the Era Formulary. It is full of money-making suggestions. It gives directions for making so many profitable things that can and should be made and sold in drug stores that it acts as a constant incentive to the druggist to extend his field of operations and do more of those things which his training has qualified him to do.

The book contains 5,000 formulas and they cover the field of chemical, pharmaceutical and specialty manufacturing. There are 800 formulas for unofficial pharmaceuticals, 1,013 for toilet articles, 456 for veterinary remedies, 772 for family medicines, 235 for soda water syrups, flavoring extracts, mineral waters, etc., and for that big field which the druggist has so little cultivated—the manufacture of articles for domestic use, such as soaps, cleaning preparations, inks, dyes, disinfectants, vermin destroyers, etc., and articles for the industries and workshops, like cements, pastes, polishes, leather dressings, paints, varnishes, etc., there are over 1,300 formulas. This book is one of the essentials for every druggist's workroom, and it is a paying investment to have a copy of it in that part of the store for constant use. Price \$5.00 per copy, delivered. D. O. Haynes & Co., Publishers, 396 Broadway, New York.

EDITORIAL COMMENT.

The present issue contains a complete index to volume XXVI of the Era, covering the twenty-six numbers of the journal issued since June 27, 1901. An index of this kind is published at the completion of each volume. These half-yearly indexes are prepared for the convenience of those of our readers who preserve their copies for future reference. Many readers do not seem to recognize the essential difference between a publication like the Era, and one intended merely for entertainment. A technical journal should have much to interest its readers at the time of its appearance, but its principal value is found in the items of professional information which are not particularly interesting except when required for use. The pharmacist who throws his journal aside after an hour's careless reading discovers only a small fraction of its true value. The Era covers all fields of the druggist's activity and a carefully kept file is a valuable source of information upon matters concerning all branches of the calling.

* * *

Reports were circulated during the past week about scandals connected with the supply of drugs to municipal and State institutions in two different sections of the country. A community in Massachusetts is especially exercised over an affair of this kind, evidences having been discovered of a carefully planned scheme by means of which certain druggists and physicians managed to transfer considerable sums of money from the public purse to their own. Cases of jobbery at the expense of the taxpayer are unfortunately not as rare as they should be in our land, but in most minds these practices are associated only with politicians of the lower class. Most people will experience something like a shock when they hear that citizens who have always been thought to have great stores of professional honor have gone wrong. Let us hope that the reports are untrue, and that these cases will prove to be nothing more serious than instances of bad book keeping on the part of some official.

* * *

According to a story which has within the past few weeks appeared in a number of pharmaceutical journals, a ship once upon a time had no medical officer, but carried instead a book of numbered symptoms and a collection of remedies supplied with corresponding numbers. When a sailor fell ill it was a simple matter to find the remedy required by referring to the book and selecting the number of the bottle corresponding to his symptoms. This ex-

ceedingly simple and economical arrangement seemed to work with satisfactory results until, one day, the mate reported that one of the men was afflicted with symptoms calling for medicine from bottle fifteen. As this bottle happened to be empty, the mate requested further instructions. The captain was a resourceful man who did not believe in allowing circumstances to interfere with his duty; he therefore promptly ordered equal parts of the contents of bottles seven and eight to be administered.

* * *

This tale of the captain and his medicine chest was employed as an illustration by a speaker at a meeting of pharmacists in England a few weeks ago. It must have been received with great favor, for it has been widely reprinted with but slight variations. It sometimes seems as though Mark Twain and the writers of the ancient classics had exhausted the possibilities of every humorous story that ever delighted the heart of mankind. This story may not have been known to the writers of antiquity, but it has not escaped their modern representative. It appeared as an incident in the life of Captain Hurricane Jones, one of the characters of our greatest American humorist, twenty years or more ago.

* * *

New York druggists are trying to effect the repeal of a law passed in 1900 making it a misdemeanor for anyone to manufacture soda water in any building used as a dwelling. This law seems to be a particularly foolish one, and no one seems to know why it was passed. The regulation which applies to soda water forms a clause in a bill intended to protect the occupants of tenements from dangers connected with the manufacture of explosives; but as few are willing to consider soda water a dangerous explosive, it is difficult to understand why this clause was included. There is an element of danger in all containers of gases under pressure, but when properly handled, soda water charging devices are almost absolutely safe. There can be no valid objection to the use of apparatus which is little if any more dangerous than a siphon of seltzer or a bottle of root beer.

* * *

A curious damage suit has recently been interesting the druggists of this city. It appears that an actress purchased some henna leaves from a druggist with the intention of changing the color of her golden locks to a more desirable shade of auburn or red. The dye was applied at night with the expectation that the morning light would reveal a mass of hair resembling spun copper. But human expectations are notoriously uncertain of fulfillment, and the resulting color instead of being of the fashionable shade desired turned out to be an unfashionable tint of green. The dyer considered green hair unsuited to the requirements of the stage, and was not unnaturally dissatisfied with the result. She therefore undertook to recover damages from the druggist from whom she had obtained the dye. According to newspaper reports, the pharmacist did not take the matter seriously, as he was already bald and was protected from financial loss by an insurance policy. At the trial the druggist proved that he had

furnished the material called for, and that the green color obtained was due to an unskilful use of the dye. The jury very properly brought in a verdict for the druggist.

* * *

The motives which prompt men to seek public office are very varied, some do so because of a high sense of duty, others because they want whatever seems hard to get, while others need the salary. All of these motives are more or less familiar, but a druggist in Boston has invented a reason for running for office which seems to be entirely new. In the recent campaign he presented himself as a candidate for the office of alderman purely out of curiosity. He wondered how many votes he would get. This novel politician placed a placard in the window of his drug store stating that his name had been placed upon the ticket, his fellow citizens being left to find out for themselves which ticket had been thus honored. It is gratifying to note that this druggist's originality was appreciated. He was elected by a large majority. Now that his curiosity has been satisfied, we hope he will not lose interest in city affairs. Men of his calibre are rare enough to be very valuable in politics.

* * *

The window displays of some of the New York drug stores have been unusually sober this year. This is said to be due to the discrimination of certain insurance companies against buildings adorned with elaborate holiday decorations. Some of the Christmas scenes plentifully sprinkled with cotton snow and colored lights, which have been seen in the windows of some of the larger stores do look rather inflammable, and no one will blame the insurance men for protecting their own interests. But it seems somewhat unreasonable to condemn all displays simply because some varieties are likely to burn up. Some drugstore decorations are little more inflammable than firebrick, and it should not be difficult for any pharmacist to get up a respectable display which is free from all danger of fire. The singeing of a few whiskers has not stopped all people from playing Santa Claus; why should the burning of a few decorations compel all stores to keep a sober Christmas?

* * *

Some of the exploiters of patent medicines have been making themselves very unpopular with the druggists of St. Paul and Philadelphia. These enterprising advertisers obtained testimonials for their wares from local pharmacists by means which were more successful than honorable, and printed them in glaring advertisements in the newspapers. This made the druggists appear as backers of the nostrums, which caused considerable resentment among the physicians. The pharmacists do not wish to lose the good will of the medical profession and naturally object to the unauthorized use of their names, but they have not been able to obtain much satisfaction thus far. They have passed resolutions about the matter and have exacted promises from the newspapers not to do it again, but they have been slow to resort to legal proceedings because nothing would

suit some patent medicine men better than free advertising in court. There is little satisfaction in fighting when one's adversary enjoys being thrashed. Under the circumstances it seems that there is nothing for the druggists to do but to grit their teeth and pass more resolutions.

OUR LETTER BOX.

We wish it distinctly understood that this department is open to everybody for the discussion of any subject of interest to the drug trade, but that we accept no responsibility for the views and opinions expressed by contributors.

Please be brief and always sign your name.

THE QUESTION ANSWERED.

Hartford, Conn., Dec 14.

To the Editor:—In answer to the question in an editorial of the Era of December 12, as to "How the drug trade would be conducted under Socialism; according to the best students of social economy?"—I wish to say that Socialists do not take up the evils of each trade separately. They try to abolish all the evils of all the trades as a unit, and the drug trade will share the same conditions as all the other trades and professions. The PEOPLE (the Government) will own and operate (among other industries) all the chemical and pharmaceutical laboratories, and will open in each community a certain number of dispensing shops, from which the members of the community will obtain at the lowest price the purest chemicals and preparations that skill and science can produce. By abolishing competition and establishing the cooperative system, we shall also abolish the parasite called "patent holder," who, with his exorbitant and extortionate prices, creates substitution and adulteration.

Socialism aims to abolish private ownership of all the means of production and distribution, and to establish instead the cooperative system, which will give to every person the right and ability to enjoy the full profit of his labor, 5 to 6 hours (or possibly less) making a day's labor. The Pharmacist is therefore one of the unfortunates who will benefit by it.

SAMUEL BIESTOCK.

THE QUESTION OF TRADE DISCOUNTS.

Chicago, Dec. 14.

To the Editor:—I read Mr. Pepper's essay on discounts, which appeared in a recent issue of the Era, and recommend it as strong Pepper to Chicago jobbers, and to retailers as a club for use on the jobbers. We used to get 2 per cent. Now that the retailers have quit buying direct and have thus thrown trade to the jobber, he, believing in reciprocity, reduced this discount to 1 per cent. Yours for 5 per cent. discount,

HARRY BAGGS.

THE FORMATION OF VANILLIN.—According to Henri Lecomte (Comptes rend.) vanillin is formed in the vanilla fruit by the action of two ferments, one an oxydase and the other a hydrolyzing agent. The hydrolyzing ferment converts the coniferin present into conifericly alcohol and glucose, while the oxydase changes this alcohol into vanillin. In the ripe fruit the oxydase is found principally in the internal parenchyma of the pericarp, but it is also found in all organs of the plant. The oxydase is found to be most plentiful in the best varieties of vanilla, such as those from Mexico, Reunion, and Seychelles, while the proportion of this ferment in inferior vanillas and vanillins, from Tahiti is very small. The activity of the ferment is destroyed by heating to 100° C., but when the pods are dipped for a few seconds in boiling water, frequently done in the process of curing, the inner portion of the fruit is not heated sufficiently to destroy the ferment.

THE SAD STORY OF THE GOOD DRUGGIST AND THE BAD BUSINESS.

By A. B. BURROWS, Takoma Park, D. C.

He was a good little boy when he undertook to learn the drug business, and although he hesitated somewhat on first entering the career which suggested so much mystery, he was soon interested in the business by reason of a natural inclination toward scientific investigation. He performed his duties well, did this good little boy. He made the kitchen fires for the family in the morning; cleaned the lamps; chopped the wood; washed the windows, and scrubbed the floors. He certainly was a good little boy. So he grew, and as he grew he learned more and more of the mysteries of pharmacy. And he was an honest boy. He believed in telling customers the truth, even if the proprietor waxed wrath at the possibility of losing a customer. So he worked and studied until he found himself entering the Pharmaceutical College. There he listened attentively to every lecture, took notes on everything important, experimented in the laboratory with interesting results. And the proprietor remarked to all his acquaintances and patrons that he never had as good a boy as Little Arthur, the good boy with the thin neck.

But now he was developing into manhood and a faint down appeared upon his upper lip. Then he graduated as a Doctor of Pharmacy, and was qualified to go out into the broad and hustling world and astonish it with his feats of pharmaceutical dispensing. So into the broad and busy world he went, but he appeared so young and innocent, not having the cigarette habit and not being in the habit of staying out late nights or indulging in the use of jaggling liquors, that most proprietors hesitated about employing him, and all he could get in the way of salary at first was \$13.00 per week.

After awhile, however, proprietors began to appreciate his merits and he held numerous positions of trust and responsibility. Physicians far and near proclaimed him to be the brightest pharmacist in the vicinity. In fact, wherever he went he had no difficulty in obtaining a position, and he convinced every druggist with whom he came in contact that he understood his business.

So much for his clerical experience. Little Arthur, now having become simply "Arthur," became ambitious and bought a little store in the suburbs. Having little capital, this was the only opening which afforded prospects of a living without being swamped by heavy expenses, as too often happens to ambitious young men in the cities.

With the assistance of the local physician who sent him as many of his prescriptions as possible he prospered, and actually began to make money. Soon his store was stocked with nearly everything which reasonable customers and rational prescribers desired. In addition to the regular preparations of the Pharmacopoeia and many of the non-official preparations mentioned in the National Formulary, Arthur kept quite a number of the "valuable" specialties made by different manufacturers, the only "valuable" feature about them being the price. Physicians were beginning to prescribe them and the public had been led to believe that a druggist who did not keep such nostrums was not up to date.

Soon Arthur noticed that the number of prescriptions brought in were growing less, and when customers did bring simple orders for unprofitable specialties, they carried tenderly in their hands little envelopes with the doctor's name printed on them and directions written "take one tablet every 3 to 4 hours." Then friends who had occasion to visit the doctor reported that a case filled with tablets, pills and "specialties" was in the office.

Finally it got to be so, that when a prescription did come in it was an order for some new specialty, a different one nearly every time, until the financial outlay became something staggering. Business ap-

peared, however, to be good, and the youthful pharmacist handled a large sum of money, but it was paid out as fast as taken in and the indebtedness piled up.

Representatives of various manufacturers would come around after liberally sampling the physicians, and induce the now victimized and deluded druggist to lay in new stocks of outlandish and wholly uncalled-for combinations. There seemed to be no excuse for their existence except that So-and-So made it and therefore it must be good. The poor druggist had great difficulty in getting rid of the preparations of the Pharmacopoeia, which were all made by himself and up to the standard. Everything had to be made by some other party. It was "Pill Emmenagogue, D. F. & Co.," "Capsules Copaiba, Santal and Cubeb Co., O. H. & Co.," "Elixir Ferri Quin. et Strvch. with Calisaya, O. O. & Co.," "Pulvis Antiseptic Co., Skin & Co."

He could not sell the ordinary atomizers in stock because some enterprising manufacturer had told the doctor that Rubi-Antiseptol must be used in Rubi-Antiseptol Atomizers to insure the best results. Arthur had excellent training in manufacturing and could make as good elixirs, pills, ointments, tooth powders as any other manufacturer, but his abilities were completely overshadowed by the unceasing persuasions of voluble agents of enterprising "originators."

When chemicals like Sodium Salicylate, Potassium Iodide, or Sodium Phosphate were prescribed, the discreet apothecary had no right apparently to use his judgment in buying, for it must be made by "Myl My! & Co." or be worthless, so said the wise physician (who perhaps had never seen the drugs in question).

The natural outcome of this was that Arthur had to sell out and let some other hopeful aspirant take the helm of business, while he went around the country lecturing on "How to make a Drug Store Pay," and incidentally wrote to the drug journals throughout the Union on "Why I was successful in Pharmacy." When last heard from he had been appointed assistant professor in Pharmacy in a well known University, and there twice a week he may be heard guiding more victims into pharmaceutical paths.

CANDY COLORS.

By C. G. BUCHANAN, Wellsburg, W. Va.

"All things will come to him who waits,
But here's a rule that's slicker,
He who goes after them
Will get them all the quicker."

The above is probably more adaptable to the drug business than to any other. When I say drug business I do not mean the filling of prescriptions, for that is pharmacy, but I mean the buying and selling of drugs and kindred articles. Of course much of a drug stock is made up of articles of necessity, but the disposal of these only pays expenses; and if the drug man wants a little extra money he must resort to side lines. One of the best little side lines that will bear going after is that of candy and cake colors, particularly at this time of year.

Most people are tired of cheap, grocery store flavors and dangerous aniline colors, and it only requires an effort for the up-to-date druggist to get their patronage. If he will, as he should, make the bulk of the goods himself he will have a handsome profit as the result of his efforts, and if he dispenses nothing but the best of goods he will soon have a trade that will not leave him, and will finally secure many of the buyers of these goods as regular customers for all their drug purchases.

In the first place he must have his colors. He will make a mistake if he buys these, for he can make them very cheaply himself in quantities to suit the demand, and with the advantage of knowing just what they contain. For colors he should have red, blue, yellow, green, brown, orange, black and, although

these will usually be found sufficient, any others he may wish. For red, he should use cochineal or carmine; for blue, indigo, Prussian blue or ultramarine. Green may be made either from spinach or by mixing blue and yellow; brown, from caramel; and black, from boneblack. Formulas for making these can be found in any good *Formulary* or by running through the back numbers of one's journals. Before making up large amounts, one or two experiments should be made with small quantities, so as to arrange the formula to get the best results.

With the colors above mentioned a great many different shades and tints can be made by properly mixing and diluting. For instance, a beautiful orange can be obtained by adding tumeric to cochineal. Red and different shades of pink, green, brown, blue and many others may also be made. When a particularly pretty shade is secured, continue to use it and people will go blocks to get "Blank's green," or whatever the color may be.

One need not at first buy labels for these materials but can take a small stock label and either with pen and ink or with a typewriter neatly print the name of the color on it. After a while, if business justifies it, printed labels may be used, and business will very soon justify that if it is sought in the right way; and if one does not intend to do that, it is best to leave it alone.

The price at which these colors should be retailed will be determined by circumstances to a certain extent, but a good way is to sell at ten cents per ounce or three ounces for twenty-five cents. The druggist should put up only these two sizes and never sell less than an ounce; but, of course it may be supplied in bulk at a special price.

Flavoring Extracts.

Every druggist keeps, or should keep, a good extract of vanilla. Whether he makes it himself or buys it, he should tell the people how good it is and they will soon begin to use it. He should buy the best oil of lemon, and immediately upon getting it pour part into another container and add about one-third alcohol to the entire lot. It should then be kept tightly corked in a cool, dark place. After this preparation there will not be much danger of its turning into turpentine. A druggist should always try to get his customers to use a superior oil, as the good results obtained from its use will assure them of the superiority of his goods. But if he cannot influence them to buy the higher priced article, he can make a good extract of lemon by simply adding alcohol to the oil, in a quantity sufficient to cheapen the product so as to sell at any required amount. However, extract of lemon is always such an unsatisfactory article that one should make it of as good quality as possible, depending upon the advertising derived from the use of the goods, to make up for the small profits.

An excellent essence of peppermint can be made by macerating 1 ounce compressed peppermint leaves for twelve hours in 1 quart of a mixture of one-third water and two-thirds alcohol, percolating and adding $\frac{1}{2}$ ounce oil of peppermint. Essences of nearly all the essential oils may be made in a similar manner, and with such products as wintergreen, cinnamon, nutmeg, etc., it is only necessary to add about eight parts alcohol to two parts of the oil and mix. Extract of orange can be prepared in the same manner, though a good oil of orange may be diluted as much as 1 to 16. In this case, however, it is best, as with the lemon, to have just as good an article as possible.

If at any time the druggist wishes to go into this business a little more extensively and keep a line of the fruit essences, such as strawberry, pineapple, etc., it is best to buy them for they are nearly all synthetic articles and even the process of making them from the fruit is too complex and costly to be profitable on a small scale. These articles should be bought only from a reliable house, always pur-

chasing a good quality and not too large a quantity at any one time.

Advertising these goods, as all others, is the life of trade. One of the best ways ever devised for advertising them is by noticing whenever a church is going to give a festival or bazaar with a candy booth and supplying goods free for use in connection with it. The druggist should call upon the managers of the booth or write them, and offer to furnish them with the flavors and colors they may need, and he should make sure that they get the goods as they are liable to forget it until the last moment and then buy them elsewhere, which of course spoils the scheme. After they have used his goods gratis they cannot very well object to his putting up a neat little sign in their booth, saying "Blank's Pure Candy Colors and Flavors Used in This Candy." The fact that he donated to the affair will most likely bring him more than enough drug business from some of the good church workers to pay him for his expenses; while, as usually the best candy makers are the ones called upon to make the goods, they will of course be good and the flavors and colors will come in for a goodly share of the credit, and Blank, the druggist, will sell more colors and flavors than he ever imagined could be sold in his community.

Samples of about three colors and three flavors may be put up in one or two dram vials, one each of the assortment wrapped together makes a nice package to present to those who are likely to be interested. Another plan which has been followed with success and without direct expense was to keep a separate account of these goods and as soon as the profit amounted to enough to pay the bill, a small receipt book was gotten out telling how to make different candies. With a little effort a druggist can get up a very nice little receipt book by referring to books treating of such matters and by getting some favorite receipts from his lady friends. If he wishes to enlarge on this, he can add receipts for cakes, biscuits, pickles, etc., always specifying his colors, flavors, spices, baking powder, etc., and having no receipts in the booklet which do not call for some of them. This little book need not be an expensive publication, but should not contain any trashy things put in for filling space; it is better to have only a few pages and these good and useful than a book the size of a dictionary that will never be looked at. An ideal book of this nature can be gotten up by anyone who will make the effort and will do some judicious questioning when he learns that Mrs. So and So's biscuits are better than those of any one else. He should learn how she makes them and put that down for the book, and so on, until after a few months he will have sufficient material, and something that will be appreciated. The old ladies in the country make better pies, ginger bread, corn pone, cookies, dumplings and pickles than nine-tenths of the city people ever ate; in fact, the making of some of these is almost a lost art in some places and their receipts would be cherished and used by all fortunate enough to get them. These receipts can be had for the asking and can be gathered during one's vacation, and when added to those for making candies, cakes, etc., will make an acceptable little pamphlet, which will be a standing advertisement, selling not only colors, flavors, spices, etc., but drugs of all kinds.

CAA=EHE, OR AZUNCA=CAA is the name of a composite plant which is said to possess remarkable sweetening power (Kew Bulletin). This plant was recently discovered in Paraguay by Dr. Berton. The name, which is of Indian origin, means sweet herb, a few small leaves being sufficient to sweeten a cup of strong tea or coffee, at the same time imparting a pleasant aromatic flavor. The shrub from which the leaves are obtained is very small, attaining a height of only a few inches. Professor O. Rebaudi has named the plant *Eupatorium Rebaudianum*, but the Kew authorities say it belongs rather to *Stevia* than to *Eupatorium*, and that its affinity is with *Stevia Collina*, Gard.

HURRY UP, THERE!

By FRANK B. STYLES, Hempstead, L. I.

This heading is an oft-repeated command, one which is not pleasant to hear when one is busy and doing all that can be done at the time. To some people it is very annoying to be prodded in this way; while others, seemingly, do not mind it any more than the proverbial duck minds the water running off its back.

I have experienced, as have many fellow clerks, the annoyance of calls from both customer and proprietor to "Hurry up, there!" when at that moment any further hurry was out of the question and meant certain disaster.

While my article begins with something in the nature of a complaint, which, in its proper sphere, is true every day, yet it is not offered as a complaint as such, but as an introduction to a different view of the subject.

The clerk is not the only person in the establishment who is told to "Hurry up, there!" The proprietor is frequently told that very thing, perhaps not in the same way, nor in the same words, but the same principle is involved. He is doing business for the "mighty dollar," as it has come to be called, and the demand of the public for goods and services in the line of business very frequently crowds the proprietor to such an extent, as to indicate "Hurry up, there!" very plainly.

Still, this does not reach my central thought on the subject. This thought applies more particularly to being quick to secure stock which is readily salable to the public, and having one's stock in such shape that the public can be accommodated at a moment's notice. If you watch a crowd of people on the street you will notice that they are all hurrying somewhere. The spirit that seems to pervade the shopping public is hurry, hurry, everywhere and all the time. The man who hurries is the one who is most likely to "get there" first. Do you want trade? You must secure customers, or you will get no trade.

An opportunity which is not often made use of is this—when a new family comes to town, "hurry up" and send a greeting to the head of the house and invite the paragon of that family. If you do not, some one else will. Many a stranger in town may, in this way, be made a customer for your store to the gratification of all concerned. A stranger cannot always find, at once, the best pharmacy in town, and, in spite of his care to find the best, often comes to grief several times by patronizing an inferior place before finding your store. This may be more easily said than done, but a druggist who tries to reach the new arrivals in town can find many opportunities for accomplishing the desired end. It might be profitable to watch the real estate offices with this in view.

Speaking of new arrivals, the same term may be applied to new lines of goods, and a little pamphlet describing the new arrivals in the store, could be hurried out to your customers with advantage.

If you expect to have customers, you must prepare your store and stock so that they will receive prompt attention when they come. To have stock to sell does not mean that it is displayed nor that it is in shape to deliver to customers at a moment's notice. It is not possible to have everything ready to hand over the counter at all times when asked for, because this would involve a large amount of work which could be devoted to other purposes to much better advantage.

To aid in the rapid dispensing of proprietary pills and powders, they are put up in packages which are intended for delivery, as they are, to customers; but through a tendency to make packages all look alike, or, at least, have a neat appearance when leaving the store, it has become the custom to wrap up everything with a plain paper and secure it with a string or rubber band. To expedite business, in many places small patents are handed out with no extra wrapping.

The arrangement of stock containers may be made to assist in waiting on customers. The space in a small store is very valuable to the business, and the best arrangement of counters and cases should be well considered, and changed as often as it is found necessary. There is a demand for particular kinds of goods in certain seasons of the year; and the next season calls for something else. Goods of this kind must occupy the same space, one line being replaced with another as the seasons change.

I know a store where the soda fountain is closed from October first to April first, during which time the counter used for soda and about ten feet long is covered with a rack of shelves which with a flight of stairs over the fountain is used for a very effective display of goods. Merchandise displayed on these shelves has sometimes been sold to customers while waiting for a prescription.

As a rule, it is not good policy to allow more than one clerk to wait on a customer at one time; but, when a prescription is being filled, I believe it permissible to allow a second clerk to assist by getting what is wanted and then turning the sales over to the first clerk. Customers do not like to stand and wait. Frequently, when the tide of trade is at its highest, the people are on their way home from work and are anxious to be supplied quickly. Very often, unless a customer receives attention within two or three minutes after coming into the store, he feels as if he were needlessly kept waiting. To be able to attend to the wants of several customers at one time covers a multitude of conditions which must work in harmony, like the strands of a rope. Many times several articles are wanted by as many customers, and if the clerk knows it he can pick them all up in one round of the store, thus saving much time for the customer and much time and many steps for himself.

In every store there is a certain amount of routine work which must be done and should be done each day. If that work is done, it requires a certain force to do that alone. There must be an increase of help to be able to wait on customers and give them proper attention. Much time is often wasted that could be saved for profit.

Let me show you a way to save time, which is money. Under the usual method of doing business more clerks are required and no more work is done than by this plan. During odd minutes, packages and bottles of ready salables can be prepared and set in convenient places. You will readily agree with me that it takes just as long at one time of the day to fill an ounce bottle as at any other time, or to weigh and wrap a quarter pound of salts. But, it is easier, and saves you some time to pour out several portions while the paregoric bottle is down, than to get the bottle down for each portion. The same is true of the salts. While the salts drawer is handy, weigh out several packages which will be ready when wanted quickly.

If there is no gain in time in preparing the packages or in filling the bottles you at least have this advantage, that a package or bottle is more quickly put into the customers hands when no filling and wrapping is required; and when the store is full of customers you can wait upon a larger number of them, and by so doing help the day's receipts along and make up for the little drag that happened earlier in the day.

The following is a partial list of liquids that are often asked for and which I keep put up in one or two ounce bottles: Castor Oil; Camphorated Oil; Olive Oil; Glycerine; Paregoric; Essence of Peppermint; Extract of Vanilla; Essence of Lemon; Essence of Jamaica Ginger; Syrup of Ipecac; Spirit of Nitre; Spirit of Camphor; Sun Cholera Mixture, and several others. Of the powders and crude drugs, I find the following, put up in two or three size packages, are very convenient: Rochelle Salts; Epsom Salts; Borax; Bicarbonate of Soda; Flax Seed; Insect Powder; Tooth Powder; Cream of Tartar; Compound Licorice Powder; Sulphur; Fuller's Earth; Senna

Leaves; Soap Bark; Powdered Charcoal; Oxalic Acid; Calcined Magnesia and Bird Seed.

Many others may be added, in accordance with the character of your trade and the location of your store.

SOME INVESTIGATIONS UPON ANTIVENENE.*

By JOSEPH McFARLAND, M. D., Philadelphia.

The investigations of the last decade upon immunity to the infectious diseases have led to the discovery of many important and interesting facts. Among the most instructive of these we may mention the successful immunization of animals to serpents venom achieved by Wolfenden, Phisalix and Bertrand, and Calmette, and the discovery in the blood of the immunized animals of a specific protective substance, first demonstrated by Phisalix and Bertrand, and elaborately studied by Calmette and Fraser.

The Method of Immunization

adopted by Calmette consisted in the administration to horses of progressively increasing doses of cobra venom, lightly modified by heat, until the animals attained a high degree of immunity and antivenene appeared in large quantity in the blood.

Composition of Venom.

It has been well known for many years that the venom of serpents is not a simple poison, but one composed of several distinct poisonous proteids of different physiological action. In their great monograph upon the subject, Mitchell and Reichert concluded that every venom contained two important poisonous proteids one of which they regarded as a peptone, the other as a globulin. The former was a nervous poison, whose chief physiologic action was upon the center of respiration, upon which it acted so destructively that nearly all cases of venom intoxication die from more or less rapid failure of the respiration. The globulin they found to be an irritating substance with a marked local action upon the tissues, which it devitalized and disorganized, causing extensive extravasations of blood, necrotic and gangrenous changes, and leading to death from the local injury done. Wolfenden agreed with Mitchell and Reichert except that he regarded their peptone as an albumose, and since the time of these investigations it has been generally accepted that the activity of venoms depends upon the presence of these two bodies, and that the difference in the symptomatology of snake bite depends upon the different proportions in which these active principles are present in the venoms. Thus, the venom of the cobra-naja tripudians—contains much of the nervous poison, and but little of the irritative poison, hence cobra bites are apt to cause comparatively little local damage, though they may prove fatal. On the other hand, the venom of the rattlesnake contains relatively less of the nervous poison, and a large quantity of the irritative poison, so that the bite of this snake is apt to be followed by extensive local damage though usually not fatal.

Calmette found that when venoms were heated to 70-85 degrees C., the irritative poison was precipitated, the nervous poison almost unchanged. The heated poison could be introduced into animals without pain, and without tissue disorganization. It was the fatal element of the venom, and suggested itself for the purpose of immunization. All of his antivenene experiments were, therefore, performed with this nervous poison which he secured from cobra venom—the most active venom that could be obtained.

C. J. Martin has taken exception to Calmette's antivenene on the ground that it is an antidote for the nervous poison in the venom, but not an antidote for the irritative poison, and therefore, is probably not useful or indicated in the bites of those serpents

* Condensed from a paper read at the Fifty-Second Annual meeting of the American Medical Association and printed in the Journ. A. M. A.

whose venom depends principally upon the latter. He found it inefficient in the treatment of Australian snakes, whose venoms all contain large quantities of the irritative poison. A literary controversy followed the publication of Martin's views, but it is uncertain whether Calmette succeeded in overthrowing all of his objections.

Its Action.

We must, in consequence of these facts, view the antivenene as being antidotal chiefly against the nervous poison of the venom, the peptone of Mitchell and Keichert—the albumose of Wollenden. A simple experiment suffices to demonstrate the perfect protection which the antivenene affords against the venom. According to Calmette's recommendation, an inoculation of a quantity of venom that will prove fatal in about twenty minutes is made into the marginal vein of a rabbit's ear, and this at once followed by the appropriate quantity of antivenene. Instead of dying at the expiration of twenty minutes, the rabbit lives and shows no symptoms. If this curative effect is accomplished by 2 c.c. of the antivenene—the strength made by Calmette—it is said to contain 2,000 units.

The protection I have found to be exactly as Calmette asserts and the antivenene is equally active against cobra, rattlesnake and other venoms, when such venoms are heated so as to remove the contained globulin. If the venoms are injected into the ear vein without being heated, the protection afforded is less certain, and if the viper and rattlesnake venoms are injected beneath the skin, still less certain. I did not find that the antivenene afforded complete protection against the local effects of crotalus venom, though it seemed to lessen them.

Some Immunization Methods.

In some experiments which I was permitted to perform through the kindness of H. K. Mulford Co., I began the immunization of the animals according to the principals laid down by Calmette, beginning the treatment with cobra venom heated to 80 degrees C. to precipitate the globulins. After a short time it occurred to me that if my serum was ever to be used for treatment it would probably be in this country, where the irritative venoms of the rattlesnakes, moccasins and copperhead snakes are to be combated, and that a serum to have the desired protective efficacy should protect not only against the nervous poison contained in the heated venom, but also against the irritative globulin as well. I therefore determined to abandon Calmette's method, give up the use of cobra venom, and confine my endeavors strictly to the immunization of the animals with the most irritative venom I could obtain, administered in its natural condition. I therefore began to work with unmodified crotalus venom.

Three horses were used for the experiments, two of them dying early in the treatment. I found that while they bore the initial injections of heated cobra venom without inconvenience, they responded by a violent local reaction to each injection of crotalus venom. The injections were made into the subcutaneous tissue of the neck and each was followed by a very considerable swelling of the tissues, succeeded in every case by an infection resulting in a good-sized abscess and slough. Sometimes enormous areas of skin and subcutaneous tissue became gangrenous and exfoliated, leaving lesions that required considerable time for cicatrization. One horse died from an exceptionally severe lesion.

After pursuing this mode of inoculation until the death of one horse and the condition of the others persuaded me that it could not be further continued, and proving that the injections were followed by no local or general immunity to the irritative poison, I decided to try the effects of the injection of the unmodified venom into the venous circulation. The appropriate dose of venom was much diluted with water and slowly introduced into one of the superficial veins, where it was at once further diluted by the

blood. This mode of administration was not followed by any local lesion, and produced no symptoms of long duration. In nearly every case the injections were succeeded by a febrile reaction, and for a time—usually less than 12 hours—the horse seemed depressed and weak, and refused to eat. After the lapse of this period the animals seemed well, ate and drank normally, though it must be said that their condition was continually below par. It is quite probable that they might have remained in better shape if the administrations had been less frequent and each dose smaller. This fact, however, only became apparent after the experiments were at an end and the results obtained subjected to careful consideration. During the experiment the matter was left to the discretion of Dr. E. M. Ranck, the veterinary surgeon in charge of the animals. The venom seemed to increase the susceptibility to infection. This probably depended upon the alteration in the germicidal action of the blood, pointed out by Professor Welch and Dr. Ewing in 1892, at the first Pan-American Medical Congress. Not only was this diminished action shown by the tendency to local inflammations and necroses, but also by a tendency to general infection, for while I lost the first horse in consequence of destructive superficial lesions, the second animal died of pneumonia.

As the doses of venom were increased, the immediate physiologic effects became more and more marked. The venom was slowly injected into the vein, but about the time the total quantity entered the circulation the horse would become unconscious and fall suddenly to the ground. After a few minutes in this condition, with marked cardiac and respiratory disturbance, consciousness gradually returned. The functions re-established themselves and the animal would pull itself together and get up again. After witnessing this phenomenon several times, the horses were supported by "slings" before the injections were given in order that no injury might result from the fall. No serious damage seemed to occur in consequence of the momentary extreme depression, and after a time we came to look upon it without fear.

The treatment of the animals may be divided into three periods: First, in which crotalus venom, modified by heat as suggested by Calmette, was injected subcutaneously; second, in which unmodified crotalus venom was injected into the subcutaneous tissues; and third, in which unmodified crotalus venom was injected into a vein. One horse was treated successively by the three methods and yielded some serum showing positive protective power, but finally died from the effects of some venom which accidentally caused a periphlebitis of the jugular vein with a large slough. The second horse was treated at once with intravenous injections; this animal died from pneumonia before positive results were obtained. The third horse was begun with subcutaneous injections of unmodified crotalus venom, but died from the effects of the superficial lesions caused by the fourth or fifth injection.

The blood of the animals was examined from time to time as the routine work permitted. The horse which survived the longest developed marked antitoxicity, but as is usual in antitoxic horses, the antivenene gradually diminished. The method of testing the antivenene was that invented by Calmette. The determination of the dose of unmodified venom that would kill a rabbit was difficult.

Conclusions.

From these experiments I think it is safe to say that:

1. It is not difficult to produce immunity to the nervous poison contained in serpent's venom, as shown by Wollenden, Phisalix, Bertrand and Calmette.
2. This immunity when carried to a high degree is associated with marked antitoxic power of the blood.
3. It is very difficult, if not impossible, to produce immunity to the irritative poison of the venom.

4. Antivenene does not protect very powerfully against the irritative poison.

5. Antivenene protects against the nervous poisons of various venoms.

6. Immunity to the unmodified venom is better secured by intravenous than by subcutaneous injection.

7. Calmette's method of immunization with the modified venom is greatly to be preferred to the method of immunization to the unmodified venom as tried in these experiments, because the modicum of danger and suffering to the horses used.

8. Calmette's antivenene is more useful for the treatment of the bites of cobras and colubrine serpents than for those of vipers, etc.

9. As the antivenene protects against the chief death-dealing element in the venoms, it is of great use in the treatment of all serious bites, and should be used whenever possible.

10. The neutralization of the nervous poison of the venom by antivenene will enable the individual to devote all his vitality toward overcoming the local injury done by the irritative globulin in the venom.

11. All individuals—certainly not all horses—are not equal in their resisting power against venom. Two of my three horses succumbed quickly to the venom injections.

12. The antivenene producing power varies in different horses.

13. The quantity of antivenene in the blood varies from time to time, according to circumstances.

SOME GENERAL ASPECTS OF COMMERCIAL PHARMACY.*

By FRANK R. PARTRIDGE, Augusta, Me.

Where are we at? is a question that may well be asked by any and all legitimate apothecaries throughout the country. What is the good of our College of Pharmacy? What is the benefit of all the technical and practical knowledge taught by them? Of what use are boards of pharmacy? What is the good of the rigorous and thorough examination of the applicant for registration? Why is a greater degree of knowledge required of the apothecary of today than ever before? What are we "driving at" and where are we "going to land"? These are a few of the questions which confront the practical and thinking pharmacist.

In years gone by the apothecary prepared most of the medicines the physician used in his practice; he made all the tinctures, syrups, solutions, wines, pills, infusions, decoctions, plasters, emulsions, and in many cases the fluid extracts. It was no hardship for him to make a batch of pills fifty or even a hundred in number upon a prescription of the physician. To spread a plaster was but the work of a few minutes for the dextrous hand, and to prepare an infusion was a common thing and took just as long as it does now. Pill making is almost a lost art with the average apothecary. Pills and tablets come to us all prepared, and the physician selects from the list what he can get, not just what he wants; in times past he wrote a prescription for what he wanted and the apothecary prepared it for him, and each pill contained just the exact quantity of each ingredient. Can the same be said of all the pills and tablets that infest the market today? "Elegant pharmaceuticals," sad to tell are displacing old and tried remedies, but the same physician who prescribes these "elegant" preparations, finding, in an emergency, that they do not produce the results anticipated, is glad to fall back upon some of the "old-fashioned" medicines which still prove to him a "sheet anchor" in time of trouble.

I believe in progress; I believe the science of medicine has progressed and that new and valuable remedies have been discovered, and that still others

will be found, but I do not believe in juggling together either old or new remedies, or both, and giving them a name which means nothing to the pharmacist or physician, and upon which no literature exists except that written by the manufacturer of the same or some versatile writer employed by him for that purpose. It seems to me that in prescribing these empirical preparations, the physician is forsaking the old, well-beaten path, and is pursuing a delusion from which, in time, he will experience a rude awakening.

The pharmacist as well as the physician is besieged by experienced and adroit traveling men with beautiful colored pills and tablets, elixirs of this and that, wines of that and the other, with liquors, solutions, syrups and fluid extracts of things known and unknown, though the manufacturer may think he has some knowledge of their virtues, and they are forced upon the apothecary, through the work of their "smooth and oily" detail men, while the physician, whose better judgment is oftentimes warped by the guileless manner of these well trained exhibitors, and the doctor prescribes them. The dry goods clerk, the boy who drives the butcher's cart, can "put them up" just as well as the skilled pharmacist. Again I ask, what is the use of your schools of pharmacy and your pharmacy boards? Surely skill and science are not required to dispense such prescriptions, and but very little care. As a rule I believe in not sighing for "good old times," but I do detest the "good old time" in the apothecary business will "quietly fold its tent and silently steal away" unless a halt is called on these "elegant pharmaceuticals" that are flooding the market, and unless many physicians are awakened to the fact that plain, well-tried and reliable remedies are still valuable. An eminent physician and surgeon once remarked to me: "Give me twenty-five or thirty of the old well-tried remedies; they may have all the rest, and I'll produce equally favorable results."

Both physician and pharmacist should be up to date. The Pharmacopoeia of 1900, a dispensatory of the same date and our National Formulary are surely not ancient literature. Yet I find nothing of these "new" (?) remedies in either. I am of the opinion if the formulas of the National Formulary were brought particularly to the attention of the physician, it would fill a want which the man with a limber tongue and a fine looking line of samples now supplies. Is it up to date prescribing a preparation because it looks well, tastes well, smells well, and the smooth man says will do all kinds of things? Is it up to date giving the patient a medicine because the drummer tells the physicians it fits their class of cases, the preparation oftentimes containing a drug of which the physician knows nothing? Is it up to date and does it make the apothecary up to date to force the dispenser of drugs to load up his shelves with stuff that later becomes a "calamity" after its worthlessness becomes known? Of course some of the preparations made from well known remedies have become standard and are incorporated in the National Formulary, from which any intelligent apothecary should be able to prepare them for himself. For these I have no word of condemnation, but if the myriads of patent and empirical preparations continue to increase, and the physician allows the smooth and oily man to think for him, the college of pharmacy will be obliged to change its curriculum and the pharmacy board step down and out, for the "butcher, the baker and the candlestick maker" and their boys will be able to dispense these "elegant pharmaceuticals," composed of pretty pills and tablets, scented elixirs, palate-tickling wines, and the long list of "stuffs" put out as medicine for all the "ills that flesh is heir to."

TOBACCO SEEDS are found, by J. Starke (Bull. Class. Sci. Acad. R. Belge), to contain neither solanine nor nicotine. The author disputes the statement of Albo that these seeds contain solanine.

*New England Druggist.

THE PHARMACIST IN LITERATURE.*

By JOHN G. SCLATER.

(Concluded from Page 686, Dec. 12.)

De Quincey tells us in his "Confessions" how Coleridge, when free from the influence of opium, lured men-porters, hackney coachmen and others—to oppose by force his entrance into any druggist's shop. But as the authority for stopping him was derived simply from himself, naturally these poor men found themselves in a metaphysical fix," and he goes on to describe the kind of argument that passed between Coleridge, when the craving was on him, and his hirlings. It is amusing and pathetic. Our reading—I am not talking of that which we have to read—our reading is for instruction as well as amusement, and if we read so, we are bound to ask ourselves where was the druggist as a power to be reckoned with in Coleridge's case—I had almost said a moral power.

In Shakespeare's plays we find innumerable allusions to plants, animals and minerals as drugs. The poison that was poured into the ear of the King of Denmark, Hamlet's father, is supposed to be the juice of the tobacco plant, which was held in great repute in Shakespeare's time. The incantations over the boiling caldron and the enumeration of the ingredients thrown into it, by the witches in Macbeth, is a veritable pharmacopoeia. It is certainly not entertaining, but fearsome and awful; and is no exaggerated summary of the drugs that were used in Shakespeare's own time. But the Mantuan apothecary stands out pre-eminent and quite sufficient for us.

Sir Walter Scott's novels teem with mystery, alchemy and superstition. The Talisman is an amulet used by the Saladin who plays the part of physician with success in the story. "The water in which it was dipt operated as a styptic, as a febrifuge, and possessed several other properties as a medicinal talisman." Then we have Wayland Smith in "Kenilworth." But the one I wish to draw your attention particularly to is Henbane Dwining, Pottingar, in the "Fair Maid of Perth." Pottingar is an old Scotch word for apothecary. This Henbane Dwining is the nearest approach to a chemist in all Sir Walter Scott's characters. The chemist was not then, so we must look to the alchemist, the leech, and the apothecary as supplying his place. What a specimen of humanity this Dwining is! I cannot do better than give you a few of the epithets that occur in the book on the Pottingar: "A sneaking varlet," "That venomous Pottingar," "A malignant talebearer," "The Pottingar wilfully desires to show himself timid, poor-spirited and humble to conceal the danger of his temper. The adder is not less deadlier than he creeps under a stone." "There is more danger in yonder slight waste anatomy than in twenty stout fellows like yourself;" "But thou knowest that the potter-carrier ever speaks one language with his visage and another with his tongue." A scoffer at religion. An atheist who in his last moments scouts at the mention of a confessor. "Yes," said Dwining scornfully, "refer myself to a greasy monk who does not understand the barbarous Latin he repeats by rote, such would be a fitting counsellor to one who has studied both in Henbane and Arabia." By these few epithets you see Henbane Dwining far better than I could describe him. A man without one redeeming quality. While dressing the wound, he enjoyed seeing the pain he gave to his patient. An almost inconceivable character were it not for the fact that he was conceived for the story's sake, and not the story for his sake, which makes all the difference. Here is his end: "You see this trifling implement," said the crim-

inal (Dwining) showing the silver pen. 'By means of this I can escape the power even of the Black Douglass.'

"Give him no ink or paper," said Balveny, hastily, 'he will draw a spell.'

"Not so, please your wisdom and valiancy," said Dwining with his usual chuckle, as he unscrewed the top of the pen, within which was a piece of sponge or some such substance, no bigger than a pea. 'Now mark this,' said the prisoner, and drew it between his lips. The effect was instantaneous. He lay a dead corpse before them, the contemptuous sneer still on his countenance.'

In Charles Dickens we get a different aspect of the chemist. Being so keen an observer, this writer seems to bring out the peculiarities and idiosyncrasies, not only of each character, but also of the craft to which they belong. First let us turn to the poor chemist who is summoned as jurymen in the case of *Bardell v. Pickwick*.

"I beg the court's pardon," said the chemist, who was a tall, thin, yellow-visaged man (the chemists in fiction are all yellow-visaged, sallow atrabilar looking creatures.) "I beg the court's pardon, but I hope the court will excuse my attendance."

"On what grounds, sir?" said Mr. Justice Stareleigh.

"I have no assistant, my lord," said the chemist.

"I can't help that, sir," replied Mr. Justice Stareleigh, "you should hire one."

"I can't afford it, my lord," rejoined the chemist.

"Then you ought to be able to afford it, sir," said the judge reddening, for Mr. Stareleigh's temper bordered on the irritable, and brooked not contradiction.

"Swear the gentleman," said the judge peremptorily. The officer had got no further than the 'You shall well and truly try,' when he was again interrupted by the chemist.

"I am to be sworn, my lord, am I?" said the chemist.

"Certainly, sir," said the testy little judge.

"Very well, my lord," replied the chemist, in a resigned manner. "Then there'll be murder before the trial's over, that's all. Swear me, if you please, sir," and sworn the chemist was before the judge could find words to utter.

"I merely wanted to observe, my lord," said the chemist, taking his seat with great deliberation, 'that I've left nobody but an errand boy in the shop. He is a very nice boy, my lord, but he is not acquainted with drugs, and I know that the prevailing impression on his mind is that Epsom salts means oxalic acid, and syrup of senna, laudanum. That's all, my lord.' With this the tall chemist composed himself into a comfortable attitude, and, assuming a pleasant expression of countenance, appeared to have prepared himself for the worst."

Bob Sawyer was more of a surgeon apothecary. But though leaning more to the medical side—and we make the faculty a free gift of all such Bob Sawyers—yet he kept an open shop, at least, for a very little time, and that is sufficient for us.

"And a very snug business you have, no doubt," said Mr. Winkle knowingly.

"Very," replied Bob Sawyer, 'So snug that at the end of a few years you might put all the profits in a wine-glass, and cover 'em over with a gooseberry leaf.'

"You cannot surely mean that?" said Mr. Winkle. 'The stock itself—'

"Dummies, my dear boy," said Bob Sawyer, stepping out into the shop and demonstrating the veracity of the assertion by divers hard pulls at the little gilt knobs on the counterfeit drawers. 'Hardly anything real in the shop but the leeches, and they are second-hand.'

"I shouldn't have thought it," exclaimed Mr. Winkle, much surprised.

"I hope not," replied Bob Sawyer, 'else where's the use of appearances?'

Bob Sawyer asks Benjamin Allen to produce the

* President's address to the Edinburgh Chemists', Assistants' and Apprentices' Association. (Pharm. Journ.)

patent digester, and so the brandy bottle makes its appearance. While discussing it, they relate to Mr. Winkle their novel way of advertising.

"He leaves it all at the wrong house." Mr. Winkle looked perplexed, and Bob Sawyer and his friend laughed. "Don't you see?" said Bob, "he goes up to a house, rings the area bell pokes a packet of medicine, without a direction into the servant's hand, and walks off. Servant takes it into dining room, master opens it and reads the label: 'Draught to be taken at bedtime, pills as before, lotion as usual. The powder. From Sawyer's, late Nockemorf's. Physician's Prescriptions carefully prepared,' and all the rest of it. Shows it to his wife. She reads the label, it goes down to the servants, they read the label. Next day, boy calls, 'Very sorry, his mistake, immense business, great many parcels to deliver, Mr. Sawyer's compliments, late Nockemorf's.' The names gets known, and that's the thing, my boy, in the medical way. Bless your heart, old fellow, it's better than all the advertising in the world. We have got one four-ounce bottle that's been to half the houses in Bristol, and hasn't done yet."

"Dear me, I see," observed Mr. Winkle; "what an excellent plan!"

"Oh, Ben and I have hit upon a dozen such," replied Bob Sawyer with great glee. "The lamplighter has eighteen pence a week to pull the night bell for ten minutes every time he comes round, and my boy always rushes into church just before the psalms, when the people have nothing to do but look about 'em, and calls me out with horror and dismay depicted on his countenance. 'Bless my soul,' everybody says, 'somebody taken suddenly ill. Sawyer, late Nockemorf, sent for. What a business that young man has.' Of course, all this is very unprofessional, but that is a detail."

I think you will see by the above extracts that Dickens' knowledge of the pharmacist, both at the counter and behind the scenes, was no ordinary one. He betrays a knowledge that is only got by being behind the counter in some way or other. Certainly such detail could only be given after close and intimate observation reflecting on this point. I remembered the other day that Jonas Chuzzlewit poisons himself. I looked the passage up to see how Dickens treated the scene. I was delighted to find this:

He tried to hang himself, but was caught in time. The officers take him to prison in a coach. "and happening to pass a fruiterer's on their way, the door of which was open, though the shop was by this time shut, one of them remarked how faint the peaches smell."

"The other assented at the moment, but presently stooped down in quick alarm, and looked at the prisoner."

"Stop the coach! He has poisoned himself! The smell comes from this bottle in his hand!"

"The hand had shut upon it tight. With that rigidity of grasp with which no living man in his full strength and energy of life can clutch a prize he has won."

There is a real artistic touch by introducing that fruiterer's shop, and by it letting us know the drug that did the fatal deed, without mentioning its name.

Now I will introduce quite a different type of man. Tom Thurnall, in Kingsley's novel, "Two Years Ago," we might all do well to copy. Kingsley describes John Briggs, Tom Thurnall's co-apprentice, thus: "One glance at his face was sufficient to tell that he was moody, shy, restless, perhaps discontented, perhaps abitious and vain." Tom was different. Bolus the general practitioner says of him: "In hours, sir, he takes care of my business as well as I could myself; but out of hours, sir, I believe he is possessed by seven devils." It is very interesting to read of Tom Thurnall in Dr. Heale's shop. The old doctor is a drunkard, and his wife a laudanum drinker. We read that the shop was filthy. The counter was quarter of an inch deep in deposit of every vegetable and mineral matter. He starts by cleaning it. He scares

Mrs. Heale from the laudanum bottle, and with infinite tact "bosses" the old doctor in a brusque, though not impudent, manner.

Allow me to quote one sentence which will be of interest, and possibly worth discussion.

"Heale could not deny that the young man was a very valuable young man, if he wasn't given so much to those new-fangled notions of the profession."

"By which term Heale indicated the, to him, astounding fact, that Tom charged the patients as little, instead of as much, as possible, and applying to medicine the principles of an enlightened political economy, tried to increase the demand by cheapening the supply."

"Which is revolutionary doctrine, sir," said Heale to Lieut. Jones over the brandy and water, "and just like what the Cobden and Bright lot used to talk."

Then old Heale gives an example of Tom's revolutionary way.

"Well, ma'am," says he, "(as I am a living man he said it). I can cure you, if you like, with a dozen bottles of lotion at eighteen-pence apiece; but if you'll take my advice you'll buy twopennyworth of alkum down street, do what I tell you with it and cure yourself." It's robbery, sir, I say, all these out-of-the-way cheap dodges which arn't in the pharmacopoeia half of them; it's unprofessional, sir—quackery."

"Tell you what, doctor, robbery or none, I'll go to him to-morrow, d'ye see if I live as long, for this old ailment of mine. I never told you of it, old pill and potion for fear of a swinging bill but just grinded and bore it."

Were I to enter on the subject of the part that drugs play in literature it would be endless. The tragic effect of a mistake in dispensing, as a theme for the storyteller, has, I think, only entered into short magazine stories. We are all painfully aware of the disastrous effects that might happen from some very venial error on the part of the dispenser. We never know how narrowly we sometimes escape a tragedy by a hairbreadth. Some will say, if properly checked, there is no fear; but proper checking and all is not infallible. Doubts, fanned, may be, by a too lively imagination just as you were dropping off to sleep, may be the means of giving you a bad half-hour—happily to find them all dispelled in the morning when you get down to business and have a look over. I wager you would not be late that morning. In realities like these is real romance.

And now one word for the younger members. I will show them a mirror into which they may look as I pass it before them. If the image he not flattering, do not break it, as Queen Bess did, but mend.

"Like all embryo apothecaries," says Japhet. "I carried in my appearance, if not the look of wisdom, most certainly that of self-sufficiency, which does equally well with the world in general. My forehead was smooth and very white, and my dark locks were combed back systematically and with a regularity that said as plainly as words could do. The owner of this does everything by prescription, measurement, and rule." Altogether, I cut such a truly medical appearance that even the most guarded would not have hesitated to allow me the sole conduct of a whitlow, from inflammation to suppuration, and from suppuration to cure; or have refused to have confided to me the entire suppression of a gumboil.

"Such were my personal qualifications at the time I was raised to the important office of dispenser of, I may say, life and death."

These are a few samples of the pharmacist in fiction. You can draw your own conclusions as to the general truthfulness of the portrait or no. Boswell tells us Johnson was a "dabbler in physic." At another time I will endeavor to show you some pharmacists of the past who were "dabblers in literature, and more especially as the friends of literary men. Truth is stranger than fiction in this case also. Yes, there is a romance or two, terribly realistic, which I think will prove of even more interest than all the chemists in fiction.

A SHORT ACCOUNT OF INOCULATION AND VACCINATION.*

By Prof. E. V. HOWELL, University of N. C.

Smallpox or Variola is described as an acute, specific infectious disease, resulting from a specific morbid poison. After a period of incubation it manifests itself by high inflammatory fever, followed after three or four days by an eruption, which feels at first like shot under the skin, and finally develops into deep-seated pustules.

The following forms of smallpox are usually distinguished:

1. Confluent (severe), in which pustules run together, producing deep scars.

2. Distinct (mild), pustules remain separate, slight scars.

3. Hemorrhagic (usually fatal), hemorrhages into the skin beneath the pustules.

4. Inoculated (usually mild), intentionally introduced.

5. Malignant (sometimes called black smallpox), usually fatal.

6. Modified (usually mild), seen in vaccinated people. This is called Varioloid.

Dr. Williams, in his "Dissertation on the Antiquity of Smallpox," quotes from Philo, a learned Jew, who wrote, in the first century, a work on the "Life of Moses" and that part of the book of Exodus in which the plagues were sent upon the Egyptians. He states that this eruptive disease, called "boils and blains," affecting both man and beast, was probably smallpox. This eruptive disease, left to its natural course, may have been transmitted into both man and beast to appear as smallpox, cowpox, horsepox, etc. This would fix the date for the origin nearly 1500 years before the Christian era. It is interesting to note that the traditions and history of the Eastern nations refer the commencement of this disease to a correspondingly remote period.

We have all along through history excellent descriptions of an eruptive disease whose symptoms correspond closely to what we call smallpox, but, as all eruptive diseases, plagues, etc., are considered indiscriminately under such heads as Pestilential, we have great trouble in tracing out just when this disease first appeared.

Livy frequently refers to pestilences in his works, and in 434 he gives an account of a pestilence raging intensely and fatally among cattle and man. He states that it was transferred from cattle to shepherds and laborers, and soon afterwards attacked the inhabitants of the city itself.

A more remarkable description of an epidemic in the Roman territory in the year B. C. 290, or B. C. 464, says it began among the lower animals and extended to man. During that year the Romans engaged in no war-like measure, as they were grievously affected with a pestilence, very severe, which attacked first the horses in the pasture, the cattle herds, sheep and goats, and destroyed nearly all the quadrupeds. Next it seized the shepherds and field laborers, and lastly the inhabitants of the cities.

Perhaps the earliest authentic account of any eruptive disease besides those mentioned, is that given by Thucydides in his History of the Peloponnesian War. The symptoms correspond to those of smallpox, while he omits easily observable symptoms that would have indicated bubonic plague, such as buboes, carbuncles, etc. He mentions the bad effects, and, also, that a person can have the disease more than once.

Galen also describes an eruptive disease which we might easily conceive to be smallpox, and Rhazes, who quotes him, insists that he does mean this disease.

In China its date and its origin is given as 1122 B. C., and the Chinese name, Tai-tou, means "venom of the mother's breast," and this was its supposed origin. They had a goddess in their mythology under

the especial care of which this disease is placed, whom they called Patragali, "the goddess of the spots." The Brahmins say that the Veda, which they refer to an era nearly as remote as that of Moses, mentions the forms of worship, and the female deity who presides over smallpox.

In all the cases we have accurate descriptions of eruptive diseases on man and beast, which accord with the symptoms and phenomena presented by smallpox.

The year A. D. 568 is a date when the disease is mentioned first, and it was during the siege of Mecca by the Abyssinian army under Abrahah the Viceroy, that we have the breaking out of smallpox given in history as a cause of his hasty retreat. From Arabia it soon spread all over the world.

The first recorded case of an eruptive disease to which the name variola or smallpox was applied, is said to be that of Elfrida, daughter of our English Alfred and wife of Baldwin the Bald, Earl of Flanders. This occurred in the year 907 A. D., patient recovering. The second case was that of Baldwin, grandson of Elfrida, in 961 A. D. Probably about this time the Latin families of Europe adopted the term variola, for this disease, either from varus, a pimple or spot, or varius, speckled or spotted. The Teutonic or Saxon branch chose pocca, a pock or little pouch.

Aaron of Alexandria, in the beginning of the 7th century, was the first acknowledged writer on smallpox.

Bachtreshua, physician to Caliph Almausor, the 8th century.

Isaac Judeus in the 9th century.

John of Messue, about the close of the 8th century.

Serapion, at the close of the 9th century.

All treat expressly of smallpox, yet their descriptions of the characteristics of the disease are not accurate or complete, while their theories as to the origin or cause, are absurd and ridiculous, and their mode of treatment injurious. For instance, we mention the conception as to its origin by Rhazes, who, after stating that "the blood of infants is like must, in which the coction leading to perfect ripeness has not begun; that of young men like must which has already fermented and made a hissing noise; that of old men like wine that has lost its strength and is beginning to get rapid and sour," says, "smallpox arises when the blood putrefies and ferments, so that the superfluous vapors are thrown out of it, and it is changed from the blood of infants to the blood of young men, and smallpox may be compared to the fermentation and hissing which takes place at this time."*

Rhazes mentions as a remedy in the first stage of smallpox, syrup of pearls, a secret remedy prepared by the Indians, which, when taken if none of the pustules have broken out, will prevent the appearance of the tenth.

Avicenna in the following century gave a clear and more distinct view of smallpox and measles, describing the pustular eruption more accurately, and distinguishes between the confluent and the distinct types, distinguishing, in a degree at least, between smallpox and measles, which have all along been confounded. He pronounces both contagious, and notices that people may have smallpox twice. Later we have a remarkable example in the death of Louis XV at 64 of smallpox, having had it before at 14.

Very little was added to our small knowledge of smallpox from the 12th to the 17th century.

Dr. Sydenham, at this time full of the spirit of the experimental philosophy which he had caught from Bacon, "the first of men uninspired," investigated this disease, accurately described its symptoms, and prepared and carried out such a judicious method of treatment, that little improvement was made until the introduction of inoculation, in the beginning of the 18th century.

*Read before the North Carolina Pharmaceutical Association, reprinted from the proceedings.

*Greenhill's Translation of Rhazes' Treatise on Smallpox and Measles.

So we find that its origin is not definitely settled, neither do we know where it first appeared. It was unknown to the early Greek writers of medicine, but is mentioned in the oldest books of India. The first accurate description was by an Arabian medical writer, Rhazes, of the 9th century.

It was unknown in Europe in the 6th century, and in the 16th century it was carried to America by the Spaniards.

It soon spread all over the known world. At various times it was an epidemic and of a very fatal nature. It is both contagious and infectious, and instances of unborn children having developed cases, show that it can be communicated through the blood.

The nature of smallpox contagion is unknown. No disease germ peculiar to it has been found, though diligently sought for.

For the purpose of modifying or stamping out this disease, three distinct methods at least have been adopted. 1. Inoculation. 2. Isolation and inoculation. 3. Vaccination.

Inoculation.

This practice, meaning literally ingrafting, is the transference of disease from one animal to another by the introduction of the virus of that disease into the tissues or fluids of the body. In its present restricted sense we usually mean transmitting the smallpox virus. Where or how this practice first originated is not known. It is also spoken of in the most ancient books of India, and as far as we can learn, it has been practiced from the most ancient times. It is supposed by some to have been practiced first in India. Avicenna, an Arabian, has been credited with this discovery, and it has been supposed that Chinese and Tartar traders introduced the practice into Bengal and China, and that it was carried by the Mohammedan pilgrims to Mecca. According to Woodville, however, there is no evidence that the Circassians or the inhabitants around the Caspian Sea had practiced the art of inoculation longer than the people of other nations, and the Tartars were said to have been ignorant of this treatment in 1724. In Constantinople there were equally conflicting opinions as to the origin. One said that it had been introduced from the Morea by an old woman, others that it had been introduced from Circassia.

The operation as performed in Circassia in 1711 on a girl four or five years old, is described as follows, in "Travels through Europe, Asia and into part of Africa, De la Motraye."

"The girl, after being purged with dried fruit, was carried to a boy about three years old who had caught the natural smallpox, and whose pocks were ripe. An old woman performed the operation; for women of advanced age exercised the practice of physic in Circassia."

The first publication in England giving a description of the method of ingrafting or inoculating smallpox, was written in 1715 by Kennedy, a surgeon, in an Essay on External Remedies, London, 1715. He speaks of this custom at that time as having been practiced in Peloponnesus, and state that at that time it was performed in Persia and Turkey. In Persia the pock and matter was dried and powdered and taken internally.

Dr. Emanuel Timoni, in 1714, observed that the Circassians and other Asiatics had introduced among the Turks this practice of preventing smallpox by inoculation about forty years previous to this date.

In 1716 the four sons of a Greek nobleman were inoculated by an old woman, who had long practiced the art. The matter was inserted into punctures made in the forehead, cheek, chin and wrists.

In Turkey, Dr. Russel, a physician at Aleppo, wrote in 1726 of this practice among the Arabs. His brother presented the letter to the Royal Society of England. The following is an extract:

"About nine or ten years ago, while on a visit to a Turkish harem, a lady happened to express much anxiety for an only child who had not yet had

the smallpox; the distemper at that time being frequent in the city. None of the ladies in the company had ever heard of inoculation; so that having once mentioned it, I found myself obliged to enter into a detail of the operation, and of the peculiar advantages attending it. Among the female servants in the chamber was an old Bedouin, who, having heard me with great attention, assured me that my account upon the whole was a just one, only that I did not seem so well to understand the way of performing the operation, which, she asserted, should be done not with a lancet, but with a needle; she herself had received the disease in that manner, when a child; had in her time inoculated many; adding, moreover, that the practice was well known to the Arabs, and that they termed it buying the smallpox.

"In consequence of this hint, I set about procuring more particular information from the Arabs of this place; and the result of my inquiry was that the practice of inoculation had been of long standing among them. They, indeed, did not pretend to assign any period to its origin; but those of seventy years old and upward remembered to have heard it spoken of as a common custom of their ancestors, and made little doubt of its being of as ancient a date as the disease itself. Their manner of operating is to make several punctures in some fleshy part, with a needle imbued in various matter taken from a favourable kind of pock. They use no preparation of the body; the disease communicated in this way being, as they aver, always slight, they give themselves little or no trouble about the child in the subsequent stages of the distemper.

This method of procuring the disease is termed buying the smallpox on the following account: The child to be inoculated carries a few raisins, dates, sugar plums, or such like; and showing them to the child from whom the matter is to be taken, asks how many pocks he will give in exchange. The bargain being made, they proceed to the operation. When the parties are too young to speak for themselves, the bargain is made by the mothers. The ceremony, which is still practiced, points out a reason for the name given to inoculation by the Arabs; but by what I could learn among the women, it is not regarded as indispensably necessary to the success of the operation, and is, in fact, often omitted."

This custom was found to prevail among the Eastern Arabs. At the appearance of smallpox it was announced by a crier so that all who wished might have their children inoculated.

In Armenia, the Turkoman tribes as well as the Armenian Christians have practiced inoculation since the memory of man, but the date of its introduction is not known.

At Damascus, and along the coasts of Syria and Palestine, the manner of inoculating varied only in the selection of the part of the body into which the virus was introduced, e. g. between the thumb and forefinger, on the thighs, forearm, etc."

Mr. Colden thought that inoculation originated in Africa. The negroes in Senegal, whenever the smallpox appeared, inoculated their children upon the arm, forbade the eating of animal food, and freely drank water acidulated with lime juice. In other parts of Africa similar customs prevailed. Here it was called "buying the smallpox," and the superstition was that the inoculation would be of no avail unless the person from whom the virus was taken received money or some article in exchange."

The practice of inoculation in Tripoli, Tunis and Algiers, was described in a paper by Cassem Aga, Ambassador in England, 1728.

In India, where, according to tradition, the custom is very ancient, we have this account by Holwell:

"Inoculation is performed in Hindostan by a particular tribe of Brahmans, who are delegated annually for this service from the different colleges of Bin-

*Crookshank's History of Vaccination and Smallpox, pages 8 and 9.

**Dr. Russell, quoted in Crookshank's History.

***Colden, Med. Obs. and Inq., Vol. I, page 228.

doobund, Eleabas, Banaras, etc., over all the distant provinces; dividing themselves into small parties of three or four each, they plan their traveling circuits in such wise as to arrive at the places of their respective destinations some weeks before the usual return of the disease they arrive commonly in the Bengal provinces early in February, although they some years do not begin to inoculate before March, deferring it until they consider that state of the season, and acquire information of the state of the distemper.

"The inhabitants of Bengal, knowing the usual time when the inoculating Brahmins annually return, observe strictly the regimen enjoined, whether they determine to be inoculated or not; this preparation consists only in abstaining for a month from fish, milk and ghee (a kind of butter made generally of buffalo's milk); the prohibition of fish respects only the native Portuguese and Mohamedans who abound in every province of the empire. When the Brahmins begin to inoculate, they pass from house to house and operate at the door, refusing to inoculate any who have not, on a strict scrutiny, duly observed the preparatory course enjoined them. It is no uncommon thing for them to ask the parents how many pocks they choose their children should have. Vanity, we should think, urged a question on a matter seemingly so uncertain in the issue; but true it is that they hardly ever exceed or are deficient in the number required.

"They inoculate indifferently on any part; but, if left to their choice, they prefer the outside of the arm, midway between the wrist and the elbow for males; and the same between the elbow and shoulder for the females. Previous to the operation, the operator takes a piece of cloth in his hand, which becomes his periosteum if the family is opulent, and with it gives a dry friction upon the part intended for inoculation for the space of eight or ten minutes, then with a small instrument he wounds, by many slight touches, about the compass of a silver groat, just making the smallest appearance of blood; then opening a linen double rag, which he always keeps in a cloth round his waist, he takes from thence a small pledget of cotton charged with the virulent matter, which he moistens with two or three drops of Ganges water, and applies to the wound, fixing it on with a slight bandage, and ordering it to remain on for six hours without being moved; then the bandage to be taken off, and the pledget to remain until it falls off itself.

"The cotton which he preserves in a double calico rag is saturated with matter from the inoculated pustules of the preceding year; for they never inoculate with fresh matter, nor with matter from the disease caught in the natural way, however distinct and mild the species.... Early on the morning succeeding the operation, four collans, an earthen pot containing about two gallons, of cold water are ordered to be thrown over the patient, from the head downwards, and to be repeated every morning and evening until the fever comes on, which usually is about the close of the sixth day from the inoculation, then to desist until the appearance of the eruptions, which commonly happens at the close of the third complete day from the commencement of the fever, and then to pursue the cold bathing as before through the course of the disease, and until the scabs of the pustules drop off. They are ordered to open all the pustules with a fine sharp-pointed thorn as soon as they begin to change their color, and whilst the matter continues in a fluid state. Confinement to the house is absolutely forbidden, and the inoculated are ordered to be exposed to every air that blows; and the utmost indulgence they are allowed when the fever comes on, is to be laid upon a mat at the door; but, in fact, the eruptive fever is generally so inconsiderable and trifling as to very seldom to require this indulgence. Their regimen is ordered to consist of all the refrigerating things the climate and season produce, as plantains, sugar canes, watermelons, rice, gruel made of white poppy seeds and cold water, or thin rice gruel for the ordinary drink. These instructions being given, and

injunction laid on the patients to make a thanksgiving Poojah, or offering to the goddess on their recovery, the operator takes his fee, which from the poor, is a pund of cowries, equal to about a penny sterling, and goes on to another door down one side of the street, and up on the other; and is thus employed from morning till night, inoculating some times eight or ten in a house."

In China the practice is somewhat different from that of other countries. They call it "sowing the smallpox." This method was invented in China so early as the dynasty of Song, 59 years after Christ. They took two to four dried pustules or scales, between which they placed a small portion of musk. They were kept in a jar for several years. If it was necessary to resort to fresh pustules, it was thought necessary to reduce their virulence by exposing to the steam of infusion of licorice root. Sometimes dried powdered scales made into a paste were used, the whole wrapped up in cotton and introduced into the patient's nostrils.*

In France, according to tradition, it was long practiced by the peasants. Dr. Boyer, who wrote in 1717, was the first writer who noticed inoculation.**

In Denmark a countess was inoculated in 1754, and in 1758 two inoculation houses were established by the King at Copenhagen. In 1809 the Royal Prince was inoculated with success.***

Introduced into England.—The profession in England was led to adopt inoculation for smallpox by the determined efforts of Lady Mary Wortley Montague, whose husband was ambassador to the Ottoman Court. Kennedy, who wrote of the inoculation in the East Indies, rather advised against its introduction into England, but in 1717, Lady Montague wrote to a friend concerning the practice.

She had her son inoculated by an old Greek woman, with matter selected from a suitable subject, by Doctor Maitland, surgeon to the Embassy. She afterwards had her daughter inoculated in England in 1721. The practice did not make much progress for some time, as it was regarded with fear and suspicion. One year after, the second person was inoculated, and several months after this, the third. It was looked upon with such disfavor that the next inoculated where a number of criminals in Newgate, who were offered their liberty if they would be inoculated. None of them had the disease severely. The one in which it was most severe had only sixty pustules.

Introduction Into America.

In 1721 smallpox visited this country after an absence of nineteen years. Reverend Cotton Mather copied accounts of inoculation as given by Timoni and others, and sent to the practitioners of Boston, where it was introduced. Opposition was aroused and the practice defended. The following manifesto severely checked this practice:

"At a meeting by Public Authority in the Townhouse of Boston before His Majesty's Justices of the Peace and the Select-Men; the Practitioners of Physick and surgery being called before them concerning Inoculation, agreed to the following conclusion:

"A resolve upon a debate held by the physicians of Boston, concerning inoculating the smallpox, on the 21st day of July, 1721. It appears by numerous instances, that it has proved the death of many persons soon after the operation, and brought distempers upon many others which have in the end proved fatal to them.

"That the natural tendency of infusing such malignant filth in the mass of blood, is to corrupt and putrify it, and if there be not a sufficient discharge of that malignity by the place of incision or elsewhere, it lays the foundation for many dangerous diseases.

"That the operation tends to spread and continue the infection in a place longer than it might otherwise be.

*D'Entrecolles, *Lettres Edif. et Curieuses*, page 10, 1718.

**Crookshank's History.

***Crookshank's History of Inoculation.

"That the continuing the operation among us is likely to prove of most dangerous consequence.

"The number of persons, men, women and children that have died of the smallpox at Boston from the middle of April last (being brought here then by the *Saltertuda's* fleet) to the 23d of this instant July (being the hottest and the worst season of the year to have any distemper in), are, viz., 2 men strangers, 3 men, 3 young men, 2 women, 4 children, 1 negro, man, 1 negro woman, and 1 Indian woman, 17 in all; of those that have had it, some are well recovered, and others in hopeful and fair way to recovery.*

In 1774, smallpox again visited Boston and three thousand people were successfully inoculated. In 1738 smallpox was introduced into South Carolina by a cargo of slaves from Africa. Mr. Mowbray, a surgeon, introduced inoculation. About one thousand were inoculated, with eight deaths.

Inoculation was beneficial to the individual because it modified the effects of smallpox and reduced greatly the mortality. That it spread smallpox we cannot doubt, for inoculated persons frequently introduced it into sections that had before been free from its ravages.

The second method for stamping it out was proposed by Dr. Hagarth in 1777. It was by inoculation and isolation, which would prevent its spread. He suggested almost the identical precautionary methods now in use. Dr. Dimsdale was paid \$50,000 and given in addition an annuity of \$2,500 and made a Baron of the Russian Empire for successfully inoculating the Empress of Russia in 1768. Owing to the introduction of vaccination this very process was prohibited by law, and a penalty imposed, just 68 years later.

Vaccination.

We have learned that eruptive diseases occur, attacking both man and beast. One form attacking horses, was known as horsepox, that form developing in cows, cowpox, etc. These diseases, from very ancient times, have been known and treated. Cowpox or vaccinia is described as any specific eruptive disease of the vesicular order, particularly attacking milch cows. Its normal course extends over about twenty-three days. Specifically we mean that cowpox, which, upon its introduction into the human body, either gives immunity from smallpox, or moderates its violence. Cowpox in its first stages is usually attended with so little general or local disturbance that the attention is frequently not called to those first attacked. The matter from the vesicles is very infectious, and others are frequently inoculated by the milkers unintentionally transmitting the virus.

It is noted that Jenner made the mistake of considering that cowpox originated from a disease in horses called "grease." This rather natural mistake occurred from these facts: (1) That there is a disease in horses known as grease, one that discharges a fluid from the heels. (2) That about the dairies in which cowpox existed there were horses which had grease, and the men that dressed these sores also in some cases milked the cows. Falsely he concluded that the cowpox was derived from matter from the heels of horses suffering from grease, introduced upon the teats of the cows by milking.

Along with this grease occurs horsepox, having nothing in common with it, but the fact that they both occur as discharging sores upon the heels. This total difference is observed that when this equine virus is introduced, it exhibits all the characters of, and affords all the immunity that can be secured from vaccine matter, and when introduced in the horses produces horsepox, into cows all the genuine symptoms of inoculated cowpox. From the grease we get no such results.

There was a belief among the milkmaids that those having had cowpox could not have smallpox. We can't trace definitely where or when this tradition arose, but we can readily see when inoculation was tried, and it did not take upon those who had pre-

viously had cowpox, that the tradition thus fortified should have suggested to some the method of vaccination. This was probably first performed by Ben. Jesty, 1774, who inoculated with vaccine matter, his wife and two sons. Mrs. Jesty is then the first recorded case of a person intentionally cowpoxed. Jesty made no effort to introduce the practice, and it was only after the success of the method years after that he was sought out as the first vaccinator.

To Edward Jenner (born at Berkeley in Gloucestershire, May 17, 1749), is certainly due the credit for introducing vaccination. He heard this tradition, thought it over, spoke to his friends about it and was ridiculed, in fact we learn that his paper containing some of his observations in this line, was returned by the Royal Society with no flattering comments (not to subject himself to ridicule after he had presented such a creditable paper on whether the young cuckoos push the hedge sparrows out of their nests or the mother hedge sparrow).

In 1795 he had already failed to inoculate with smallpox virus Joseph Merrit, who had the cowpox twenty-five years before.*

In 1796 he made the important experiment of taking matter from the arm of a dairy maid suffering with cowpox and introducing it into the arm of an eight-year-old boy. This inoculation of vaccine matter succeeded. He had now only to prove that this vaccination would protect the boy from smallpox. You can imagine how impatiently he waited to make the test. Six weeks after, he introduced smallpox virus and it produced no effect. This idea of vaccination was not enthusiastically received. It had a bitter fight for a time for existence. It was attacked by both the learned and the ignorant and denounced by the pulpit. Of its triumph we know. In 1802 Jenner received his financial reward by the grant of \$50,000 from the English government.

On the Objections to Vaccination.

It was asserted, and seriously too, that it caused strange and unheard of diseases—caused mental and physical degeneration—diminished men's statures, etc. But it was useless to argue against these foolish assertions. That it has led only to increase in the mortality of other diseases, that is, people saved from smallpox only to prematurely fall a prey to some other disease. That cutaneous and glandular diseases might be communicated. That syphilis and tuberculosis and other inoculable diseases might be transmitted.

Of these objections, only one can be seriously entertained, that of syphilis and tuberculosis. If syphilitic matter were introduced into a person it would produce syphilis. This carelessness or lack of precaution in vaccination is the fault of the vaccinator and not an objection to the process. Since the abandonment of the use of human virus in this country (since 1870-1880) for vaccine virus from young healthy calves, under strictly aseptic conditions, this objection has altogether been removed.

The Efficiency of Vaccination.

We have it shown with conclusive evidence, that the vast majority of mankind, by a single properly performed vaccination may be rendered for a varying time, wholly unsusceptible to any subsequent actions of smallpox virus. Without multiplying the large amount of statistics to confirm this statement, will mention only one. In the fearful smallpox epidemic that raged in Germany in 1870-71, 143,000 people died out of a total population of 50,000,000. In 1874 a law was enacted making vaccination compulsory in the first year of life, and revaccination obligatory in the tenth year. The result is that in Germany smallpox has been successfully stamped out, so that only 116 die annually from the disease.

In vaccination the vaccine vesicle is the only reliable indication that the vaccination has taken. There is no other proof for or against the vaccine. A hole

*Crookshank's History, Vol. I, page 21.

*Baron's Life of Jenner.

in the arm as large as a dollar, and the arm swollen to the size of the leg, does not mean that the person is any more protected from smallpox than one with only one or two vaccinia vesicles. These violent symptoms, local or constitutional, do point, however, to the fact that infection has occurred from (1) germs in the vaccine, or (2) by the use of unclean, non-aseptic instruments, or (3) not properly cleansing the part with soap and alcohol before vaccination, or (4) through careless exposure of the arm after vaccination.

It is said that a single vesicle produces immunity. These vary in size, but are unusually depressed in the center, at one stage filled with pearly gray matter.

Not only do we owe to the introduction of vaccination immunity from smallpox, but the stimulus to search for similar treatments has resulted in the discovery of various antitoxins for the treatment of other diseases; we might mention those of diphtheria, tetanus, tuberculosis, and many used in veterinary practice.

QUESTION BOX.

The object of this department is to furnish our subscribers and their clerks with reliable and tried formulas and to discuss questions relating to practical pharmacy, prescription work, dispensing difficulties, etc.

Requests for information are not acknowledged by mail, and ANONYMOUS COMMUNICATIONS RECEIVE NO ATTENTION; neither do we answer queries in this department from non-subscribers. In this department frequent reference is necessarily made to information published in previous issues of the Era. Copies of these may be obtained at ten cents each.

Alkaloids of Jaborandi.

(X. Y. Z.) The leaves of the several species of pilocarpus contain variable amounts of pilocarpine and an accompanying alkaloid called pilocarpidine. The former is generally considered to be the active principle of the drug, but the latter according to Dr. Lyons is believed to have similar medicinal properties. Both alkaloids are said to be present in the commercial salts of pilocarpine. Dr. Lyons states ("Assay of Drugs") that leaves formerly imported contained nearly two per cent. of alkaloid, though those now in the market yield hardly 0.2 per cent. In a communication from the laboratory of Gilpin, Langdon & Co., of Baltimore, published in this journal June 6, 1901 (page 611), the average yield of pilocarpine in the assay of six samples of leaves is reported as 0.387 per cent.

The alkaloid may be extracted from the leaves by infusion with water acidulated with one per cent. of hydrochloric acid, though the following process for the preparation of pilocarpine is given in the last edition of the United States Dispensatory:

The leaves are exhausted with 80 per cent. alcohol containing 8 grammes of hydrochloric acid in a liter, the tincture is distilled and evaporated to the consistency of a liquid extract, and this is mixed with a small quantity of water, and filtered. The filtrate is treated with a slight excess of ammonia, and then with a large quantity of chloroform. The chloroform solution is agitated with water, to which hydrochloric acid is added, drop by drop, in sufficient quantity to neutralize the alkaloid, the hydrochlorate of which is obtained in long needles on evaporating the aqueous solution, while foreign principles remain dissolved in the chloroform. By dissolving the crystals in water, treating the solution with ammonia and chloroform, and evaporating the latter solution, pilocarpine is obtained as a soft viscous mass, which is only slightly soluble in water, but is freely soluble in alcohol, ether and chloroform.

The present market price of pilocarpine compared with that of jaborandi leaves is not excessive when

the small yield of alkaloid and its cost of manufacture is taken into consideration. There is only a limited demand for the alkaloid or any of its salts.

Heroin.

(J. G. J.) Diacetyl morphine (heroin), according to Manges (N. Y. Med. Jour.), was discovered and studied by Wright in 1874, and by Hesse in 1884. We cannot give here an outline of the process of manufacture. Heroin is described as a white crystalline and odorless powder, slightly bitter in taste and alkaline in reaction. Its melting point is 173° C., and although it is practically insoluble in water, yet solutions may be readily obtained on the addition of a few drops of acid. Chemically, it is the diacetic-acid ester of morphine, or morphine in which both hydrogen-hydroxyl atoms have been replaced by the acetyl radical OC. CH₃. Heroin hydrochloride is a neutral salt which is very soluble in water (1 to 2); it is also a white, crystalline, odorless powder, like heroin, but its melting point is much higher (230° C.). The reaction of heroin is very similar to those of morphine and codeine, yet it differs from morphine, since the characteristic blue color which appears on the addition of ferric chloride to neutral solutions does not follow at once, but takes some time for its appearance; the same is true of the addition of dilute solution of ferric chloride and potassium ferrocyanide. No iodine is separated in an iodic-acid solution. Codeine and heroin may be distinguished by the color reaction with chloral hydrate and sulphuric acid at a high temperature; codeine giving a green color to the solution, heroin, yellow. It is said that both heroin and heroin hydrochloride may be prescribed in combination with other drugs; the only incompatibility reported thus far has been the combination with apomorphine, and it is also to be noted that alkalis are not to be employed in solution of the hydrochloride. Various paragraphs concerning the therapeutic uses of heroin have been published in previous issues of this journal.

Sewing Machine Oil.

(T. M.) wants an oil for use on sewing machines which will not "gum." There are all kinds of mixtures of oils which are recommended for this service. We quote a number of formulas, the first two of which are probably too expensive and perhaps not heavy enough for sewing machines, as they are intended for very light mechanisms.

1. Put 12 parts pure olive oil in a large bottle, add 2 parts 96 per cent. alcohol, stir well and set aside for 24 hours or more in a dark place, well covered. Then pour into another bottle containing 10 parts distilled water, shake violently for five minutes, allow to stand an hour, and freeze with salt and ice. The thin, limpid oil at the top may then be drawn off and used.

2. In a white bottle filled with pure almond or olive oil, place a clean strip or coil of lead and expose to the sun for some time, until a curdy matter ceases to be deposited and the oil has become quite limpid and colorless.

3. A satisfactory article is said to be produced by mixing paraffine oil and sperm oil.

1. Pure lard oil	1 part.
Sperm oil	1 part.
Kerosene oil	3 parts.

Carbolic Salve.

(W. D.)	
1) Petrolatum	16 ounces.
Yellow wax	1½ ounces.
Camphor	1 ounce.
Carbolic acid	2-3 ounces.
Oil of sassafras	30 minims.

Melt the carbolic acid and white wax add the camphor and oil of sassafras. Melt the wax and add to it the petrolatum, melting them together; while cooling, but still liquid, add the solution of camphor in carbolic acid, etc., and stir occasionally while cool-

ing. This is an excellent carbohc ointment, the caustic properties of the carbohc acid being neutralized by the camphor.

(2) Lard	12	pounds.
Beef suet	12	pounds.
White wax	2	pounds.
Gum camphor	2	ounces.
Carbohc acid crystals	$\frac{1}{2}$	pounds.
Calomel	$\frac{1}{2}$	pounds.

Melt the lard, suet, wax, an camphor together.
Melt the carbohc acid crystals and add; strain and stir well; when nearly cold add the calomel and mix thoroughly; when cold fill into containers.

Wine of Muira-puama.

(S. O. G.) The following formula, suggested by Caesar and Loretz, was published in the Pharm. Ztg., in 1899, and it is probably the one to which you refer: 100 parts of the coarsely powdered drug are macerated in a mixture of 25 parts of alcohol (90 per cent.), 25 parts distilled water, and 950 parts of sherry wine, for ten days, strained, expressed and filtered. The dose is said to be 20 to 30 grams two or three times a day.

The same authors give the following formula for a fluid extract: 100 parts muira-puama in coarse powder 20 parts 90 per cent. alcohol, and 10 parts of glycerin are mixed together, allowed to stand two hours, packed in a percolator, and percolated with diluted alcohol, the product being finished according to the general directions of the German Pharmacopoeia for fluid extracts, and requiring from 400 to 500 p. of the diluted alcohol of that Pharmacopoeia. The dose is 2 to 3 grams daily.

Cleansing Nickel Plate.

(J. E. B.) (1) A solution for removing spots from and brightening nickel plated ware is made by mixing 1 part of sulphuric acid with 50 parts of alcohol.

(2) Take equal parts of precipitated iron carbonate and prepared chalk, or take mercury with chalk $\frac{1}{2}$ ounce and prepared chalk 2 ounces; mix them. When used add a small quantity of alcohol, and rub with chamois leather.

(3) To remove rust from nickel plated articles: Cover the stains with oil or grease for a few days and then remove the rust by rubbing with a little ammonia. If this treatment does not remove the rust, try very dilute hydrochloric acid. When dry polish with tripoli or whiting.

Red and Brown Coloring Agents.

(F. K.) Your query is very indefinite and we cannot state what coloring agent will be best adapted for a mixture containing wood alcohol, ammonia, oils, etc. The usual agents for coloring mixtures red (especially those of an ammoniacal character) are carmine solution, tincture of alkanet, and the aniline dyes, fuchsin, acid fuchsin, roccellin, Bordeaux red, ponceau, eosin, erythrosin, etc.; of course, it is necessary that you do a little experimenting to determine which one will best answer your purpose. Solutions of caramel are usually employed for producing a brown color.

Mercuric Chloride and Strychnine.

(H. G. M.) Asks if the following prescription should be dispensed:

Mercuric chloride	$\frac{1}{2}$ grain.
Strychnine sulphate	1 grain.
Muriatic acid	2 drams.
Elixir of orange, enough to make....	6 ounces.

Mix. Dessertspoonful after meals in water. This prescription as written should not be dispensed. On bringing the corrosive sublimate and strychnine sulphate together in the mixture the latter is precipitated as a double compound of mercury and strychnine.

Sodium Cacodylate.

(J. G. J.) See Era of Jan. 10 of the present year, page 40.

EFFECTS OF RADIUM RAYS.—Some effects of the rays emitted by active radium which have not been previously noted, are described by H. Becquerel (Comptes rend) These rays have, among others, the power of converting ordinary phosphorus into red amorphous phosphorus. The action upon phosphorus is obtained even when the radiant matter is surrounded by a metallic screen of aluminum so as to cut off all the light emitted by the phosphorescence. The rays also reduce $11g\ Cl_2$ to $Hg\ Cl$ in the presence of oxalic acid, and are found to destroy the vitality of seeds. Mustard and cress seeds failed to germinate after having been exposed to the rays for a week or more, but were not sensibly affected by an exposure of twenty-four hours. Exposure to radium rays has been found by M. and Mme. Curie to color glass violet or sometimes brown. Glass colored in this way becomes phosphorescent when heated, and when subjected to this treatment it loses its color.

DISINFECTANT FOR SURGICAL INSTRUMENTS.—G. Meillere (Journ. Pharm. et Chim.) recommends a solution of mercuric cyanide and borax for disinfecting surgeon's instruments. Steel is not attacked by a solution of this kind, steel needles suffering no change whatever after remaining in the liquid for months. The solution is prepared according to the following formula:

Mercuric cyanide	500 parts.
Borax	100 parts.
Orange Poirrier	1 part.
Distilled water	6000 parts.

In preparing a solution for use 24 Cc. of this liquid are mixed with 1,000 Cc. water, forming a mixture containing about 2 per cent. mercuric cyanide.

XYLOPIA ETHIOPICA, also called Ethiopian pepper, has been found, by De Rochebrun (Pharm. Zeit.), to contain a new alkaloid which has been called Anonacine. The natives of West Africa employ this plant, either alone or mixed with Capsicum frutescens, as a condiment and use a decoction of the fruits as an external application for muscular pains, and internally as a remedy for colic and abdominal disorders. It is also said to possess anthelmintic and aphrodisiac properties. Besides the alkaloid he found a volatile oil and a resin in this plant. The volatile oil occurs in all parts of the plant, and is described as possessing an agreeable aromatic odor and taste resembling that of cinnamon. Anonacine crystallizes in well-formed prisms.

NEW ALDEHYDE IN EUCALYPTUS OIL.—H. G. Smith (Schimmel's Report) finds that the aldehyde which imparts the cuminal-like odor to certain eucalyptus oils is not cuminaldehyde, but a new body which he has named aromandendral. The formula of this substance is $C_{10}H_{16}O$. It was obtained from the oil of Eucalyptus hemiphora, as the bisulphite compound, the proportion present being about 3.3 per cent. It is described as a faintly yellow, mobile liquid, having a peculiar not unpleasant odor, which is more aromatic than that of cuminaldehyde.

ANALYSIS OF SCAMMONY.—The following method for the examination of scammony is proposed by Gignes (Bull. Science Pharmacol.): A weighed quantity is warmed with a little water, and the emulsion thus formed treated with hot 95 per cent. alcohol, which dissolves the resin. The extraction is repeated two or three times, and the solutions evaporated to dryness. The resin thus obtained is soluble in boiling solutions of caustic alkalis, but is not reprecipitated upon acidulation. In this way, the presence of any of a number of resins may be detected.

ERYTHROL TETRANITRITE has been employed with good results in the treatment of lead colic by Mattirollo. The remedy was administered in the form of tablets each containing .03 gram of the material.

NEWS DEPARTMENT.

NEW YORK AND VICINITY.

DRUGGIST WINS SUIT.

Actress Whose Hair Was Turned Green Sued Druggist for Damages.

John Kiehl, a druggist at the corner of Thirteenth street and Third avenue, this city, was the defendant in a sensational suit instituted against him by one Lilian Verona, an actress, and which was tried in the City Court one day last week. The complainant wanted \$2,000 damages, but the jury handed in a sealed verdict in favor of the defendant.

The actress claimed that on December 15, 1900, she went to the store of Mr. Kiehl and asked for ten cents' worth of henna leaves with which she wished to color her hair red. A package was given to her, the contents of which she used, but instead of the beautiful red so much desired by Oriental females, her hair became green and in consequence she "suffered a great nervous shock." In other words she alleged the druggist did not give her what she ordered and she should have redress. In court she testified that after applying the dye her hair had turned from a yellow to a green instead of to a red, which caused her to lose a position at a salary of \$30 per week as leading lady in a burlesque company of Detroit. By selling her something not henna leaves the druggist had caused her not only great financial loss, but also had "caused her to suffer much agony of mind."

Mr. Kiehl denied the charges and stated he was sure no mistake had been made. He told how he had been approached by the complainant's counsel with a proposition to settle, but he refused to consider it. He explained that he had sold genuine henna leaves and stated that if the actress had known how to use them her hair would not have turned green. Expert witnesses supported this contention, a professional woman hairdresser stating that if the henna leaves were used on clean hair and scalp the result would be hair of an auburn hue, but if the hair and scalp were not thoroughly cleansed at least ten hours before the application of the leaves the hair would become green. The actress was very indignant when the experts insinuated that her hair was not clean when she applied the dye, and she informed the judge she washed her hair "regular every Sunday." The jury thought differently, however, and returned a verdict in favor of the druggist.

Mr. Kiehl is a member of the German Apothecaries' Society of the city and was represented at the trial of the case by the counsel of the Fidelity Casualty Company, which is retained by the society to defend its members against prosecutions, etc.

FLAMES CONSUME RICKSECKER'S PLANT.

Stock and Machinery Destroyed.

The entire stock of the Theodore Ricksecker Company, at Nos. 22, 24 and 26 Reade street, was destroyed by fire on Sunday December 22. Nothing but debris was left in in company's laboratory, which was on the fourth floor of the building, and of the thousands of dollars' worth of goods kept in stock nothing was saved. The machinery was also destroyed, although possibly some of it may be repaired.

The fire is supposed to have started in the sub-cellar of the building and it soon worked its way up to the Ricksecker establishment, some celluloid goods on the second floor proving good food for the flames and causing the fire to spread very rapidly. When the fire reached the fourth floor, occupied by the Ricksecker Company the odor of perfume could be discerned for several blocks and the firemen had great difficulty fighting the flames

on account of the perfume-laden smoke which they said was far worse than ordinary smoke.

When seen by the Era representative Monday morning, one of the officials of the company said that their whole stock, office fixtures and everything in the building had been destroyed, but that it was not as bad as it would have been a month earlier, when their stock for the holiday trade was much larger. He said the principal loss would be from the incoming business, as they would not be prepared for it. Their stock was insured, but some trouble was anticipated in getting suitable quarters to locate in while the building was being repaired. The company employed about thirty hands, and all the laboratory work in connection with their perfumes and toilet preparations was done in the building. The same building was partially destroyed by fire about two years ago and Ricksecker & Company suffered considerable loss at that time.

EXPLOSION IN DRUG STORE.

Clerk Severely Burned and Store Partly Wrecked.

Lorenz B. Herman's drug store, at No. 200½ West Thirty-fourth street, was damaged by an explosion of gas, Sunday morning December 22, to the extent of about \$600, and the clerk, Herman Westall, of No. 170 West Thirty-fourth street was so severely burned about the head, face and hands that it was necessary to remove him to the hospital.

Plumbers had been at work on Saturday connecting gas pipes in a closet in the rear of the store, but had left the work unfinished. Westfall opened the store about 7:30 A. M. Sunday and found it filled with gas. He lit the fire and then proceeded to investigate the cause of the strange odor of gas. When he opened the closet door where the plumbers had been working there was an explosion. He was thrown several feet and the top of the closet was blown off. A cigar case was hurled through the plate glass front and a large portion of the front of the store was torn out. Westall was taken to Roosevelt Hospital and later transferred to Bellevue Hospital.

LOVING CUP FOR S. H. CARRAGAN.

Sidney H. Carragan, manager of the New York department of traveling service of Parke, Davis & Co., was the recipient of a very handsome and valuable present from the members of his department, on Tuesday, December 24. The present was a solid silver loving cup, lined with gold, and was presented at the Drug Club after a luncheon had been served. Frank Cuddy acted as toastmaster and made the presentation.

Mr. Carragan responded in a suitable manner, and showed clearly his appreciation of the action of the "boys." Each member of the staff present made a few remarks and it was very evident that the best wishes of each one went with the cup. Harry Thornton recited a poem (original, with apologies to Ella Wheeler Wilcox) on "the traveling man," that did much to make the affair more enjoyable. In addition to those referred to the following members of the New York department of traveling service were present: Charles E. Smith, M. O. Martin, E. Plummer, F. F. Tuthill and W. A. Dixon.

This is the fourth time the members have shown in a similar manner the esteem in which the head of the traveling service department is held. Last year Mr. Carragan was presented with a handsome pair of cuff links. In 1899 he was given a chain and in 1898 a pin.

THE MANUFACTURE OF SODA WATER WITH COMPRESSED GAS.

The Manhattan Pharmaceutical Association through its secretary, S. V. B. Sw n, has sent out postal card notices to its members, calling attention to a recent decision of the Supreme Court of this State in the case of Max Lichtman, a druggist of this city, who was convicted and fined \$25.00 for manufacturing soda with compressed gas, in a building occupied for living purposes.

The section of the Penal Code as amended by the act of 1900, provides among other things, that a person who manufactures gun powder, dynamite, nitro-glycerine, liquid or compressed gas, rapphtha, benzine, gasoline or any other explosive compounds or manufactures ammunition, fireworks or other articles of which such substances are component parts in a cellar, room or apartment of a tenement or dwelling house or any building occupied in whole or in part for living purposes, is guilty of a misdemeanor.

N. Y. C. P. ALUMNI BALL.

The annual ball of the Alumni Association of the New York College of Pharmacy will be held at the Lenox Lyceum on Thursday evening, February 6, 1902. The committee, of which Fred Borggreve is chairman, predicts an enjoyable time and states that this season's ball will eclipse any yet given by the Association.

There will be plenty of amusements for the guests, and a concert in which some of the best professional talent procurable will take part. The Eighth Regiment Band and Crowley's orchestra will furnish the music. Meals will be served, "a la carte" from 10 o'clock until 3 o'clock A. M.

PRESENTATION TO THOMAS STODDART.

Thomas Stoddart, of Buffalo, well known to druggists of the State as president of the New York State Pharmaceutical Association, was well remembered by the members of the St. Andrew's Scottish Society on Monday evening, December 16, when he received from them a handsome Gebbie edition of the works of Robert Burns in six volumes. The presentation was accompanied by speeches by various members. A brief speech thanking the donors was made by Mr. Stoddart, who has served five terms as president of the Scottish Society.

NOTES.

—A. M. Boney, president of the Knickerbocker Drug Co., Nos. 37 and 39 Murray street, has recently opened a retail drug store on the northeast corner of West Broadway and Spring street. Mr. Boney is a well known and capable buyer and has been connected with the drug business in this city for many years. The fixtures in the new store are modern and give visitors a good impression. Five large show windows will be used for displaying the preparations and goods sold in the pharmacy. Mr. Boney has paid particular attention to the prescription department and anticipates success in his new venture.

—Mrs Katherine Cummings has opened a new drug store at 304 Albany avenue, Hartford, Conn., a few doors from her former place of business on the same street. The room afforded by the new store is much greater than that in the former one and better facilities are provided for increasing business. Mrs. Cummings has a very pleasant private office in the rear of the store where are also located the prescription and manufacturing departments. The latter part of the business is in charge of M. J. Basney, a licensed pharmacist of much experience.

—The Retail Druggists' Bowling Association did not have the usual meeting last Tuesday evening, but the annual "celebration" and Christmas tree will be features of the next evening's bowling, on New Year's eve. Each member takes a present and hangs it on the tree provided for the occasion and the one bowling the highest score on that evening will have the choice of the lot. Last New Year's eve the druggists "bowled the old century out and the new one in."

—Henry Thornton, one of Parke, Davis & Co., representatives, is in the city for the holidays. Mr. Thornton has recently moved from the Marlborough Hotel, where he has lived over six years, to an apartment at No. 19 East 26th street. Charles Smith, another of the firm's representatives, has been one of the jury on the Glennon case and his friends say he has not been enjoying the holiday season, as he was locked up two days last week during the trial.

—A. F. Underwood is in charge of the business of the Pharmacists' Manufacturing Co., at No. 53 Warren street. Mr. Underwood at one time conducted a drug store at Bath Beach, L. I., and has been prescription clerk with Richard Hudnut and Hazard, Hazard & Co. He reports good progress with the company's business and expects to have a large stock ready for members by January 1.

—M. J. Osborne, representative of Parke, Davis & Co. in Northern Indiana, is in the city accompanied by his bride. Mr. Osborne was married in Elkhart, Ind., Dec. 17, and before returning there the couple will visit Washington, Philadelphia, Old Point Comfort and other points along the line.

—Max Kahn, president of the Drug Clerks' Circle, has purchased the store of Alexander Wolff at 103d street and Lexington avenue. Since Mr. Kahn has become a proprietor it is probable an election for a new president will be ordered, as proprietors are not eligible for official positions.

—Otto Apeley, for a long time in the retail drug business at Cohocton, N. Y., was in the city last week and accompanied by Mrs. Apeley has gone to New Orleans to spend the winter. While in New York Mr. Apeley called on some of his old friends in the trade.

—Charles M. DuGay, the well known druggist at Thirty-fourth street and Third avenue, left last week to spend the holidays in Canada, expecting to be at his former home, Three Rivers, Quebec, on Christmas day. J. M. Tobin is in charge of Mr. DuGay's store.

—E. E. Fisher, a druggist of Bridgeport, Conn., was in New York last week. Mr. Fisher goes to Buffalo to start a wholesale crockery and glassware business the first of the year. He has sold his drug store to J. A. Levery, who already owns a store in Bridgeport.

—James B. Gowan, at one time in the cashier's department at Parke, Davis & Co.'s, has recently been appointed Governor of one of the provinces in the Philippines now under military law. Mr. Gowan is a first-lieutenant in the Sixteenth Infantry.

—Dr. B. T. Whitmore, of Parke, Davis & Co.'s New York branch, left on Saturday for St. Louis. He was accompanied by Mrs. Whitmore and will spend the holidays with his daughter, who was recently married to David Randolph Calhoun, a prominent St. Louis man.

—Walter A. Tichenor, for twelve years with druggist T. D. McElhenie, at the corner of DeKalb avenue and Ryerson street, Brooklyn, has accepted a position with Eli Lilly & Co., and will represent them in Brooklyn.

—H. N. Manning, for some time with Barnes Bros., the Poughkeepsie, N. Y., pharmacists, has taken a position with Reid, Yeomans & Cubit, 140 Nassau street. Mr. Manning will be in the prescription department.

—I. Wilson, for some time head clerk with Alexander Wolff at 163d street and Lexington avenue, has opened drug store of his own at 117th street and Lexington avenue.

—Guy Osborne of the Osborne, Colwell Co., New York, left on Monday, December 23, to spend the holidays in Chicago and other Western points.

—Mrs. George E. Schweinfurth, whose illness was noted in last week's issue of the Era, is now convalescing.

—Harry E. Alvord, the druggist at Third avenue and Third street, has opened a branch store at No. 163 Third street.

—J. Arss has reopened the drug store at No. 274 Henry street, which was formerly known as the Morrison Pharmacy.

—Charles F. Scott, Pacific Coast representative for McKesson & Robbins, is in the city for the holidays.

—C. E. Taber, druggist at Long Branch City has sold his store to W. A. Burrows.

IN AND ABOUT BOSTON.

LIGHT NEEDED ON DRUGGISTS' AND PHYSICIANS' CHARGES.

Boston, Dec. 21.—As the result of the muddle in which some of the druggists and some physicians of Lawrence have become involved, because of gross overcharges for medicines and medical attendance, for which the State was expected to pay, some one will have to do a little explaining. It concerns the discrepancies in the accounts of the departments, which caused the State Board of Charity to refuse to pay more than \$889 of a bill amounting to \$1759. This bill was presented by the City of Lawrence to the State in accordance with the law which allows the city to recover from the State money paid out for medical attendance and medicine furnished State patients. Dr. Lewis of the State Board demanded an itemized bill in place of a general one first submitted to him for approval. He discovered irregularities in the original bill, as compared with the itemized one, and also discrepancies between the itemized bill and records in his possession. He then secured evidence which led him to believe that many of the charges were improper. Affidavits and other evidence were secured and shown to Mayor Leonard of Lawrence, who accepted Dr. Lewis' offer of \$889, which he deemed to be a just reimbursement. Mayor Leonard submitted this report to the overseers of the poor in his city and said: "I think this board and the city have been humiliated, and I hope the board will take steps to find out who is to blame."

TRADE IN ALL LINES BRISK.

Boston, Dec. 21.—Fairly good weather conditions have kept trade up briskly, and the demand for many things holds well. Wholesale houses say they have hard work to supply retailers with all the various things which the recent vaccination craze has made necessary, and while the general fear of a fortnight and more ago has lessened somewhat, there still is a great demand for many things from people who have been vaccinated. It has been really a great harvest time for the druggists. In other lines trade also keeps up well, and just now druggists are putting forth their efforts to catch Christmas trade. Many fancy goods and toilet articles, perfumes, colognes attractively bottled, and fancy boxes of soaps, brushes and like goods are so well recognized as useful gifts that the drug stores now carry these things in larger quantities and greater variety than formerly. In the general market there is reported a pretty steady trade, with no special impetus to any one line. Chemicals and drugs are in fairly good demand, as are dyestuffs on moderate orders. Alcohol and cologne spirits are a bit more active, in comparison, and waxes are a little dull. As the year nears its close there is a disposition to buy only what is actually needed.

FREE VACCINATION STATION CLOSED.

Boston, Dec. 21.—With the present excitement in Boston over smallpox and its entailed vaccination, with thousands upon thousands baring their arms, with also no small number of legs (termed here the "New York style" of vaccination) offered for operation, one of the daily papers opened a free office in the Hotel Pelham building, corner of Tremont street and Boylston, and so great were the crowds of applicants to be vaccinated that the tenants of the building claimed that they were unable to transact their business and protested to the management of the building, threatening to vacate unless the free vaccination station was at once discontinued. Therefore, it had to be given up. Three thousand persons were vaccinated there during the three days that the station was open. The project had the hearty approval of the Board of Health, but it was altogether too much of a success for the other tenants. The physician in charge and his assistants offered to give all necessary medical care without charge to all that have been treated at the station, but under the circumstances no more vaccinating can be done.

NOTES.

—In the district court at South Framingham, this week, the cases of Clarence F. Thayer, Fred C. Bean and Edward A. Atwood, Wayland druggists, charged with selling liquor illegally, came up on continuance and a fine of \$50 each was imposed. Appeal was entered by each and surety furnished for appearance before the Superior Court at its next term. Still another case was that against Judson A. Wicker, found guilty, and whose case was continued for two weeks when a fine of \$50 will be imposed. The defendant will appeal and on this continuance will have opportunity to secure surety. Mr. Wicker is head clerk at the Waverly pharmacy.

—Half a century ago, when Davies Dodge was the only pharmacist in the town of Arlington, his drug store was situated in the old Dodge building on Massachusetts avenue, the same highway over which General George Washington with his troops once passed during the early scenes of the American Revolution. The contents of the drug store, which until recently was known as A. A. Tilden's have now been removed and the place has been dismantled of its fixtures and passes into history as a thing of the past.

—Three men have died and others have been very ill at Beverly, as a result of drinking a mixture known as "splits," made by mixing equal parts of wood alcohol and water. According to the statement of one of the men who imbibed, six pints of fluid were consumed. The men bought the stuff in a drug store in Beverly and claim that the article is for sale in drug stores and groceries throughout the country. Inquiry in Boston does not bring to light any knowledge of it here, although it was stated that of course any one can easily mix alcohol with water.

—Final disposition of the case of Howard L. Horton, manager of the Carter Drug Company's store in Peabody, has been made by the court at Salem. Mr. Horton, who previously had pleaded nolo contendere to the charge of violating the liquor law, was sentenced to pay a fine of \$75, which he did. He has resigned his position at the pharmacy and has left Peabody as the outcome of the affair.

—A small, insignificant fire this week at the drug store of Huntley & Company, Main and Walnut streets, Woburn, caused quite a crowd to gather at that place, with some excitement. There were some who could well recall the winter of 1873 when the entire block in which the Huntley store is located was swept out of existence by the most extensive and disastrous fire Woburn ever had.

—A new incorporation is the Romor Remedy Company, of which H. Stanley Gurney of Providence, R. I., is president, and Samuel J. Fleming of Boston the treasurer. With a capital stock of \$1,000,000, of which \$25 was paid in at the time of incorporation (in Augusta, Me.), it is planned to prepare and sell mineral waters, chemicals and drugs.

—A second continuance has been granted in the case against Wilfred Mathieu, drug clerk for Charles L. Curtis, who is charged in the South Framingham Court with selling liquor illegally by not requiring customers to register in a form of certificate as required by law. The defendant was not ready for a hearing when the case was called.

—S. E. Ryder, prominent as a druggist in Wakefield, has bought of Charles S. Hanks a handsome corner estate situated on Morrison road and Park avenue in that town. The property consists of a ten-room residence and more than 11,000 square feet of land, assessed for \$4,500. Mr. Ryder buys to make his home there.

—Many changes for the better have been made in the drug store of W. H. Wood, at South Hadley Falls, and considerable additional space will be gained by the new improvements, among which is the building of new fixtures. Large plate glass windows add to the light of the interior and to the prosperous look of the place as viewed from the outside.

—From some unknown cause, a fire broke out in the drug store of Willis H. Standard at West 7th and E streets, South Boston, shortly after midnight on December 17. The store was pretty well gutted, and general debris followed. The damage is estimated at \$1,000. The building is a three story wooden one.

—The drug store of George L. Pierce & Co., corner of Lamarine and Paul Gore streets, in Jamaica Plain district, is a very busy place on some days just at this season, from the fact that Delivery Station T of the Boston Public Library occupies a portion of the store. On an average fully three hundred books are taken out daily.

—In a new business block to be erected at the corner of Brighton avenue and Linden street, in the Brighton district of this city, provision is to be made for a pharmacy, one of the stores to be fitted up with that purpose in view.

—A new drug store in East Weymouth is that of W. B. Butler, opened in Hunt's Block in that town.

PHILADELPHIA.

COLLEGE PHARMACEUTICAL MEETING.

Philadelphia, Dec. 21.—The third of the series of "Pharmaceutical Meetings" for 1901-1902 was held at the Philadelphia College of Pharmacy on Tuesday last, Dr. R. V. Mattison presiding, and Prof. H. Kraemer acting as secretary. The first paper read was by Joseph L. Lemberger, Ph. M., on the "Origin, History and Influence of State Pharmaceutical Associations." Few better authorities than Dr. Lemberger could be named, he having served as treasurer of the Pennsylvania Pharmaceutical Association from its organization up to the present day, and therefore his paper was an able presentation of the good work done by State pharmaceutical associations. Fitting tribute was paid to those enthusiasts in various States who blazed the way now so successfully followed in almost every State in the Union.

A paper on the "Pharmacological Assay of Drugs" was read in abstract by Prof. Kraemer in the absence of its author, Prof. Arthur R. Cushny of the University of Michigan. Prof. Cushny, an ardent disciple and pupil of Schmiedberg, takes the stand that a pharmacological assay is the only one we have for certain drugs, and while it may, perhaps, not be possible to determine the strength of a given drug in absolute units it is possible to say one sample is good and another inert. Ergot, digitalis and cannabis indica were given as examples of drugs for which pharmacological assay was alone of value, and the necessity of such an assay was self-demonstrated by a consideration of the relative safety of testing their activity on animals and human patients. A few brief notes were made on certain points of importance in the selection of animals for the assays and the value of certain species, with reference to the need of care in avoiding disturbing influences, such as spawning, ovulation, etc. A strong argument in favor of pharmaceutical assay was made from the present method of standardizing antitoxins, such being an exact application of the principles of pharmacological testing. If tests for antitoxins are recognized as being necessary why not also recognize the same methods for drugs, was asked. Dr. Cushny strongly condemned the ultra-conservatism that would bar out of the Pharmacopoeia antitoxins and standardized drugs by pharmacological assay, claiming that one of the main reasons why physicians used the U. S. P. so little was that it was loaded down with obsolete drugs and did not recognize the products of modern science. Quite a discussion followed this paper. Mr. Wilbert criticized the American methods of the manufacture of antitoxins by private enterprise in favor of the German plan, by the Government, to which Mr. England replied that recent happenings in St. Louis spoke very strongly in favor of private against municipal manufacturing.

W. G. Topsis then presented a method of filling capsules with essential oils of much interest to druggists. His method is as follows: Mix the oil intimately with powdered starch in the proportion of one minim of oil to one grain of starch, then add water, 20 per cent. of the amount or oil taken, work up with a spatula into a mass, cut and roll out as with pills and insert the cylinders formed into the capsules. The principle of this method lies in the absorption of water by the starch and its swelling in bulk, forming a pillular mass that completely absorbs the oil. The suggestion was made that perhaps powdered tragacanth would also answer.

A handsome exhibit of sugar-coated pills was shown by Wm. Warner, Jr., the methods of preparation being described. To the late William Warner belongs the credit for first manufacturing sugar-coated pills in the United States, these being made by him for the firm of Bullock & Crenshaw. Later, he engaged in business for himself and was a pioneer in this line. An unusually fine exhibit of soft gelatine capsules was made by Hance Brothers & White. Gilpin, Langdon & Co., of Baltimore, exhibited a full line of assayed powdered drugs, distributing samples of these to those present. Commenting on assayed drugs, Mr. Cliffe stated that he had recently run across cinchona bark that yielded 16 per cent. of total alkaloids, 10 per cent. of which was quinine. Other rich barks, Ledgeriana, were mentioned.

At the meeting held last Tuesday, Lyman F. Kebler, chemist for Smith, Kline & French Co., called attention to a dangerous adulteration of flaxseed meal. A sample recently submitted to him was found to contain a large amount of mineral oil, the linseed oil having been removed previously, for a double profit. Such a flaxseed meal appears on casual inspection to be a good, rich sample, and would deceive most retailers, but on closer inspection a marked odor of mineral oil can be detected, and an ethereal extract has a strong bluish fluorescence. Several car-loads are said to be now on the market.

BUSINESS FAIRLY GOOD.

Philadelphia, Dec. 21.—Business is somewhat better than last week the holiday trade being partly responsible for the increase. Prescriptions have been coming in quite briskly, better than for some time, while "hot soda" has been a "winner" all along the line. This year's "holiday trade" is reported as being a decided improvement on last year's, both in volume and in the better class of goods demanded, and many of the larger stores had to get extra clerks. Smallpox still continues to be epidemic, and there is a good sale for vaccine yet, many people who had neglected to take this precaution now rushing to be vaccinated as the "scare" spreads. Many druggists are reaping a harvest putting up a prescription recommended by the "Sisters of Mercy" as being a specific against smallpox. As this calls for but one grain of sulphate of zinc and two grains of digitalis to six ounces of water the profit is very nice, and one druggist downtown has put up several dollars' worth of it for his neighbors.

The jobbers are all busy and say they are having a remarkably good holiday trade. Most of the manufacturers are rushing on orders so as to be able to shut down for stocktaking on the first of the year. The market has been steady and strong, all lines being in good demand.

DRUG BOWLING LEAGUE SCORES.

Philadelphia, Dec. 21.—Two contests were rolled off in the Drug Bowling League contest last Tuesday night, in which Aschenbach & Miller won three straight games from R. Shoemaker & Company, and Smith, Kline, & French Company took three straights also from the "Wanderers." Some of the bowlers were in splendid form, especially A. C. Smith, who made the highest single and the best average yet rolled in this tourney. C. W. Lloyd, R. G. Smith, Silvey, Nixon, Buchanan and Donnel also rolled good scores. Aschenbach & Miller made the highest scores, \$40, \$40 and \$35, as against \$37, \$73 and \$60 for R. Shoemaker & Company. Smith, Kline & French Company rolled \$36, \$13 and \$74 against the "Wanderers" \$707, \$612 and \$663.

NOTES.

—Members of the P. A. R. D. who take an active interest in the "Worcester Plan" are much gratified by the position of the Freeman Perfume Company on this question. Not only do these manufacturers heartily support the "price protective" plan but they have also given an instance of their earnestness in a contribution of \$10 toward the fund for bringing a test suit in this State.

—J. G. Gallagher, of Jersey City, N. J., a member of the Executive Committee of the National Association of Retail Druggists, paid a visit to Philadelphia this week on official business.

—A reception and hop in honor of the classes and alumni of the Philadelphia College of Pharmacy was given by the senior class Tuesday evening. Following an address of welcome by David W. Ramsaur, class president, Prof. Kraemer spoke to the students and their guests on the value of recreation in life. Selections by the College Mandolin and Guitar Club and vocal solos filled the remainder of the first half of the programme. Following a short interval for refreshments dancing was enjoyed until a late hour. The decorations of Museum Hall for the occasion were unusually handsome.

—A well-attended meeting of druggists of the central uptown wards was held at Twelfth street and Columbia avenue Friday evening to hear reports from the recent canvass on a price list for ten-cent goods and sundries and to endeavor to adopt a working agreement on these articles. The results of the meeting will be reported in full later, it still being in session at this writing.

—S. B. Davis, whose drug store at Sixth street and Snyder avenue is one of the handsomest downtown, will shortly open another store at Ninth and Wolf streets.

—W. M. Hill, of Twenty-third and Callowhill streets, will soon open a drug store at Fifty-second street and Girard avenue, a neighborhood rather deficient in drug-stores.

BALTIMORE.

AN OLD-ESTABLISHED DRUG STORE.

Baltimore, December 23.—The improvements in the pharmacy at the northeast corner of Baltimore and Gay streets, long conducted by the late Charles C. Habbistson, mention of which has previously been made in the Era, are progressing rapidly, and when completed will make the establishment one of the most attractive in the city. They include magnificent cherry furniture, with beautifully carved finials at the tops of shelves and cabinets. Floor show cases of plate glass will supplant those hitherto used, and the furniture will all be up to date.

In this connection it is interesting to note that the old fixtures are the same which were installed many years ago, when the drug store was first opened. The place has been occupied as a pharmacy since 1823, when Dr. John T. Mackenzie established himself there, and his successors have remained true to the old allegiance ever since. Dr. Mackenzie had as his assistants Drs. John T. Myer and Marshall, a grandson of Chief Justice Marshall, of the United States Supreme Court. In 1860 Dr. Mackenzie retired and the late Adam J. Gosman was in charge as manager, becoming the purchaser of the business four years later. Mr. Gosman remained there until 1876, when the late Charles C. Habbistson became the proprietor. Mr. Habbistson died some years ago, and since then Arthur O. Brickman, who had before been practically in charge, assumed the sole management. The present improvements are being made under his supervision. Mr. Brickman has been connected with the business over 20 years.

The old furniture seemed made for all time. It extended from the floor to the ceiling and had to be sawed into section before it could be removed. The lumber in it was perfectly sound and of a dryness and quality not often found these days. Twelve men were required to get out the old shelving.

TRADE VERY QUIET.

Baltimore, December 23.—As is usually the case the week before Christmas, trade during the past six secular days has been very quiet among the jobbers. The retailers, as far as can be learned, reduced their orders to the lowest requirements and experienced a decided falling off in custom. The manufacturers of pharmaceuticals continued operations in the laboratories as usual, but also found that the sales-department did not need to exert itself to take care of the calls upon its services. When the holiday feeling is upon the general public they seem to pay less attention to their aches and ailments, and the druggist is the first to feel the expenditure of money in other directions. The movement of heavy chemicals was

about as usual, while the market for botanicals offered no notable developments. The men in charge of departments are now becoming engrossed in stock-taking and the balance of the year may be expected to furnish nothing of special moment.

Maryland College of Pharmacy.

Baltimore, December 23.—There was a meeting of the Maryland College of Pharmacy last Thursday, at which Dr. A. R. L. Dohme read an interesting paper. Several other subjects were discussed and some routine business was transacted. As it was the last meeting of the year, special reference was made to the status of the college and to the results attained in 1901. The college has closed until after the holidays. A number of the students have gone home, while others, who live too far away to make the trip are spending their vacation with friends made here.

NOTES.

—Handsome window displays, particularly of perfumery have been made by a number of retail druggists. Among the most notable and artistically arranged exhibitions of this kind are those of Oscar Ross, 108 East Baltimore street; Thomas & Thompson, Light and Baltimore streets; Habbistson's, Gay and Baltimore streets; W. M. Fouch, North avenue and Charles street; Williamson & Watts, Eutaw and Baltimore street.

—Among the druggists in Baltimore last week on a visit were A. H. Jennings, Easton, Md.; D. C. Aughinbaugh, Hagerstown, Md.; C. S. Henry, Cambridge, Md.; J. A. Williamson, Frederick, Md.; J. J. Rose, Westminster, Md.; John McDonald, Sykesville, Md.; C. R. Yohn, Belair, Md.

—William Kammerer has bought the pharmacy of Charles Beck, at the corner of North avenue and Gay street. The property is said to have brought a good price.

Introduce Profitable Side Lines.

This is the time for the druggist to look back at the last year's business and see in what lines he has had a profitable trade and how much it has increased from the previous year. It is also a good time to consider what new side lines he will introduce during the coming year, and naturally he will try and select the best paying and least troublesome lines. To the druggist who has not handled cigars as a side line there is a chance that is probably not equaled in any other line at the present time. Charles Jacobs & Company, the manufacturers of the well known Las Palmas cigars, are making a special offer to dealers to handle their cigars. In this issue of the Era they advertise Havana specials and offer to prepay the freight on the first shipment and give 100 cigars free for distribution among customers. This firm ships all goods on approval and say that if the goods are not found positively the best ever sold at so low a price they can be returned at the manufacturers' expense. Few cigar dealers, if any, would duplicate this offer, and to the druggist who contemplates adding a line of cigars to his business, as well as the druggist who has already carried them, there is a good opportunity to introduce a nice, profitable line of cigars at a very small outlay. Other offers that are made by the makers of Havana Specials can be had by writing to Charles Jacobs & Company, No. 333 East 78th street, New York. This company has been making cigars for years and has been supplying some of the largest dealers in cigars in the drug business. The many testimonials received from druggists in various sections of the country speak well for the popularity of Jacobs & Company's cigars.

Meadows' Malted Milk.

A new infant and invalid food is advertised in this issue by the Elgin Milkine Company, Department B, Elgin, Ill. Meadows' Malted Milk is claimed by the manufacturers to be sold only by druggists, and they call attention to the fact that the hospital size, which sells for \$3.00, only costs the druggist \$1.67, giving him a profit of \$1.33, while the small size, which costs 21c, sells for 40c. They guarantee every bottle, and furnish signs and cartons for window display.

CHICAGO.

WESTERY TRADE ACTIVE.

Chicago, Dec. 19.—The pharmaceutical manufacturers say that business is improving owing to the large amount of sickness which has come as a result of the extreme cold weather. Remedies for frost bites, for colds and all throat and lung affections are in heavy demand. The staple trade is as heavy as it usually is at this time of the year and all the jobbers are busy.

Those houses which do a jobbing business in holiday lines are now very busy filling belated orders. The holiday business in general is unusually good and business is keeping up more than a fair average even for the busy season.

COLLEGE DANCE.

Chicago, Dec. 19.—The annual reception and ball of the Alumni Association of the Chicago College of Pharmacy was held in the Masonic Temple on the evening of December 5. The affair was a decided success. About 250 people were present. Refreshments were served and the dancing continued until a late hour.

NOTES.

—The Drug Trade Bowling League held its regular meeting last Monday evening at Bensinger's alleys. The result of the contests was as follows: Sharp & Smith, 628, 701, 636, against A. M. Foster & Company (absent); Lord, Owen & Company 628, 701, 636, against E. H. Sargent & Company 667, 567, 704; Parke, Davis & Company 611, 782, 828, against Buck & Rayner 707, 665, 774.

STANDING AND PERCENTAGE.

	Won.	Lost.	Percent.
Sharp & Smith	25	8	.757
Lord, Owen & Company	19	14	.575
E. H. Sargent & Company	19	14	.575
Parke, Davis & Company	19	14	.575
Buck & Rayner	11	22	.334
A. M. Foster & Company	7	26	.212

—The drug store of Joseph Forbrick was destroyed by fire last Sunday night. The entire rear part of the store was consumed and the stock was ruined. Repairs are now under way and the store will be reopened in a few days. On the same night but two hours later the drug store of John Lynch on the opposite corner was also burned.

—H. O. Luckwitz, who purchased the store formerly owned by W. F. Meyer at 29th street and Wentworth avenue, has moved to the opposite corner, No. 2813 Wentworth avenue, where he has fitted up a commodious laboratory for the manufacture of beef juice, a specialty for which he has a large demand.

—E. G. Binz has sold his drug store at 699 Normal avenue to Alexander McLain. Mr. Binz will go to California to spend the winter and will perhaps remain permanently. Mr. McLain was at one time manager for N. R. Engle at 759 Forty-seventh street.

—J. M. Farnsworth, a prominent druggist of Beloit, Wis., was in Chicago this week buying holiday goods.

—John Woltze has sold his drug store at Wells street and North avenue to Max Gorges, formerly at Belmont and Lincoln avenues.

—The Southwest Retail Druggists Association of the Tenth Auxiliary District of Chicago at its meeting held December 10 elected the following officers for 1902: President, George B. Farrar; vice-president, John Chotal; secretary, V. L. Blahnik; treasurer, J. S. Stiles.

—Dr. C. H. Searle, son of G. D. Searle of the Searle & Hereth Company on January 1 will enter the employ of that company. Dr. Searle has been practicing medicine in Sabula, Ia., for the past three years.

—The Western Surgical Association has been in session this week at the Great Northern Hotel. Distinguished surgeons from all parts of the West are in attendance.

—Nathan Lapp has sold his drug store at 440 Forty-seventh street to L. K. Solomon, a former clerk. Mr. Lapp has gone to New York to engage in other business.

—C. C. Thiel has disposed of his drug store at 514 West Twelfth street to A. J. Kuenster, formerly of Waterloo, Nl.

—Charles Green of the Harrison Pharmacy at Harrison and State streets has gone to Florida, where he will spend the winter.

—G. D. Searle of the Searle & Hereth Company has just returned from a brief business trip to Kansas City and St. Joseph, Mo.

DETROIT AND MICHIGAN.

Detroit, Dec. 21.

—It is a very noticeable fact that Detroit druggists are carrying a much larger line of holiday goods this year than for a great many years past. Ten or twelve years ago it was a very common occurrence for the Detroit trade to display a complete line of goods, especially designed for the holidays, but owing to change in conditions, cut rates and the offering of such articles by the department stores, this line has been neglected for some time past; therefore it is interesting to note that the holiday goods are again being offered by the retail pharmacists of the city, and it indicates a return of the former prosperous conditions of the drug trade.

—W. B. Kauffman, manager of the Importation department of Parke, Davis & Co., New York city, passed through Detroit recently on his way to Chicago, where he is calling on a number of the larger customers. Charles F. Reers, for some years in the New York office of the same company, has been transferred to the department of traveling service with headquarters at the Kansas City office, and he has just started for that point from Detroit, where he has been undergoing a special posting. —A few days ago Dr. Reuben Balcom disappeared from his home, No. 1413 Michigan avenue, Detroit, and has not been heard of up to this writing. It transpires that he sold his drug store at the above number some time prior to his disappearance and inasmuch as he had quite a large sum of money on his person when he went away, there is some suspicion of foul play.

—At a recent meeting of the executive committee of the Detroit and Wayne County Retail Druggists' Association A. L. Walker was elected chairman, largely in recognition of the very valuable service he has given during the past year to the drug trade of the city and county. He was recently elected president of the same association.

—E. C. Kinsel has recently remodeled his pharmacy on Michigan avenue, installing new fixtures and an up-to-date prescription department on the balcony above the main floor. The store is now one of the most complete in Detroit and is a marvel of beauty, neatness and convenience.

—D. L. Robbins, pharmacist at 502 Third avenue, Detroit, has an eleven-year-old son who recently won a Shetland pony and dog cart in a guessing contest, and he now utilizes the rig in delivering one of the Detroit papers to a large number of subscribers.

—The business portion of Gobierville was practically wiped out of existence last week by a destructive fire, only one store in that portion of the town being spared. Among the sufferers were Messrs. Myers Bros., the druggists of the village.

—One day last week a runaway horse attached to a heavy wagon dashed through the plate glass window of Peck Bros' drug store, Grand Rapids, doing damage to the extent of about \$500.00.

—The pharmacy of J. A. Barr at Leamington was recently destroyed by fire, the loss being in the vicinity of \$800.00, only partially covered by insurance.

—A recent fire in Bloomfield, a small town near Eaton Rapids, destroyed the drug store of C. W. Merkle, on which there was little, if any, insurance.

—Michael Reidy, pharmacist at Corunna, recently paid a fine of \$75.00 for selling liquor to a boy six years old.

—J. E. McAvony of Manistee disposed of his drug business a short time ago.

The Billings Clapp Company, Boston, advertise in this issue Laxative Phospho-Quinine Tablets which they supply in bulk, in handsome glass labelled display bottles, or in small boxes under buyer's label. They send samples to druggists on application.

THE NORTHWEST.

DRUGS AND PROHIBITION.

St. Paul, Minn., Dec. 26.—The Supreme Court of N. Dakota yesterday decided an important case involving a drug dealer and the prohibition law. It was the State vs. Donovan, on appeal from the District Court of Cavalier county.

Donovan operated a drug store and in 1898 action was brought against him for maintaining a nuisance under the liquor law, it being alleged that the prohibition law was being violated. The action was brought by P. J. McClory, as assistant attorney general of the State. After the commencement of the action, Bosard & Bosard, attorneys for the State Enforcement League, were employed by private persons to assist with the prosecution. The action came on for trial before Judge Fisk, who found the material facts to be as stated in the complaint but dismissed the case as a conclusion of law, on the theory that the nuisance which was found to exist as a matter of fact was maintained by the defendant under a druggist's permit and that it could not be abated in a court of equity.

The case was appealed to the Supreme Court, where the judgment of the lower court was reversed and a judgment ordered entered in accordance with the prayer of the plaintiff, which meant that the offending liquors and appurtenances for their sale be destroyed, as the law provides. This order was handed down by the Supreme Court, whereupon the defendant presented a petition to the District Court that after the payment of the costs he be permitted to file a bond to obey the law in future, and judgment be entered abating the action. This was done by Judge Fisk and an appeal taken to the Supreme Court from the order.

The appeal brought up several nice questions concerning the prohibition law, among them whether the filing of such a bond could abate such a judgment as entered by the Supreme Court, and another as to whether Bosard & Bosard had any standing as attorneys for the State in the case. The latter point was raised under the law passed at the last session of the Legislature, requiring the Attorney General or State's attorney to appear for the State in all these actions and prohibiting private attorneys such as Bosard & Bosard from bringing actions for the State Enforcement League in the name of the State. On both of these points the defense loses its case. The court holds that Bosard & Bosard were regularly employed as attorneys for the State, and that they were concerned with the action before the 1901 act was passed, and that as the provisions of that statute were prospective and not retrospective, they cannot now be shut out of an appearance.

But there is another important point decided regarding the prohibition law, i. e., that the provision of the statute allowing a bond to be given for the release of the premises is restricted to cases where the nuisance is conducted on leasehold premises, and does not apply to cases where the nuisance is maintained by the owner in his own premises. The court holds this to be the intention of the Legislature and finds that under this conclusion the defendant is not entitled to the privilege of paying costs, giving a bond, and having his premises released. The District Court is directed to enter judgment pursuant to the order of the Supreme Court, both the order entering judgment and the judgment appealed from being reversed.

CALLS IT A JOKE.

St. Paul, Minn., Dec. 26.—J. C. Eliel of Minneapolis, the wholesale druggist, is annoyed by talk of his being a candidate for mayor. "This is a poor joke, but none the less an annoying one," said Mr. Eliel this week. "There is absolutely nothing in it. There has been about enough of this sort of talk. When I get ready to announce my candidacy for any office it will be made over my own signature and not through the medium of outsiders who don't know what they are talking about."

Mr. Eliel was approached before the last campaign and asked to become a candidate. His reply was that if he could be assured of a unanimous nomination and elec-

tion and a salary of \$20,000 a year he would consider the matter. This, of course, was equivalent to a declination.

ACTIVE TRADE.

St. Paul, Minn., Dec. 26.—Business is very lively in the wholesale line. Staple and standard drugs are in request and very large sales have been made of druggists' sundries and holiday goods. The manufacturing part of the business never was as pushed as now and sales of surgical supplies and instruments are in excess of any previous year. There is less demand now for paints, lead, oil and glass. Prices generally are firm and steady.

NOTES.

—Successions: Johnson & Company, Granite Falls, Minn.; by Hanson & Company; Watson & Company, Missoula, Mont.; by G. T. Peterson; R. G. McKibben, Clarkson, Neb.; by J. R. Kozak; Lon Cone, Hendley, Neb.; by D. W. Loar, Mr. Cone removing to McCook; D. W. Loar, McCook, Neb.; by Cone Bros., Mr. Loar in turn removing to Hendley.

—M. M. Colbert, well known in this city, who sometime ago went to Colorado for his wife's health and worked in a drugstore in Denver for several weeks, is now in the city of Mexico, Mex., where he says they are picking flowers and eating strawberries (fresh gathered on the spot). Comment is useless here at 29 to 30 below zero!

—Marchbank & Son's drug store in Minneapolis was entered by burglars one night this week. While the thieves were at work they were discovered by Mr. Mass, a caterer, whose place of business is next door, and ran, taking \$50 worth of goods, but leaving other property valued at \$200 piled on the counter.

—Frank W. Fox, who some years ago was clerking in this city and then went South was in the city visiting old friends Tuesday and then returning to Wisconsin, where he is now employed.

—D. P. Noyes of St. Paul has returned from Washington, where he has been working hard as member of the committee revising the Presbyterian creed.

—Harry Snyder, professor of chemistry at the State Experiment Farm, contributed one of the most notable papers read at the recent State Dairymen's Convention.

—A. P. Krenger has left Duluth and is now employed in the drug store of Reichert & Schenck, Long Prairie, Minn.

—J. W. Bowden has gone to Hudson, Wis., (not to be married, but) to work during the holidays in Moran's drugstore.

—James E. Smith & Co., De Smet, S. D., have gone out of business.

—The Kendrick Chemical Co. has incorporated in St. Paul.

—C. W. Ingraham (Ione Drug Company), Ione, Ore., has filed a voluntary petition in bankruptcy.

—The Mercer Chemical Company, Omaha, Neb., has reorganized.

—Theodore W. Esterley, Minneapolis, has been burned out.

—E. Y. Wilson is leaving Brewster to return to his old home in Minneapolis.

—Pyper & Ricker have started at Havre, Mont.

—John Vik, of Hillsboro, N. D., is dead.

Great Weather Calendar.

The Chattanooga Medicine Co., the manufacturers of McElree's Wine and Carlini and Theodor's Black-Draught, have just issued the 1902 edition of the Cardui Weather Chart and Calendar. This calendar has sprung into universal prominence by accurately foretelling the Galveston flood and predicting the droughts and floods of the past summer, a year ahead of each occurrence. This office has just received one of these calendars, which consists of twelve sheets of paper 13x20 inches in size, all fastened together with a gilt tin strip and a brass loop hanger. Each sheet contains the calendar for one month in large figures that can be read across the room. Under the figures patent weather signals indicating Prof. De Voe's weather forecasts for every day in the year appear. We understand a few copies of it can be secured by sending 10 cents apiece in postage stamps to The Chattanooga Medicine Company, Chattanooga, Tenn.

ST. LOUIS.

EARLY CLOSING MOVEMENT DECLARED OFF.

St. Louis, Dec. 19.—The early closing movement, inaugurated by F. W. Sennewald a few weeks ago, has entirely fallen through. Practically all of the druggists in South St. Louis agreed to close their stores at 9:30 P. M. every night except Saturday. There were two prominent druggists in the territory who objected, however, and positively refused to enter into the agreement under any consideration, and a third party would not agree to the plan unless these two did, so the movement was declared off.

NOTES.

—Several changes in the schedule of prices followed by the local druggists have been decided upon, and several preparations which were excepted and sold at any old price have been placed upon the list. A new price list to take effect the first of the year will soon be issued. One of the leading downtown druggists who was formerly a radical cutter says he is very much pleased with what has been accomplished by the N. A. R. D. here. He says he believes the Association is on the high road to success and wants to see full prices restored. He feels sure this can be done, and thinks the proper way is to gradually increase them.

—The St. Louis Drug Clerks' Society cleared over one hundred dollars from its ball given last week. It was decided to give a banquet some time in January and the entertainment committee was given full charge of the arrangements. The following officers were elected and they will be installed the night of the banquet: A. F. Kauffmann, president; D. P. Wright, first vice-president; F. A. Christopher, secretary; B. C. Huger, treasurer; F. W. Grabenschroer, J. P. Muehling, Theo. F. Runge, executive board; C. Mueller, G. C. Kurzdoerfer, Jr., J. P. Slinger, Theo. Engelskind and E. Niemueller, entertainment committee; Chas. Witt, chief of employment bureau.

—A lecture under the auspices of the Alumni Association was given at the St. Louis College of Pharmacy last Tuesday night by postmaster Baumhoff, who explained the workings of the St. Louis postal department, and illustrated his lecture with many very interesting stereoscopic views. The attendance at the lecture was the largest recorded at any scientific meeting for many months. A large number of the druggists are acting as substitution postmasters, which probably accounts for the unusual interest in the lecture.

—Louis Pauge, city salesman for the J. S. Merrell Drug Co., was in an exciting runaway last Tuesday, his buggy being scattered over about fifteen blocks of N. Broadway. When the pieces were gathered up so many parts were missing that his firm concluded he should have a new buggy, and he now rides around in a new rubber-tired vehicle.

—It is a well-known fact that the condition of St. Louis drug clerks is now far better than for many years past. E. F. Davis, chief clerk at Lehmann's pharmacy, Jefferson and Washington avenues, has proved this to be the truth by purchasing his wife an elegant piano as a Christmas present.

—The St. Louis Retail Druggists' Association gave its annual ball last week. Notwithstanding the blizzard which struck this city in the early evening the attendance was large, some four or five hundred druggists and their relatives being present. The affair netted a small balance in favor of the Association.

—John Carey, senior member of the firm of Carey Bros., who own two of the leading drug stores of this city, died in Arizona recently. The remains were brought home and interred yesterday. He had been a victim of tuberculosis for several years, which prevented his taking a very active part in the business of his firm.

—A. W. Peterson, Fifteenth and Chambers streets, has returned from a two weeks' hunting trip in southern Missouri. He claims he killed plenty of game, but could not bring it out of the county on account of the State law.

—Ferd. H. Christmann, Washington and Vandeventer avenues, spent last week hunting in the wilds of Arkan-

sas. He brought back several wild turkeys, two large deer and an abundance of small game.

—Geo. Reiss is moving his drug store from Jefferson City, Mo., to this city, and expects to be open for business at Belt and Easton avenues by January 1st.

—John Goldsmith, a former local drug clerk, but now representing The Searle & Hereth Co., will spend Christmas at his home in Springfield, Mo.

—H. C. Breuner is sick in bed at the present writing. He expects to have his new store at King's Highway and Delmar Block open for business by the first of the year.

—E. Trittermann, proprietor of the XXX Pharmacy, 2000 South Tenth street, was married December 12 to Miss Anna Feil of 2929 Linch street.

—J. P. Groff is now holding down the chief clerkship at Kahre's pharmacy, Sarah and Olive streets.

—Wm. Freese is back at his old position as chief clerk for L. A. Seitz of the South Fourth street pharmacy.

—R. Brennicke has been appointed chief clerk for F. H. Christmann.

For the Enterprising Druggist.

Under the heading, "well lathered is half shaved," Mr. C. H. Bangs, president of the C. H. Bangs Druggist Fixture Co., gives some very good arguments in favor of modern fixtures for the drug store, in this issue of the Era. Mr. Bangs has had many years' experience in his business, and having fitted up some of the largest and best known stores in the country, as well as small ones, is in a position to furnish modern fixtures that will greatly improve the appearances of a store at the lowest possible cost. In his advertisement Mr. Bangs says that there are lots of goods the druggist does not sell because his store is not arranged properly and invitingly to display them. The wideawake druggist of to-day knows that he cannot make a drug store pay well if he depends entirely on the prescription department. Handsome fixtures and goods well displayed are known to be very important factors in the sale of drugstore goods. The C. H. Bangs Druggists' Fixture Company is looking for druggists who want to increase their sales, and will furnish estimates for anything in the line of store fixtures. The offices of the company are in the Jewelers' Building, Boston, Mass.

Gas to Burn and Gas to Drink.

When natural gas is mentioned in this country, it is generally understood to mean such as is found and used for heating and manufacturing purposes in our coal and petroleum regions.

In Europe, however, the only natural gases known are the sulphuric gas about the regions of Vesuvius and Aetna, and the carbonic acid gas in the extinct volcanic region along the German Rhine.

In order to become acquainted with these various gases, one has to visit the districts in which they abound, except in the case of the natural carbonic acid gas with which millions all over the globe are now acquainted, because of the wide distribution of Apollinaris water, bottled at the Apollinaris Spring, which is very rich in its own natural carbonic acid gas. Scientists say that this natural gas, besides rendering the Apollinaris refreshing, preserves its purity. Germany is proud of its natural gas, and its text books on watering places and springs make much of its valuable region in the vicinity of the Rhine.—Exchange.

Dose Labels 25c. Per Thousand.

E. P. Goble, Woodstock, Vt., a printer of fine prescription labels, begins his advertisement in the Era this week. He has just issued a new catalogue which he will send to any druggist who will take the trouble to inquire for it. He advertises particularly Dose Labels at 25c per thousand.

PHILADELPHIA ASSOCIATION OF RETAIL DRUGGISTS.

The December meeting of the P. A. R. D. was held at the North Broad Street Drawing Rooms at 8 p. m., just prior to the "Smoker," for the convenience of members who could not spare the time for an afternoon session. The attendance was unusually good, and although only an hour was allotted for the meeting considerable business was transacted, the usual routine reports being dispensed with. Eight new members were elected.

The Executive Committee reported that a satisfactory explanation had been received from the newspapers which had recently printed a full page advertisement, pretending to quote praise of local druggists for a certain proprietary remedy. This method of advertising was condemned by vote and instructions were given that the matter be laid before the pharmaceutical press of the country with the request that they take up this style of advertising as being harmful to the retail druggists. By such ads druggists are made to appear as highly recommending patent medicines and the particular remedy is made to seem to have their approval and support, against the interests of physicians generally. When physicians read such stuff they naturally become offended and visit their disapproval on druggists in many ways, much bad feeling being created.

The status of the "Philadelphia Drug Company" was taken up and members were urged to give it their support, a number of vacancies in membership now being open to local druggists. Resolutions citing the application of this company to be placed on the list of "legitimate jobbers" and requesting the N. A. R. D., the National Wholesale Druggist Association and the Proprietary Association of America to so recognize the Philadelphia Drug Company were unanimously passed and ordered to be sent to the secretaries of these bodies.

The attitude of the P. A. R. D. during the prosecutions of druggists last year by the State Board on various technical points was brought up in a discussion of the present activity of the Board. It was shown conclusively that the P. A. R. D. did not ask for exemption from prosecution for members alone. All local druggists were embraced by its requests. Mr. Perry, Chairman of the Executive Committee, appealed to those present to comply strictly with the State pharmacy laws, especially in the display of registration certificates, the employment of properly qualified men only and the sale of poisons. It was stated that an agent of the Board was now collecting evidence against violators here.

The "Nominating Committee" presented its report of nominees for the January election as follows: For president, W. H. Poley; vice-president (1st), H. C. Blair and H. A. Nolte; vice-president (2nd), M. Kratz and J. G. Howard; vice-president (3rd), C. H. Campbell and A. A. G. Starck; treasurer, Dr. E. R. Smiley, (C. W. Shull withdrawing at the meeting); financial secretary, W. W. Chalfant and H. J. Batdorff; recording secretary, S. W. Strunk; Executive Committee, J. C. Perry, G. A. Apenzeller, L. M. Baer, W. L. Cliffe, J. Epstein, Chas. Rehuss, H. B. Morse, H. Swaim, E. M. Platt, T. H. Potts, J. Reynolds, A. C. Schofield, H. C. Clapham, C. W. Shull, W. E. Lee, Dr. C. B. Lowe. The meeting then adjourned to 2:00 p. m., January 3.

—The Wisconsin Board of Pharmacy held a meeting at the hotel Pfister, Milwaukee, December 11-12 for the examination of applicants for registration to practice pharmacy. Of the sixty-seven applicants thirty-seven failed to pass. The licentiate or first grade certificate was granted to the following: R. C. Silvernale, New London; O. E. Davis, Viroqua; F. C. Hahn, Depere; B. B. Byers, Madison; H. L. Kellogg, Oconomowoc; B. F. Hales, Hancock; H. R. Roth, Racine; H. B. Stemm, Kenosha; L. S. Van Dyke, Evansville, and O. E. Hantke, A. A. Putz, J. A. Patterson, W. F. Loppnow, C. A. Kissenger, J. Showalter, S. A. Schwandt and Otto Frank, all of Milwaukee. Assistant or second grade certificates were granted to R. H. Lindbaum, Whitewater; H. M. Remich, New London; H. J. Grimm, Madison; Edward W. Moran,

Green Bay; L. E. Shiede, H. J. Wepfer, E. G. Jones, F. J. Konalsky, S. E. Olsen, R. C. Schmidt, R. Rechand, J. L. Pawlac, E. E. Schmidt and James Schuck, all of Milwaukee. The members of the board present at the meeting were: H. G. Thompson, Marinette; H. C. Schranek, Milwaukee; D. A. Taylor, Stevens Point; A. F. Menges, Madison, and E. B. Heimstreet, Janesville. The next meeting will be held at the Hotel Pfister, Milwaukee, February 12 and 13, 1902. While the board was in session a meeting was held with a number of Milwaukee druggists to make arrangements for the annual meeting of the Wisconsin Pharmaceutical Association, to be held in that city August 19 to 22.

—At the third regular meeting of the Kansas Board of Pharmacy held at Leavenworth, Kan., Dec. 4, the following named persons were present and passed the examination: Robert F. Haines, Niotaze; Loehr M. Grubbs, Topeka; L. S. Sargent, Junction City; Dwight McBride, Paola; B. T. Shoemaker, Junction City; C. H. Hayes, Goffs; Albert E. Stevens, Coffeyville; H. Aug. Carey, El Dorado; Geo. T. Brown, Ottawa; George W. Knauer, Topeka; J. A. Tuggle, Iola; Chase W. Brown, Ottawa; Sam Gordon, Kansas City; Grace A. Forbes, Mankato; H. E. Read, Mound Valley; H. M. Stunz, Holton. Registered Assistant Pharmacists, C. A. Harkness, Hays City. Since the September meeting of the Board there were registered without examination, by virtue of being graduates of recognized schools of pharmacy, the following named persons: J. H. Chism, Argonia; Hy. D. Higginson, Wichita; A. E. Crandall, Jewell City; J. C. Reese, Newton; Harry G. Dunmyre, Kerwin. The next meeting will be at Ft. Scott, March 5, at 9 o'clock a. m. Those who desire to take the examination should notify the secretary at least five days before the date of the meeting. W. E. Sherriff, Ellsworth, Kan., Secretary.

Out of twenty applicants examined by the Louisiana State Board of Pharmacy at its quarterly examination, Nov. 8 and 9, seventeen passed with good records. Secretary F. C. Godbold said that it was the best examination ever held by the board, so far as the grades, markings and success of the applicants were concerned. As a rule, more fail than pass. The following were the successful applicants: Registered Pharmacists—R. J. Anderson, J. A. Bastian, P. J. Dorcy, J. E. Casey, H. S. V. Code, Mrs. R. L. Code, W. T. Hayes and A. Samson, New Orleans, A. V. Boutte, New Iberia; F. O. Darby, St. Gabriel; W. T. Green, Jennings; T. O. Darby, New Iberia; H. T. Jackson, Monroe; Dr. W. E. Van Zant, Mandeville. Qualified Assistants—H. H. Sample, Kenner; R. L. Bacas and W. Killeen, New Orleans.

Formerly the examinations covered only one day, but the board has decided to devote two days to them. The regular semi-annual meeting of the board will take place one day this month. F. C. Godbold, secretary.

—The Registered Clerks' Union of the District of Columbia was recently organized in Washington under a charter granted by the American Federation of Labor. The officers are M. Klenworth, president Frank Stockton, vice-president; Samuel Richardson, treasurer, and Mr. Kerfort, secretary.

Druggists may not know that there is a 50c. size Four-Fold Liniment, which sells to them at \$3.50 per dozen.

E. R. SQUIBB & SONS

NEW YORK

Compound Alum Powder

SOME DEDUCTIONS CONCERNING MILK MODIFICATION.

By R. C. MacDonald, M. D., Boston.

For the human young, human milk is, of course, the natural diet; for the early months in life, all other foods, including cow's milk, however modified, must be considered artificial.

The ideal, then, for makers of artificial foods is "mother's milk," and to so modify cow's milk as to make it approximate to the ideal, many formulae have been given. In these formulae two very important points have been generally overlooked; it is to these points I would call attention.

The main efforts of milk modifiers have been directed to the reduction of the so-called casein, and to the replacement of the fat, which is diminished when the proportion of casein is reduced by dilution. Practically no attention is given to two very important points of difference in human and cow's milk. As is well known, the so-called casein of milk consists of caseinogen and lactalbumin. In human milk these two substances exist in equal proportions, while in cow's milk there is but one part of lactalbumin to six parts of caseinogen. It is evident, then, that any modification of milk which reduces the total casein must reduce still further an already greatly deficient lactalbumin and it is further evident that the usual methods of milk modification can by no possibility approximate to the ideal of "mother's milk" unless they shall be so changed as to raise the deficient proportion of lactalbumin.

Another marked difference between human and cow's milk is found in the condition of the phosphorus element. In the cow's milk the phosphorus exists mainly in the form of inorganic (mineral) compounds; in the human milk they exist in organic (animal) combinations. It is well known that the inorganic compounds are practically nonassimilable, while the organic compounds are readily taken up by the human system.

No modification of milk, as now given, can change the inorganic to organic combinations, and unless so important a point (on which depends, very greatly, the development) can be taken into consideration, the modified milks fall very far short of the ideal.

I would suggest that both of these deficiencies may be somewhat overcome by a judicious use of the whole egg. Egg albumin approximates quite closely to lactalbumin, and in the egg yolk we have a veritable storehouse of organic phosphorus compounds.

With a proper percentage of cereal to break up the curd (as Dr. F. W. White has so conclusively demonstrated it), with judiciously regulated proportions of whole egg, added to cow's milk as now modified, it would seem that the ideal of "mother's milk" would be reasonably in sight.

I trust this note, which is merely a suggestion, may bring out some valuable comments on the subject treated of.

(Boston Medical and Surgical Journal, November 21, 1901.)

Smith, Kline & French Company say the use of Eskay's Albuminized Food in the modification of fresh cow's milk will meet all the requirements referred to in Dr. MacDonald's article. They send samples to any druggist who writes for them.

Most druggists know that Duffy's Pure Malt Whiskey is a profitable whiskey to sell, and that it always gives the customer satisfaction. It was the only whiskey taxed by the Government as a medicine and is extensively advertised. To the druggists who have not sold this reliable whiskey the Duffy Malt Whiskey Co., Rochester, N. Y., will send counter advertising matter free.

Druggists cannot be too particular about their labels, envelopes, pill and powder boxes, etc. A neat and attractive parcel often wins a customer. David Ieston & Sons, Frankford, Philadelphia, Pa., cater to the druggist who wants attractive, low-priced and best quality goods. They request correspondence and supply samples and price list free.

An Artistic Calendar.

The "Helen Hyde Calendar" for 1902 has just been issued by The Antikamnia Chemical Co. of St. Louis. The front of this calendar bears an artistic reproduction of one of the smaller paintings exhibited at the 1900 Paris Exposition, a water-color, entitled "Her First Picture Book" from the brush of Helen Hyde of California. Mr. Frank A. Ruf, the secretary and treasurer of the Antikamnia Chemical Co., is to be congratulated on his success in obtaining the original and also in being able to place before his friends such a beautiful souvenir.

Kidney Plasters With Your Name On.

Ross, Flowers & Co. are advertising in this issue a Kidney Plaster at \$12.00 per gross. These Plasters are extra heavy spread, are of large size and on cotton flannel, and the cost price, which is only 8 1-3c each, gives the druggist a chance to make a most liberal margin. Arrangement can be made to have the druggist's name printed on them if desired. The manufacturers solicit a trial order for immediate shipment, but they will send a sample on request.

Talcum Powder Boxes.

The well known decorated tin sign makers, Sentenne & Green Co., are now manufacturing decorated tin boxes suitable for talcum powder, camphorated ice, vaseline and proprietary articles which require such package. Sentenne & Green Co.'s factories are in Brooklyn, but orders should be addressed to 156 Fifth ave., New York. They are not members of the combination.

A Glass Sign Offer.

The paragraph in the Era of December 12 about the glass signs which Major's Cement are giving to retail druggists, has brought many responses. Mr. Major wants every druggist in the country to have one of these signs, and all that is necessary to do is to send your name and the name of your wholesaler to him to secure one.

It is very seldom that we have the opportunity to send out advertising as handsome as that of H. K. Mulford Company in this issue. Messrs. Mulford Company have rapidly reached the front rank with their antitoxins and vaccines, and their several attractive announcements in this number simply emphasize their statements that they propose to stay there. Mulford's Antitoxins are the result of careful, painstaking and indefatigable effort of expert pharmacists and bacteriologists, and are, we believe, conceded by the medical profession to be all that is claimed for them.

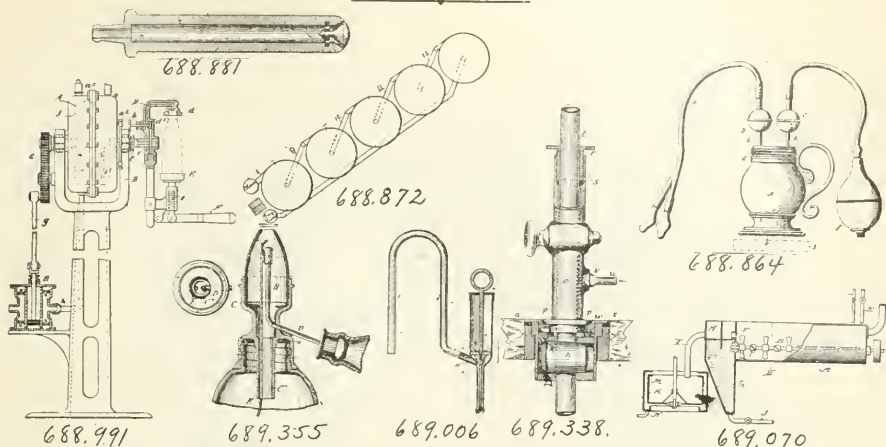
Druggists who have used the American Paper Bottle Cap on bottles sent out from the prescription department pronounce it one of the neatest and most easily attached caps they have ever used. It adds much to the appearance of a bottle and attracts the attention of customers. These caps are not expensive and are being sold to up-to-date druggists all over the country. The makers offer to send free samples on application. Address: Sayford Paper Specialty Co., Camden, N. J.

There is no danger of breakage, even with the most fragile goods, when properly packed with materials furnished by the Hinde & Dauch Paper Company. This company supplies corrugated paper, cartons, partitions, boxes and other forms for safe carriage of glass, at very reasonable prices. Any druggist can get a catalogue and price list by writing to the Hinde & Dauch Paper Co., Sandusky, O., or No. 171 Duane street, New York.

OBITUARY.

CHARLES W. SUTTERFIELD, the pioneer druggist of Adams county and senior member of the firm of C. W. Sutterfield & Company, West Union, Ohio, died December 12. He was 62 years of age and had taken an active part in the affairs of his county and vicinity. He served two terms as county treasurer, was a school director for many years and had been a member of the city council for a number of years.

PATENTS, TRADE MARKS, ETC.



PATENTS.

Issued December 17, 1901.

- 688,864.—Solomon M. Kemp, Baltimore, Md., assignor of one-half to William T. Henderson, Baltimore, Md. Inhaler.
- 688,872.—Theodore Meyer, Offenbach, Germany, assignor of one-half to Charles Glaser, Baltimore, Md. Method of making sulfuric acid.
- 688,876.—Eddy T. McKaig, Chicago, Ill., assignor to New York Labeling Machine Company, a Corporation of New York. Labeling-machine.
- 688,881.—Russell Parker, Brooklyn, N. Y., assignor to Parker, Stearns & Sutton, New York, N. Y., a Corporation of New York. Syringe-Nozzle.
- 688,901.—Joseph Fletcher, London, England. Apparatus for carbonating liquids and filling bottles under pressure.
- 689,006.—David A. Kreider, New Haven, Conn. Siphon.
- 689,023.—Maximilian Riegel, Berlin, Germany, assignor to the Firm of Nährmittel-Industrie G. m. b. H., Quadrath, near Cologne, Germany. Process of precipitating casein.
- 689,070.—Alexander S. Elmore, London, England. Separating mineral substances by the selective action of oil.
- 689,143.—Wilhelm Weber, Stolberg II, Germany, assignor to Chemische Fabrik-Rhenania, Aachen, Germany. Compound of pancreas enzymes with heavy metals and process of obtaining same.
- 689,207.—Edward S. Hermes, Tottenham, England. Filter.
- 689,338.—Henry Wendt, San Francisco, Cal., assignor, by direct and mesne assignments, to National Faucet Company, San Francisco, Cal., a Corporation of California. Tapping-bung.
- 689,355.—Anton C. Eggers, Brooklyn, N. Y., assignor to Goodyear India Rubber Glove Mfg. Co., New York, N. Y., a Corporation of Connecticut. Atomizer.

DESIGNS.

- 55,443.—Bottle. Frank Field Garrard, Dallas, Tex. Filed Oct. 19, 1901. Serial No. 79,311. Term of patent $3\frac{1}{2}$ years. The design for a bottle.

TRADE MARKS.

Registered December 17, 1901.

- 57,472.—Throat-Bands for the Cure of Diseases of the Throat. Egyptian Mfg. Co., Grand Rapids, Mich. The pictorial representation of a human head and neck surrounded by a throat-band.
- 57,473.—Flaxseed-Syrup. Mary Berube, Wilson, Mich. A picture of a child seated and holding an olive branch in one hand, and a child's bust at each side of the head of the child.
- 57,474.—Certain Named Proprietary Remedies. Doull Brothers, Centerville, Mont. The letter "D," arbitrarily formed by the representation of a branch of a tree and a crescent juxtaposed and a star situated adjacent to the concave edge of the crescent.
- 57,475.—Remedy for Certain Named Diseases. William C. Alpers, New York, N. Y. The word "Potassacol."
- 57,476.—Remedy for Certain Named Diseases. William C. Alpers, New York, N. Y. The word "Morphacol."

- 57,477.—Antiseptic Ointment and Antiseptic Powder. Aseptinol Mfg. Co., Baltimore, Md. The word "Aseptinol."

LABELS.

Registered December 17, 1901.

- 8,845.—Title: "Pepto-Lac Improved Kumiss." (For Kumiss). Acme Pharmaceutical Co., New York, N. Y. Filed Nov. 11, 1901.
- 8,849.—Title: "Lin-Menthis Greene." (For a Liniment). Edwin R. Greene, Providence, R. I. Filed Nov. 21, 1901.
- 8,850.—Title: "Tupelo." (For Salve). George E. Ehompsen, Boston, Mass. Filed November 23, 1901.
- 8,851.—Title: "Mermaid Genuine Pain Expeller." (For a Medical Preparation). Mermaid Genuine Pain Expeller Co., Chicago, Ill. Filed Nov. 23, 1901.
- 8,852.—Title: "Nature's Remedies." (For Medical Preparations). Warner Medical Co., Boston, Mass. Filed Nov. 23, 1901.
- 8,853.—Title: "Rheumaticura." (For a Medicine). The Rheumaticura Co., Lewisburg, Pa. Filed October 15, 1901.
- 8,854.—Title: "C. E. Mull's Perfect Manhood Remedy." (For a Medicine). Charles E. Mull, Kansas City, Mo. Filed Nov. 20, 1901.
- 8,855.—Title: "Beckwith's Wonderful Toothache Cure." (For a Medicine). Townsend Beckwith, Big Flats, N. Y. Filed Nov. 20, 1901.

THE SUPERIORITY
OF
Imperial
RUBBER GOODS
LIES: FIRST-IN THE QUALITY OF THE MATERIALS
FROM WHICH THEY ARE MADE AND, SECOND-
IN THE METHOD OF HANDLING THEM.
GOOD MATERIAL—EXPERT HANDS
PRICES MAY BE HAD FOR THE ASKING
THE GOODYEAR TIRE & RUBBER CO.
AKRON, OHIO, U.S.A.

MARKET REPORT.

NEW YORK MARKETS.

MARKET TAME; CHANGES FEW AND UNIMPORTANT.

New York, Dec. 23.—Holiday affairs have received the bulk of attention and transactions have been mainly in accordance with actual requirements of consumption. Consequently the market has presented a tame appearance and fluctuations in values have been few and unimportant.

OPTUM.—Conditions at primary sources of supply have continued favorable to holders, and importers are firmer in their views, but the consuming demand is light and quotations for jobbing quantities remain unchanged at \$3.20/3.40 for 9 per cent. and \$3.30/3.50 for 11 per cent. Powdered is moving moderately on jobbing orders at \$4.25/4.50 for 13 per cent., \$4.75/5.00 for 16 per cent. and \$4.55/4.75 for granular.

MORPHINE.—Continued firmness prevails throughout the market and a satisfactory business is in progress with jobbers quoting \$2.40/2.50 for eighths in 1-oz. boxes, \$2.35/2.45 in 2½-oz. boxes, \$2.15/2.25 in ounce vials, and \$2.00/2.20 in 2-oz. cans according to brand.

QUININE.—There is no improvement in demand and none is looked for until after the turn of the year but the market has a firm undertone, which is stimulated by the fact that raw material is well held, notwithstanding the large arrivals from producing points. As a matter of fact the shipments of bark from Java this year are the largest on record, and yet the stock of quinine in second hands has diminished. Jobbers continue to quote 27c. for bulk in 100-oz. tins, 27½c. in 50-oz. tins, 28c. in 25-oz. tins, and 31c. in ounces.

BUCHU LEAVES.—Short are easier in sympathy with European markets where accumulated stocks have had a weakening influence, and spot jobbing quotations have been reduced to 30¢/35c. for whole and 35¢/40c. for powdered.

CITRIC ACID.—Manufacturers have reduced quotations to meet competition from the imported article and the revised jobbing prices are 34¢/36c. in barrels, 34½¢/35c. in kegs and 40¢/45c. in smaller quantities.

WILD CHERRY BARK.—Available supplies are steadily diminishing under a fair consuming demand and holders of the small spot stock decline to sell except in a very moderate way at the recent advance to 17¢/20c. for whole, 20¢/25c. for ground and 22¢/27c. for powdered.

CAMPHOR.—The loss of a vessel from Japan with 200,000 lbs. crude on board has caused the market for refined to harden and jobbers have advanced quotations to 17¢/18c. for bulk in barrels and 61¢/66c. for less. Cakes have been marked up to 58½¢/59c. by the case and 62¢/66c. for less.

BALSAM PERU.—Competition among first hands has caused a reaction from the higher prices recently noted and the revised jobbing range is \$1.00/1.35.

OIL SPRUCE.—Supplies are exceedingly light both here and in producing markets and on account of the prevailing scarcity jobbers have advanced their quotations to 55¢/65c. as to quantity.

SAFFRON.—Valencia is easier owing to competition among importers and jobbing quotations have been reduced to \$8.00/\$8.25 according to size of order. American also is lower and obtainable at 2¢/25c.

In this issue we advertise a new Oval prescription bottle, a bottle which we believe has not before been advertised in this paper. It is a combination of several of the old features of the popular Philadelphia Oval with new ones which make it a thoroughly up-to-date bottle, a bottle designed for the careful dispenser and one which will certainly please him. The most important features of the bottle are its handsome appearance and the fact that its sloping shoulders make it possible to entirely empty the bottle. Besides this, it is of such shape that it can be nicely wrapped, making a neat package. A sample of this bottle will be sent to any druggist who will send three 2 cent stamps for it to pay postage. The Quaker City Oval, called Q. C. Oval for short, is the same price as ordinary ware. It is made by the Saltsburg Bottle Works Company, Ltd., Pittsburg, Pa.

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Used by all Civilized Nations on the Earth.

15c. & 25c. sizes. \$1.20 & \$2.00 per doz.

ROUGH ON BUNIONS

35c. a pkge. \$3.00 per doz.

ROUGH ON CORNS

Liquid or Salve, 15c. \$1.20 per doz.

ROUGH ON Moth, Fly and Flea

50c per pkge. \$4.80 per doz.

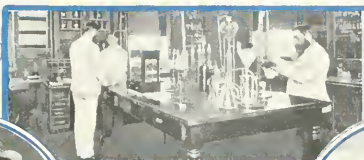
ROUGH ON Roaches, Ants, Bed Bugs

15c and 25c sizes. \$1.20 and \$2.00 per doz.

—ORDER OF JOBBER—

E. S. WELLS, Chemist, Jersey City, N.J., U.S.A.

RIGID CLEANLINESS - ABSOLUTE ASEPSIS - CONFIRMATORY
PHYSIOLOGIC TESTS - THOROUGH EQUIPMENT - ENSURE THE
HIGH STANDARD OF **MULFORD'S PREPARATIONS**



MULFORD'S
ANTITOXINS
& VACCINES
ARE PRODUCED UNDER
IDEAL CONDITIONS

BLEEDING THE HORSE TO SECURE SERUM

CELLING TUBES WITH ANTITOXIN



MULFORD'S
VACCINE
ALWAYS
TAKES

MULFORD'S
ANTITOXIN
SAVES MORE
LIVES

THESE LABORATORIES ARE THE MOST COMPLETE
IN EXISTENCE



STABLES - VACCINE DEPARTMENT

PREPARING VACCINE LABORATORY

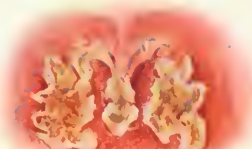
H. K. MULFORD COMPANY
CHEMISTS
PHILADELPHIA NEW YORK CHICAGO

MULFORD'S ANTITOXIN

SAVES MORE LIVES THAN ALL
OTHER SERUMS COMBINED



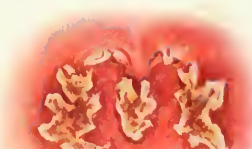
First day of disease
Appearance of Membrane



Six hours after administration of Antitoxin
Showing arrested growth
of membrane and beginning
line of demarcation



Twelve hours later



Twenty-four hours later
Showing further development
of membrane and beginning
line of demarcation



Twenty-four hours later



Twenty-four hours later
Showing further development
of membrane and beginning
line of demarcation



Second day of disease
Showing development of
membrane and beginning
line of demarcation
At this stage of disease
Mulford's Antitoxin was first
administered



Second day after adminis-
tration of Antitoxin
Showing throat recovering
normal appearance

REPRODUCTIONS FROM LIFE, SHOWING DEVELOPMENT OF THE DIPHTHERITIC
MEMBRANE AND ITS DISAPPEARANCE FOLLOWING THE
USE OF MULFORD'S ANTITOXIN

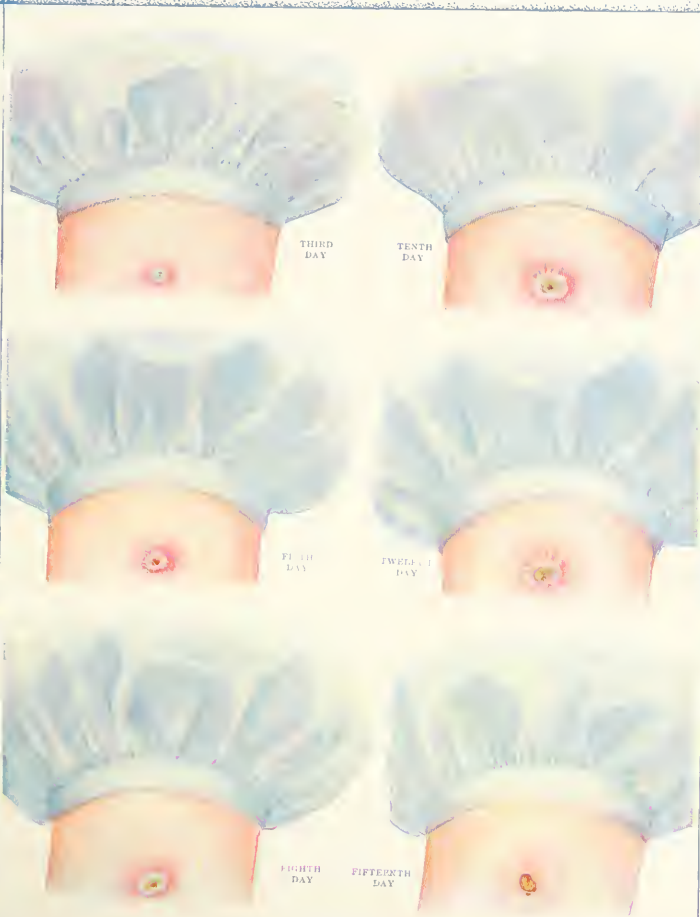
H.K. MULFORD COMPANY
CHEMISTS
PHILADELPHIA NEW YORK CHICAGO

MULFORD'S
VACCINE
ALWAYS
TAKES

MULFORD'S
ANTITOXIN
SAVES MORE
LIVES

Copyright, 1906

USE MULFORD'S VACCINE AND OBVIATE THE NECESSITY
OF REVACCINATION



Copyright, 1900

REPRODUCTIONS FROM LIFE, SHOWING CYCLE OF VACCINATION; TYPICAL
VACCINE VESICLES FROM INOCULATION TO CICATRIZATION
FOLLOWING THE USE OF MULFORD'S VACCINE

H.K. MULFORD COMPANY
CHEMISTS
PHILADELPHIA NEW YORK CHICAGO

MULFORD'S
VACCINE
ALWAYS
TAKES

MULFORD'S
ANTITOXIN
SAVES MORE
LIVES

RIGID CLEANLINESS-ABSOLUTE ASEPSIS - CONFIRMATORY
PHYSIOLOGIC TESTS - THOROUGH EQUIPMENT-ENSURE THE
HIGH STANDARD OF MULFORD'S PREPARATIONS

MULFORD'S
VACCINE
ALWAYS
TAKES



MULFORD'S
ANTITOXIN
SAVES MORE
LIVES

ALL OUR PREPARATIONS are the results of the persevering effort of expert pharmacists, chemists, and bacteriologists to produce, without sparing care or expense, the best products obtainable. The unanimous approval of the profession proves them *THE STANDARD OF EXCELLENCE*

H. K. MULFORD COMPANY
CHEMISTS
PHILADELPHIA NEW YORK CHICAGO

Fluid Extracts.

In our laboratories quality is
the consideration.
Our products are

Standardized.

Sharp & Dohme

Baltimore
New Orleans Chicago
New York

VASELINE HAIR TONIC

It is the original, and in our opinion, the only properly deodorized extract from Petroleum suitable for the hair in existence. The many articles advertised as derived from petroleum, etc., are followers of the success obtained from the reputation secured by

Vaseline Hair Tonic

ABSOLUTELY HARMLESS,
DELIGHTFULLY PERFUMED.

Will cure diseases of the scalp and destroy dandruff, thus allowing the hair to resume its natural growth, and is without doubt the best and most beneficial tonic for the hair known. Three Sizes:

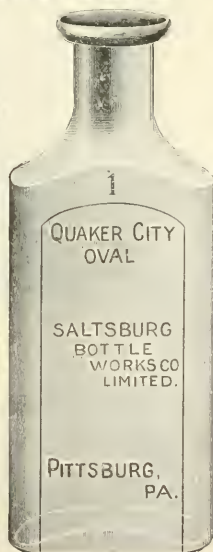
25 cts., 50 cts. and 75 cts. per bottle.
Trade Prices \$2.10, \$4.20 and \$6.00 per doz.

CHESEBROUGH MANUFACTURING CO.

(CONSOLIDATED)

No. 17 State Street, NEW YORK

sole proprietors and manufacturers of the Vaseline preparations



QUAKER CITY OVAL.

(Q. C. Oval.)

This handsome bottle is an improvement on the old Philadelphia Ovals, and is a modern bottle thoroughly adapted to every use to which a prescription bottle is called.

It is not only handsome in appearance, but its sloping shoulder makes it possible to empty it completely, while its flat sides furnish a broad surface for the label, and make it an easy bottle to wrap.

It is really a desirable bottle for the particular dispenser, and to him we especially commend it.

We send a sample for three 2 cent stamps.

SAME PRICE AS
ORDINARY WARE.

Saltburg Bottle Works Co., Ltd.,

PITTSBURGH, - - PA.

Under 2 Heads!

When you try to decide whether you will buy a self-running carbonator classify the arguments in favor of our machine and give each one its due weight.

As to Convenience:

No more connecting and disconnecting of fountains.

No opening and closing of cocks.

No rocking or agitating.

No wear or leakage.

No rush to disconnect an empty fountain and connect a full one at busy times.

Soda water always at the same pressure; no slightest variation in quality.

No blowing off the fountain and so no waste in gas.

No care required, not even oiling.

No more storage space needed for extra fountains.

No power needed.

No help needed.

No floor room required as it will go in a shelf.

No expenses;—repairs are almost unknown.

No delay to customers; it keeps always five gallons ahead of the dispenser.

You serve a much higher grade of soda water than your competitors buy; it is saturated with gas to 97 per cent.

No running out of soda water at a busy time.

Once bought, always in use and always saving money.

As to Profit:

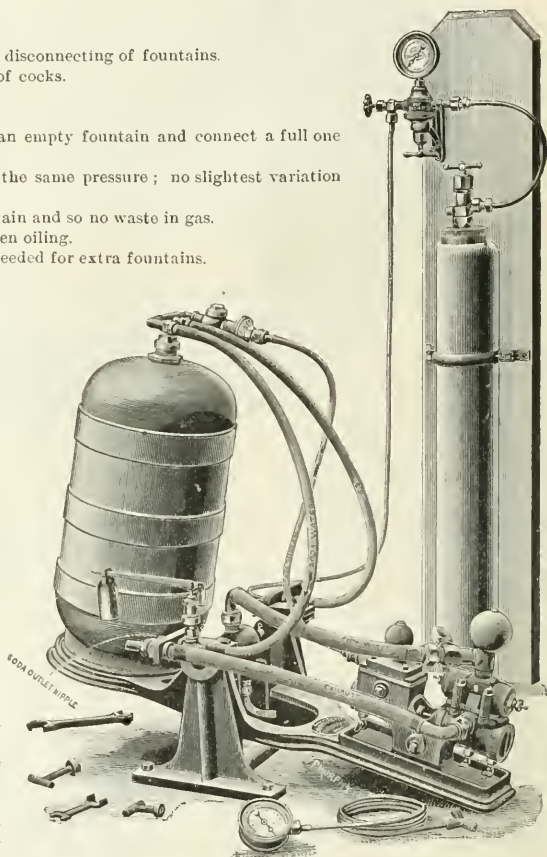
You nearly double your present profits, taking both the charging profit and the dispensing profit.

You have forever an inexhaustible supply of the sharpest and best soda water, charged to 97 per cent. of complete saturation, costing you but **one cent and two-fifths** a gallon, or fourteen cents for ten gallons.

You take on no added expense beyond the first cost, and from that day it is all profit—profit—profit for you.

If the time ever comes when you want to sell your automatic carbonator you will find you can command a good price. There is a great demand for second-hand automatic carbonators of our make and none to be had.

Finally.—Don't be satisfied to let this matter go one day longer, without some action on your part, leading up to a careful investigation of our famous Self-Running Carbonators for Dispensers. See them before deciding anything.



AMERICAN SODA FOUNTAIN COMPANY,

* * * Manufacturer of Tufts Carbonators, * * *

278-288 Congress Street, - - - - - BOSTON, MASS.

OUR PRINCIPLES.

Matthews soda fountains are as different in principle from all others as Christmas from the Fourth of July.

These principles are protected by patents.

They secure the greatest rapidity and convenience in operation, the most effective and economical refrigeration, and perfect purity. And it is well known that Matthews fountains last forever.



These advantages are of such importance that all great dispensers use Matthews fountains.

Every Matthews fountain now being operated in accordance with instructions laid down in our Large Book of Directions is a profitable investment. There are no exceptions.

Our prices are often lower than those of competitors. We do not expect any one to buy from us unless our price is perfectly satisfactory in the strongest competition.

Send for our large catalogue and colored photographs.

Address all communications to

AMERICAN SODA FOUNTAIN COMPANY,

OFFICES AND SALESROOMS:

449-451 FIRST AVENUE,

FACTORIES:

FIRST AVE., 26th and 27th STS.,

NEW YORK.

HEARN WEST FOURTEENTH STREET, NEW YORK.

NO GROCERIES
LIQUORS
DRUGS **BUT** EVERYTHING
IN
DRY GOODS.

KIDNEY PLASTERS

\$12.00

PER GROSS.

DEALERS NAME
IF DESIRED.



These Plasters being
extra heavy spread,
extra large size, and
on Canton Flannel.

present an article that can be sold alone or in connection with any other remedies used for all complaints arising from colds, &c. This is just the season for them, and the cost price, viz: 8 1-3 cents each, allows a most liberal margin. We would be pleased to send a sample on request. Or better, send a trial order for immediate shipment.

ROSS, FLOWERS & CO.,

CHICAGO, ILLINOIS.

FINE PERFUMES

ARE ALWAYS PUT IN

FINE BOTTLES

This is the way most people look at it and they are right. We can illustrate this idea completely and to your profit by furnishing our

FINE PERFUMERS' WARE

for your fine perfumes.

WRITE FOR PRICES.

SWINDELL BROS.,

10-12 E. Lombard St., BALTIMORE, MD.



Do You Want to Study PHARMACY?

We have just what you want. The best CORRESPONDENCE COURSE of instruction, TWICE AS COMPLETE and comprehensive as any other, and at surprisingly LOW COST. It covers the subjects of Physics, Pharmaceutical Arithmetic, Chemical Nomenclature and Notation, Descriptive and General Chemistry, Analytical Chemistry, Practical Pharmacy, Dispensing, Botany, Materia Medica, Microscopy, Pharmacognosy, Pharmaceutical Latin.

SPLENDID PREPARATION FOR THE BOARD OF PHARMACY.

Next best to a college course. You can join ANY TIME, and progress as fast as you choose.

Write for our SPECIAL OFFER and explanatory literature. A postal card will do.

AMERICAN CORRESPONDENCE UNIVERSITY

156 Fifth Avenue, New York.

CHARLES W. PARSONS, Ph. C., President.

Four Reasons Why
You Should Sell . . .

The "Record" Vaporizer



Pat. Nov. 11, 1901.

1st.—It is the only instrument of its kind that USES THE SOLUTION TO THE LAST DROP.
2nd.—Is simple and strong in its parts and cannot become choked up, the solution passing through no tubes.

3rd.—Will vaporize Aqueous Solutions, Oils, Balsams and Tinctures; and can be used in connection with any Air Receiver.

4th.—It will not leak or spill contents if overturned

The effectiveness of this instrument in the treatment of all troubles of the Respiratory Tract—including Asthma and Hay Fever—has been demonstrated to the satisfaction of all practitioners who have tried it. Retail price, \$1 50. Liberal discount to the trade.

NEW YORK SURGICAL APPLIANCE CO.,

1244 Broadway, New York.

SOLUBLE ELASTIC CAPSULES



THE evolution of the Soluble Elastic Capsule may well be regarded as one of the triumphs of modern pharmacy. The advantages of its use in the administration of castor oil, the oil of turpentine, saw palmetto and santal oils, creosote, quinine sulphate, and a long line of other agents which may be classed as "disagreeable," are well understood. Our Soluble Elastic Capsules are prepared from the finest French gelatin and are easy to swallow. The medicament is carefully measured to insure accuracy of dosage. Our line embraces 75 staple formulas, as will be seen by reference to pages 106-111 of our current price-list. We market them in boxes of 1 doz., 2 doz. and 100 capsules. If you have not already done so, stock our Methylene Blue Compound, our Salol and Santal Compound, our Copaiba and Oil of Cube, and our Santal Oil (5 or 10 mins.). You will be very agreeably impressed by their selling qualities.

HOME OFFICES
& LABORATORIES,
DETROIT, MICH.
BRANCH LABORATORIES
HOUNSLOW, ENG.
WALKERVILLE, ONT.

PARKE, DAVIS & CO.

BRANCHES IN
NEW YORK, KANSAS
CITY, BALTIMORE,
NEW ORLEANS, CHICAGO,
LONDON, ENG.,
& MONTREAL, QUE.

BEST RECORD EVER MADE

“ From January 21st to 24th there were vaccinated with Mulford's Vaccine 6500 people on the plants of Swift & Company and Libby, McNeill & Libby, with 96 per cent of "takes" in primary and secondary vaccinations. But few cases showed severe local symptoms, and those can be accounted for by the surroundings of a stock-yard plant and latent disorders. Aside from those mentioned above . . . there were hardly any symptoms of swelling of glands, enlarged arms, or any severe constitutional symptoms. All cases were, and are at the present time, under my personal daily observation; and, as far as results are concerned, too much cannot be said regarding Mulford's Glycerinized Vaccine.

R. H. VON KOTSCH, M.D.,

Surgeon in Charge. **”**

Mulford's Vaccine is 10¢ a tube in cases of 10 tubes—10 vaccinations, \$1.00

Supplied by all progressive druggists

H.K. MULFORD COMPANY

PHILADELPHIA

CHEMISTS

CHICAGO

SPECIAL TERMS AND DISCOUNTS TO PROGRESSIVE DRUGGISTS.

24 to 35—50% 24 to 35—50% 24 to 35—50% 24 to 35—50% 24 to 35—50%

Do You Realize—

that if regardless of the fact that the ingredients in Laxative Bromo Quinine cost about 80% more than any imitation of it, we were to give 35 tablets in each package where we now give 24, it would reduce your Sales 50%?

Some imitators of our goods have used the argument that they give more "free goods" than is given with the original Laxative Bromo Quinine and more tablets to a box. if YOU do YOUR FIGURING, not the imitator, just see how many extra free goods you will have to receive to make you even with the original Laxative Bromo Quinine. Profits to Retail Druggists on Laxative Bromo Quinine last year over one-half million dollars.

24 to 35—50% 24 to 35—50% 24 to 35—50%

A REPETITION



**A
Good Story
Bears Repeating**

WARNER'S ORIGINAL Lithia Water Tablets

The Best Lithia Tablet made. They command the largest sales, give the best satisfaction and afford the handler a liberal profit. Up-to-date dealers appreciate these facts and **repeat** their orders. Consumers **repeat** their purchases because the product pleases them. If not in your stock order without delay and you will be sure to realize the necessity of a **repetition**.

WM. R. WARNER & CO.

**PHILADELPHIA
NEW YORK**

CHICAGO

BUY A GROSS AND SAVE 5 and 2½ PER CENT.

THE KIND YOU
HAVE ALWAYS
HANDLED.

CASTORIA

IT PAYS TO
HANDLE RE-
LIABLE GOODS.

PAID THE WAR TAX.

\$33.60 PER GROSS. - - \$2.80 PER DOZEN.

Jobbers Sell in Gross Lots, 5 Per Cent and 2 1-2 Per Cent off.

THIS IS THE GENUINE.

SEND FOR ALMANACS, CARDS, CARTONS AND COUNTER WRAPPERS.

The Centaur Co., 77 MURRAY STREET,
NEW YORK CITY.

Chas. H. Fletcher
President

BUY A GROSS AND SAVE 5 and 2½ PER CENT.

WHO CAN'T SELL 12 DOZEN PER ANNUM?

PRICES CURRENT OF DRUGS & CHEMICALS

Showing the articles which have been
Advanced or Declined dur-
ing the past week.

REVISED ON TUESDAY.

TO SUBSCRIBERS.

In comparing your invoice with the prices in this Prices Current, remember that the prices here given are those ruling in the New York market, and are the average prices charged to retail druggists. For large quantities and original packages, lower prices should be secured. Quality should always be taken into consideration.

THE WEEK'S CHANGES.

D.-Acid, Citric, lbs.	34	-	34 1/2
Kgs	34 1/2	-	35
Less	36	-	39
D.-Aminoform, doz.	60	-	60
X.- Tablets, doz.	1.50	-	1.50
D.-Balsam, Peru, 1 lb.	3.50	-	3.50
D.-Buchu Leaves, short, whole,			
Powdered, lb.	30	-	35
Powdered, lb.	35	-	40
X.-Fluorheum, 20 gram tubes,			
40 gram tubes	70	-	75
X.-Nedormin 20 gram tubes, ea.	70	-	75
40 gram tubes	75	-	80
A.-Oil, Spruce	55	-	65
X.-Thymosol, 1-lb. bots., doz.	6.00	-	6.00
X.-Triflerin, Powder, doz.	1.00	-	1.00
Tablets, 7 1/2 grs., doz.	75	-	75
X.-Vioform	1.40	-	1.40

SUBTERRANEAN ICE.

The remarkable discovery of large subterranean beds of ice, of undoubted glacial origin, was made some time ago by Baron Toll, and the last issue of the "Bulletin" of the Russian Geographical Society contains a memoir by him describing these old fossils and giving several photographic reproductions of their appearance. He found them at the great Lyakhoff Island of New Siberia, in 74 degrees north latitude. These beds of ice undoubtedly date from the glacial period and contain branches, roots, and other remains of trees which did not now grow above 70 degrees of north latitude. They are covered with several layers of soil. The ice has apparently been preserved by the permanent and perhaps increasing cold of this region.

THE CARE OF THE HAIR.

In serious illness the physician should vigorously insist on cutting off the hair, particularly in women, as the advantages are slight, and the risk of unpleasant consequences great. The hair should be combed and washed daily, immovably of the amount of hair falling out, and once in two to four weeks the hair should be washed with the ordinary tincture of green soap. Once or twice a week it is well to rub into the scalp a pomade of precipitated sulphur, of the strength of one dram to the ounce of cold cream.—Medical News.

SPOILED THE POETRY OF IT.

"Woman," said the Sentimental Person, "is the holiday in the life of man." "Yes," remarked the Coarsely Sarcastic Individual, "and I have noticed that after a man takes that kind of a holiday he has to hustle all the rest of his life."—Baltimore American.

THE PRICES CURRENT.

Acacia, ex select, white, lb.	50	-	50
1st Select, powdered, lb.	60	-	70
Fine granulated 1st, lb.	60	-	70
Sifted sorts, lb.	20	-	23
Acetanillid, lb.	26	-	33
Acid, Acetic, No. 8, 1040, lb.	05 1/2	-	10
U. S. P., 86 p. c., 1047, lb.	06 1/2	-	12
Glacial, abs, lb.	38	-	40
Benzol, English, true, lb.	20	-	22
German, lb.	55	-	60
Boracic, cryst, lb.	16	-	19
Powdered, lb.	17	-	20
Carbolic, cryst, lb.	30	-	38
5-lb. bottles, lb.	29	-	35
Crude, 10 p. c., 55 p. c., gal.	20	-	60
Citric, cryst, lb.	34	-	39
Gallie, lb.	80	-	96
Muriatic, com'l, 20 deg. (carboys, 120 lbs., 02 1/2 c.), lb.	06	-	07
C. P. Hydrochloric, lb.	10	-	18
Nitric, com'l 38 deg. (carboys, 120 lbs., 06 1/2 c.), lb.	07	-	08
C. P., lb.	11	-	18
Oleic, purified, lb.	30	-	40
Oxalic, lb.	06 1/2	-	15
Phosphoric, diluted, lb.	10	-	15
Syrup, lb.	33	-	38
Glacial (lb. bot., 64), oz.	07	-	11
Pyrogallic, lb.	25	-	27
Sulphuric, bulk, lb.	45	-	45
Lb. cartons, lb.	50	-	60
Sulphuric, com'l, 66 deg (carboys, 01 1/2 c.), lb.	05	-	08
C. P., lb.	10	-	16
Sulphurous, U. S. P., sol., lb.	1.00	-	1.10
Tannic, lb. cartons, lb.	1.00	-	1.10
Tartaric, cryst, lb.	31	-	38
Powdered, lb.	31	-	38
Alcohol, Absolute, gal.	4.50	-	4.50
Grain, 95 p. c., 2.50	2.50	-	2.80
M. C. (Wood), gal.	07	-	09
Aloes, Cap, lb.	08	-	12
Powdered, lb.	18	-	22
Scotrine, True, lb.	85	-	88
Sulphur, lb.	12	-	17
Alon (lb. 60-65), oz.	08	-	10
Alum, dried, lb. cartons, lb.	14	-	14
Ground, lbs. or less, lb.	02 1/2	-	05
Lump, lbs. or less, lb.	02	-	05
Powdered, lbs. or less, lb.	03 1/2	-	08
Ammonia Water 16 deg, lb.	05	-	10
Conc., 26 deg, lb.	05 1/2	-	12
Ammoniac, Teare, lb.	22	-	30
Ammonium Benzoate, oz.	11	-	14
Ammonium Chloride, lb.	85	-	70
Carbonate, Soda, lb.	13	-	17
Reassumed, lb.	80	-	83
Iodide lb. bots., 8.80, oz.	30	-	35
Muriate, Lamp, lb.	16	-	18
Gran, lb.	06 1/2	-	13
Powdered, lb.	16	-	18
Nitric, Gran, lb.	20	-	25
Salicylate, lb.	18	-	20
Amyl Nitrite, 1-oz. v., oz.	19	-	21
Anise Seed, Italian, lb.	15	-	20
Star, lb.	35	-	40
Antimony and Potassium Tart. (Tartar Emetic), lb.	38	-	40
Antiseptic, lb.	18	-	21
Apomorphine, lb. 20 c. & 40 c. v.	85	-	100
Crystals, 4-oz. v., lb.	06	-	100
Arnica Flower, lb.	30	-	35
Powdered, lb.	30	-	35
Arrowroot, Bermuda, lb.	40	-	50
Viola, lb.	10	-	15
Arsenic, White mp., lb.	10	-	15
Powdered, lb.	10	-	15
Asafetida, good, fair, lb.	30	-	40
Atropine, lb.	35	-	45
Atropine Sulph., 1/4-lb., lb.	5.75	-	6.00
Balsam, Peru, lb.	1.50	-	1.95
Beans, Calabar, lb.	30	-	35
St. Ignatus, lb.	30	-	35
Tonka, Angostura, lb.	85	-	85
Yucca, lb.	40	-	50
Mexican, long, lb.	13.50	-	14.00
Short, lb.	12.50	-	13.25
Beladonna, lb.	30	-	35
Extr., 1-lb. bots., lb.	1.25	-	1.50
Root, lb.	20	-	25
Benzine, 7 deg., gal.	14	-	22
Benzol, Sumatra, Select, lb.	85	-	85
Bismuth and Ammon. Cit., lb.	2.05	-	2.30
Oxylidide, lb.	30	-	35
Salicylate, 64 p. c., 2.50	2.50	-	2.80
40 p. c., lb.	1.50	-	1.90
Subcarbonate, lb.	1.90	-	2.15
Subgallate, lb.	1.75	-	1.95
Subnitrate, lb.	1.85	-	1.85
Tannate, lb.	20	-	22
Blue Mass, lb.	50	-	55
Blue Sulphate, lb.	60	-	65
Borax, Refined, lb.	09	-	13
Powdered, lb.	09	-	13
Bromine, lb.	02	-	10
Buchu Leaves, Long, lb.	80	-	70
Short, lb.	30	-	15
Buckthorn Bark, lb.	10	-	15
Berries, lb.	25	-	25
Buda, Balm of Gilead, lb.	45	-	50
Cassia, lb.	30	-	35
Burdock Root, lb.	16	-	20
Seed, lb.	16	-	20
Cacao Butter, lb.	38	-	40
Caffeine, pure (lb., 4.25-4.60), oz.	38	-	41
Citrated (lbs., 8.00-10.00), oz.	27	-	30
Hydrobromic Acid, Eff., lb.	60	-	70
Calamus Root, white, peeled and split, lb.	85	-	40
Calcium Bromide, lb.	60	-	65
Hypophosphite, lb.	15	-	15
Lactophosphate (sol.), lb.	17	-	18
Phosphate, Precip., lb.	22	-	24
Subphosphate, lb.	24	-	25
Calendula Flowers, lb.	45	-	50
Calomel (see Merc. Chlor.), lb.	57	-	66
Camphor, refined, lb.	57	-	66
Compressed, Japan, lb.	63	-	68
Canada Balsam, True, gal.	3.90	-	4.25
Canary Seed, lb.	03 1/2	-	04 1/2
Cantharides, lb.	70	-	70
Cantharides, Sifted, lb.	70	-	70
Capitulum, African, powdered, lb.	18 1/2	-	22
Caraway Seed, lb.	11	-	11
Carbon Bisulphide, lb.	11	-	12
Cardamoms, Bleached, lb.	1.05	-	1.20
Carmines, No. 40, lb.	2	-	2 1/2
Cascara Sagrada, bark, lb.	12	-	18
Celery Seed, lb.	08	-	14
Cerium Oxalate (lb., 55), oz.	06	-	08
Chalk, precip., Eng., 7-lb. bags, lb.	09	-	09
Chole, lb.	45	-	45
Eng., 8-lb., pink, box	65	-	65
Ordinary, lb.	04	-	07
Chromic Acid, Germ., lb.	20	-	25
Roman, lb.	22	-	20
Charcoal, Animal, lb.	10	-	12
Willow, Prepared, lb.	18	-	18
Chicle, lb.	37	-	37
Chinoidine, lb.	02	-	12
Chloral Hydrate, Cry., lb.	1.35	-	1.80
Chloroform, lb.	85	-	65
Cinchona Bark, lb.	30	-	35
Red quill, lb.	40	-	45
Yellow, lb.	35	-	45
Chinoidine, Alk., pure, lb.	38	-	38
Salicylate, lb.	02	-	45
Sulphate (100 oz., 27-29), oz.	37	-	50
Cinchonine Sulphate, lb.	18	-	18
Cinnamom, lb.	30	-	35
Ceylon, lb.	30	-	35
Saigon, lb.	83	-	90
Cloves, lb.	18	-	22
Powdered, Pure, lb.	20	-	22
Cobalt (Fly Poison), lb.	18	-	20
Cocaine, lb.	18	-	20
Muriate, Cryst, lb.	8.50	-	8.50
Coca Leaves, lb.	32	-	87
Codaine, Alk (4ths), oz.	4.50	-	4.85
Phosphate, lb.	3.90	-	4.25
Sulphate (4ths), lb.	4.00	-	4.40
Colchicum Root, lb.	20	-	25
Seed, German, lb.	57	-	75
Colloidon, lb.	10	-	15
Cumebuto Root, lb.	18	-	22
Conium Leaves, lb.	20	-	25
Seed, lb.	22	-	25
Copaiba, lb.	45	-	55
Copper Sulphate (Blue Vit.), lb.	06 1/2	-	08
Powdered, lb.	11	-	15
Purif. and Gran., lb.	13	-	20
Copperas (see Iron Sulphate), lb.	08	-	11
Coriander Seed, lb.	08	-	11
Corrosive sublimate (see Mercury Bichloride), lb.	13	-	14
Cotton Root Bark, lb.	13	-	14
Creosote Tar, Powdered, lb.	30	-	30
Cresosol, lb.	1.15	-	1.30
White (Coal Tar), lb.	40	-	45
Cubeb Berries Sifted, lb.	18	-	28
Cumin, lb.	60	-	60
Curdell Root, lb.	12	-	16
Dextrine, White, lb.	10	-	12
Yellow, lb.	10	-	15
Digitalis, lb.	25	-	33
Dill, Seed, lb.	15	-	20
Dover's Powder, lb.	1.20	-	1.50
Dragon's Blood, lb.	15	-	20
Extra, lb.	1.10	-	1.20
Reeds, lb.	65	-	78
Elm Bark, lb.	15	-	20
Select, lb.	20	-	28
Ground, lb.	15	-	17
Epsom Salt (see Magnesium Sulph.), lb.	60	-	65
Erget, lb.	50	-	60
Powdered, lb.	50	-	60
Ether, Nitrous, Conc., lb.	1.00	-	1.25
Sulph., lb.	1.00	-	1.25
Washed (lb. bots.), lb.	72	-	78
Eucalyptol, U. S. P., lb.	20	-	25
Eucalyptol, lb.	10	-	15
Eucyprin (Eclic), lb.	80	-	90
Euphorbium, lb.	20	-	25
Powdered, lb.	30	-	40
Extr. With Alcohol, lb.	65	-	75
titled (bols. and kegs), gal.	65	-	75
Fennel Seed, lb.	114	-	118
Flaxseed, lb.	94	-	106
Ground, lb.	04	-	08
Foenugreek Seed, lb.	06	-	08
Formaldehyde (Formol), lb.	10	-	15
Formalin, lb.	40	-	48
Gamboge, Blocky, lb.	70	-	80
Select, Pipe, bright, lb.	79	-	89

Gelatin, Gold.....lb.	.45	-.60	Mercury Iodide, Red.....oz.	20	-.22	Potassium Hypophosphite.....lb.	70	-.80
Pink.....lb.	.10	-.10	Green.....oz.	15	-.23	Iodide.....lb.	2.40	2.40
Silver.....lb.	.33	-.38	Red (Red Free).....lb.	1.10	-.12	Nitrate.....lb.	.09½	1.20
Gelsemium Root.....lb.	.25	-.30	Yellow (lb. 1.20).....oz.	.12	.15	Refined, C. P.....lb.	.30	.40
Gentian Root.....lb.	.04	-.10	With Chalk (by Succus).....lb.	.45	.50	Permanaginate, Pure.....lb.	.50	.50
Ginger Root, African.....lb.	.12	-.15	Hydrochlorate.....oz.	2.10	2.50	Prunella, Red.....oz.	.60	.60
Jamaica, Bleached.....lb.	.18	-.22	Sulphate.....oz.	2.10	2.50	Yellow.....lb.	.18	.20
Unbleached.....lb.	.15	-.18	Geoz. V.....oz.	2.40	2.50	Sulphate, Powd.....lb.	.13	.18
Ginseng.....lb.	.625	-.675	Mustard Seed, Black.....lb.	.07	.11	C. P.....lb.	.02	.04
Glycerine.....lb.	.18	-.25	Ground.....lb.	.18	.25	Tartrate, Powd (Sol. Tart.).....lb.	.50	.55
Gold Thread (Coptis).....lb.	.60	-.70	White.....lb.	.074	.14	Powder, Dovers, U. S. P.....lb.	1.00	1.10
Gold Chloride and Sodium, U. S. P. (grm. vials).....doz.			Ground.....lb.	.13	.15	Quinine Sulphate.....lb.	.27	.30
Golden Seal.....lb.	.60	-.70	Myrrh (Gum. Elem.).....lb.	.25	.35	Hydrobromate.....oz.	.55	.64
Powdered.....lb.	.65	-.75	Naphthalene Flakes, bbls., or less.....lb.	.02½	.06	Hydrochlorate.....oz.	.57	.59
Grindelia Robusta, Herb.....lb.	.15	-.20	Pap., bile or less.....lb.	.06	.08	Sulphate.....oz.	.27	.29
Gualac, Resin.....lb.	.25	-.30	Nickel and Ammon., Sulphate.....lb.	.30	.30	Sulphate, 100 gr. cans.....lb.	.02	.04
Select, Strained.....lb.	.35	-.40	Nutgalls.....lb.	.22	.25	5-oz. cans.....oz.	.29	.34
Gum-cotton (Pyroxilin).....oz.	.25	-.45	Crushed.....lb.	.25	.25	1-oz. vials.....oz.	.34	.38
Hemp Seed.....lb.	.034	-.04	Nutmeg.....lb.	.40	.50	Valerianate.....oz.	.87	.89
Henbane Leaves, German.....lb.	.25	-.30	Extra large.....lb.	.50	.60	Rape Seed, English.....lb.	.03½	.07
English, 1-lb. bots.....lb.	1.60		Nux Vomica, Powdered.....lb.	5.00	6.00	German.....lb.	.03½	.09
Heroin Hydrochlorate.....oz.	4.85		Oil, Almond, Bitter.....lb.	5.00	6.00	Kassin, Comm.....lb.	.10	.12
Hops, Selected, bulk.....lb.	.27	-.40	Sweet, pure.....lb.	.45	.55	Powdered.....lb.	.46	.50
Pressed (¼ & ½ lb.).....lb.	.40	-.40	Anise, Star.....lb.	1.40	1.55	Powdered, Extra, Tins.....lb.	1.18	1.28
Hyastine, Alb. C. P. Cryst.....oz.	6.25	6.50	Bergamot.....lb.	2.40	2.60	Rochelle Salt.....lb.	1.84½	2.22
Hydrochlorate.....oz.	6.25	6.50	Capajut (bottles).....lb.	.65	.80	Rose Leaves, Pale.....lb.	.40	.45
Sulphate.....oz.	6.25	6.50	Caraway.....lb.	1.60	1.85	Red.....lb.	1.00	1.28
Hydrocine Hydrochlorate.....ea.	.60		Cassia.....lb.	1.00	1.05	Saffron.....lb.	.35	.40
Igr. V.....ea.	.60		Castor, American.....lb.	.13	.16	Spanish, Valencia.....lb.	8.00	8.25
Iodine Perox., Medic.....lb.	.40	-.65	Cinnamon, Ceylon.....oz.	1.00	1.25	Sage Leaves, Italian.....lb.	.09	.12
Sol. Technical.....lb.	.35	-.40	Cassia.....lb.	1.00	1.25	Dandelion, Root, Hoag.....lb.	.40	.45
London Moss.....lb.	.12	-.13	Cloves (bottles).....lb.	.75	.85	Salmic.....lb.	4.25	4.60
Icthyol (lb. 4.00).....oz.	.32	-.35	Cococaut.....lb.	.23	.30	Santonin.....lb.	6.60	6.85
Indigo, Bengal, True.....lb.	1.50	1.90	Cat Liver (Norwegian).....lb.	1.00	1.19	Sulphate, 100 gr. cans.....lb.	.12	.30
Madras.....lb.	.65	-.75	Chb.....ea.	24.00	24.00	Mecan, Cut.....lb.	.12	.30
Manila.....lb.	.65	-.75	Half bbls.....ea.	13.50	13.50	Sassafras Bark.....lb.	.12	.18
Iodine, Resublimed.....lb.	3.10	3.20	Copaiba, Pure.....lb.	1.00	1.25	Scammony, Resin.....oz.	.35	.38
Iodoform, Crystals, and Powd.....lb.	3.15	3.40	Coriander.....oz.	.52	.55	Sediment.....lb.	.35½	.40
Ipec. Root.....lb.	3.25	3.50	Croton.....lb.	1.35	1.75	Senna, Alex.....lb.	.10	.15
Powdered.....lb.	3.25	3.50	Cubebe, pure.....lb.	1.50	1.75	Tinnevely, Select.....lb.	.10	.25
Irish Moss, Ex. Bleached.....lb.	.18	-.22	Olives, Malaga.....lb.	1.25	1.50	Silver Nitrate, Wry (lb. 7.00) oz.....lb.	.12	.45
Lead Carbonate.....lb.	.12	-.13	Lemon Grass.....lb.	2.80	2.75	Fused, Cones.....oz.	.45	.50
Ichthyol (lb. 4.00).....oz.	.32	-.35	Lunased, Billed.....gal.	.60	.75	Stick (Lunar Caust.).....oz.	.51	.56
Indigo, Bengal, True.....lb.	1.50	1.90	Raw.....gal.	.50	.55	Soap, Castile, Green (box).....lb.	.11	.12
Madras.....lb.	.65	-.75	Raw.....gal.	.50	.55	Soda Ash, Sulphate Acid.....lb.	.06	.07
Manila.....lb.	.65	-.75	Exp. Exp.....gal.	.60	.70	Purified, Fused.....lb.	.33	.38
Iodine, Resublimed.....lb.	3.10	3.20	Nestfoot.....gal.	.80	.90	Sodium Acetate.....lb.	.15	.20
Iodoform, Crystals, and Powd.....lb.	3.15	3.40	Synthetic.....lb.	.67	.75	Ricarbonate.....lb.	.02½	.08
Ipec. Root.....lb.	3.25	3.50	Sweet.....lb.	1.75	2.00	C. P.....lb.	.15	.20
Powdered.....lb.	3.25	3.50	Paraffine.....gal.	.30	.45	Carbonate (Sal Soda) 100 lbs.....oz.	2.50	2.50
Irish Moss, Ex. Bleached.....lb.	.18	-.22	Peppermint.....lb.	1.50	1.70	Benzoate.....lb.	.55	.57
Lead Carbonate.....lb.	.12	-.13	Peppermint, N. Y.....lb.	2.00	2.25	Sol. 50.....lb.	.50	.50
Ichthyol (lb. 4.00).....oz.	.32	-.35	H. Q. H.....lb.	1.95	2.15	Cr. P. Cryst.....lb.	.25	.35
Indigo, Bengal, True.....lb.	1.50	1.90	Poppy, True.....lb.	.30	.40	Citrate.....lb.	.49	.62
Madras.....lb.	.65	-.75	Pimento.....lb.	2.10	2.25	Sulphate, Cryst.....lb.	.07	.10
Manila.....lb.	.65	-.75	Rose, Kissanik.....oz.	6.40	6.50	Phosphate, Cryst.....lb.	.07	.10
Iodine, Resublimed.....lb.	3.10	3.20	Rosemary Flowers.....lb.	1.25	1.50	Pure, Gran.....lb.	.09	.14
Iodoform, Crystals, and Powd.....lb.	3.15	3.40	Orange, Bitter.....gal.	.51	.61	Dry.....lb.	.55	.62
Ipec. Root.....lb.	3.25	3.50	Sandal Wood, Eng.....lb.	4.00	4.25	Sulphate, Cryst.....lb.	.05	.08
Powdered.....lb.	3.25	3.50	Sassafras, True.....lb.	.35	.45	From O. Wintergreen.....oz.	.01½	.03
Irish Moss, Ex. Bleached.....lb.	.18	-.22	Synthetic.....lb.	.67	.75	Sulphate (Sal Glauber).....lb.	.08	.10
Lead Carbonate.....lb.	.12	-.13	Sperm, Bleached.....gal.	.75	.90	And Pot. Tart. (Roch. Salt).....lb.	.18½	.22
Ichthyol (lb. 4.00).....oz.	.32	-.35	Tar.....gal.	.30	.40	Spermacet.....lb.	.30	.35
Indigo, Bengal, True.....lb.	1.50	1.90	Thyme, com'l.....lb.	.90	1.10	Spirits Aromatic.....lb.	.50	.55
Madras.....lb.	.65	-.75	Turpentine, Rectified.....lb.	.35	.40	Nitrous Ether.....lb.	.45	.50
Manila.....lb.	.65	-.75	Wintergreen.....lb.	1.85	2.10	Spirits Turpentine.....lb.	.08	.12
Iodine, Resublimed.....lb.	3.10	3.20	Wormseed, Baltimore.....lb.	1.35	1.50	Squid Root.....lb.	.25	.38
Iodoform, Crystals, and Powd.....lb.	3.15	3.40	Optimum, Mercurial, ¼ merc. bbl.....oz.	52	55	Stramonium Leaves.....lb.	.13	.18
Ipec. Root.....lb.	3.25	3.50	1-3 Merc.....lb.	3.20	3.50	Strutium.....lb.	.75	.85
Powdered.....lb.	3.25	3.50	U. S. Powdered.....lb.	4.25	5.00	Lactate.....oz.	.18	-.22
Irish Moss, Ex. Bleached.....lb.	.18	-.22	Orange Flowers.....lb.	1.13	1.18	Nitrate.....lb.	.07½	.10
Lead Carbonate.....lb.	.12	-.13	Oris, Florentine.....lb.	.15	.22	Sulphate, Cryst, ¼ oz. v.....oz.	1.15	1.55
Ichthyol (lb. 4.00).....oz.	.32	-.35	Paraffin.....lb.	.11	.15	Powdered, pure ¼ oz. v.....oz.	1.05	1.20
Indigo, Bengal, True.....lb.	1.50	1.90	Pepper, Black, Clean Sifted.....lb.	.10	.20	Sugar Milk.....lb.	.15	.22
Madras.....lb.	.65	-.75	White.....lb.	.25	.30	Sulphur, Flowers.....lb.	.04	.08
Manila.....lb.	.65	-.75	Peppermint, Herb.....lb.	.20	.24	Lac, Precipitated.....lb.	.03½	.05
Iodine, Resublimed.....lb.	3.10	3.20	Petroleum, U. S. P. (50-lb. cans).....lb.	.08	.08	Washed.....lb.	.10	.12
Iodoform, Crystals, and Powd.....lb.	3.15	3.40	White.....lb.	.15	.15	Sunflower Sds.....gal.	.55	.60
Ipec. Root.....lb.	3.25	3.50	Phosphorus, Amorphous.....lb.	1.50	1.65	Syrup.....lb.	.38	.40
Powdered.....lb.	3.25	3.50	Pilocarpine Hydrochloride.....gt.	11	15	Translucent, Turk, No. 1.....lb.	.60	.70
Irish Moss, Ex. Bleached.....lb.	.18	-.22	Nitrate.....lb.	.15	.15	No. 2.....lb.	.85	.95
Lead Carbonate.....lb.	.12	-.13	Plaster, Refined (Plaster Par.....lb.).....lb.	2.00	2.50	Turmeric, Powdered.....lb.	.10	.14
Ichthyol (lb. 4.00).....oz.	.32	-.35	Podophyllin (lb. 8.00).....lb.	.20	.25	Turpentine, China.....lb.	.23	.30
Indigo, Bengal, True.....lb.	1.50	1.90	Podophyllin (lb. 8.00).....lb.	.20	.25	White, clean picked.....lb.	.22	.30
Madras.....lb.	.65	-.75	Poppy Leaves.....lb.	.11	.11	Valerian Root.....lb.	.27	.32
Manila.....lb.	.65	-.75	Seed, Blue (Maw).....lb.	.16	.20	Wormseed.....lb.	.41	.45
Iodine, Resublimed.....lb.	3.10	3.20	Potassa, Caus. Com.....lb.	.30	.35	Select.....lb.	.35	.40
Iodoform, Crystals, and Powd.....lb.	3.15	3.40	Pure White Stick.....lb.	.35	.40	Capsicum.....lb.	.08½	.12
Ipec. Root.....lb.	3.25	3.50	Potassium Acetate.....lb.	.25	.29	White, sun bleached.....lb.	.50	.55
Powdered.....lb.	3.25	3.50	Bicarbonate.....lb.	.12	.15	Wormseed.....lb.	.41	.45
Irish Moss, Ex. Bleached.....lb.	.18	-.22	Bluishpate.....lb.	.30	.35	Wormseed Leaves, Bk.....lb.	.15	.18
Lead Carbonate.....lb.	.12	-.13	Bromide, Bulk.....lb.	.52	.57	Zinc, C. P.....lb.	1.25	1.85
Ichthyol (lb. 4.00).....oz.	.32	-.35	Carbonate, Refined.....lb.	.13	.15	Gran.....lb.	.25	.35
Indigo, Bengal, True.....lb.	1.50	1.90	Chlorate.....lb.	.11	.17	Bromide.....oz.	.12	.18
Madras.....lb.	.65	-.75	Powdered.....lb.	.10	.10	Chloride, Fused.....oz.	.02	.08
Manila.....lb.	.65	-.75	Grain.....lb.	.30	.30	Hypophosphite (box).....lb.	.60	.62
Iodine, Resublimed.....lb.	3.10	3.20	Citrate.....lb.	.46	.51	Oxide, American.....lb.	.03½	.06
Iodoform, Crystals, and Powd.....lb.	3.15	3.40	Citrate.....lb.	.46	.51	Sulphate, Cryst.....lb.	.03½	.06
Ipec. Root.....lb.	3.25	3.50	Citrate.....lb.	.46	.51	Ess. Stalbuch's.....lb.	.35	.50
Powdered.....lb.	3.25	3.50	Citrate.....lb.	.46	.51			

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"Well Lathered is Half Shaved."

While an old and possibly crude saying, is yet very expressive of the importance of getting good and ready to do a thing if you wish to do it well and easily seen in so small a matter as shaving your face. In large matters it is still more pertinent. But, as all of you know, my interests all center on the druggist to whom, lo, these many years I have been talking of experiences gained, not in many lands but in many towns and cities of our one great land. The general disposition of all druggists is to belittle the importance of this particular issue. Especially is this true with many beginners. When one has served some years in the business and perhaps had practical charge of the store for several years, made the acquaintance of customers and physicians, who, through their friendship would like to see him established in business for himself, he naturally overrates the value of these expressions of friendship and feels he has only to open up in any style or manner he chooses and the trade of these friends will flow his way regardless. He forgets, if he ever knew, and, what in time he must surely discover, that trade is generally cold and calculating. If your friend finds or fancies you do not sell him a little better bargain than your competitor he feels that you do not appreciate his friendship and goes elsewhere. Because he is your friend he places a higher value upon his patronage than the stranger who, of the two, is much the easier to please. I have always cautioned my customers not to build too much upon this source of revenue; that he must count upon his friendship only. Again, allow me to say that trade goes where it gets, or thinks it gets, the best bargain. Whoever figures on a different conclusion gets left in the long run, and it is fair to presume you don't want to get left. Now, you can't always sell goods at a lower price than your competitor whatever you pretend or claim. What then? You want your share of the trade, and, although you may not get it, you want to keep it. You would like a goodly share of the other fellow's if you can get it. That's human nature but in many cases it isn't necessary in order to greatly improve your own business. There's much trade that neither of you get. There's loss of goods neither of you get. If you place your store isn't arranged properly and invitingly to display them. You don't realize this nor what it means to you in loss of profits each year. If you had a trade of \$75 per day and it suddenly dropped off to \$50 you would be in great distress, naturally, because it would reduce your net profits five to eight dollars per day. That, or more, is what many of you are losing because it's within your reach. During the past week I was in a store which was quite recently fitted by me where the sales went from \$50 up to \$75 at once after refitting. The interest on these fittings was less than fifty cents per day. There are many hundreds of stores in the United States today that are just in the position this one was where it is just as easy for me to make a similar improvement in trade. In this store an improvement of ten dollars per day was figured on by me. It was the basis upon which the trade of fitting the store was made, simply because I wished to keep within lines of safety in my estimate of results. That it has exceeded this is gratifying, but no more than I expected. You want this trade after reading this article. You don't want it in your own way and you fail to get it. Why? Lack of experience is one reason. You forget the heading of this article is another. If you go to a road barber, he doesn't cut your throat. He knows how to handle the tools; to apply the lather as well as the razor. Every man to his business. I know mine in every detail and department and I can help yours if given a fair chance. You can't make me do the job or fail in my results unless you make me do so. The year of 1902 ought to be a good year in business and I can surely make it better in your case if only I have your consent. That \$25 per day you are not getting would look well added to your sales of the coming year. Why not have it? I'm looking for the man with the location where there are people to be sold. I know a druggist who has the best corner in his city. He would do a strictly prescription business and is starving, or nearly so, in the midst of plenty. He knows he's starving, but don't know why. He ought to open a store in Cuba for the sale of foot warmers. He thinks he sizes up the situation better than I because that is a sure thing, but I don't think so. That's my trade, however. Now, how about your trade for 1902?

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MILK

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Hospital, ... 20.00 " "

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Which completely

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MAIL FILES and MANICURE SUPPLIES.
Quality Guaranteed.
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Nov. 1st more than 1,600 Druggists
Received a 6 per cent Dividend on
Empire State Drug Co. Stock.
These druggists believe in selling goods
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Write for our prospectus showing just
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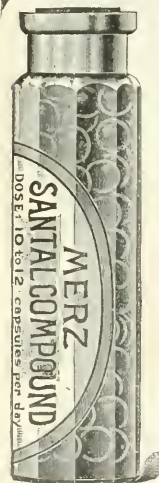
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Petrolatum, Ammonia, Acids
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Cocaine

ON YOUR ORDERS.

Just To Let You Know

—that you can obtain—

Lia Randa Perfecto Cream
" " A. B. Face Powder
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Direct if your Jobber doesn't carry them, and we will make it worth your while to handle our specialties.

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A-Corn Salve
300 Per Cent. Profit for the Retailer.

Hereafter A-Corn Salve will be put up and sold only in PACKAGES OF TWO DOZEN at 55 cents per dozen. Each package will also contain

One Dozen A-CORN SALVE—FREE

thus giving the retailer THREE DOZEN FOR THE PRICE OF TWO. We do this because we want A-Corn Salve to be the best profit-paying corn remedy the retailer handles.

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GIANT CHEMICAL CO., Phila.

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TO THE FEW WHO DON'T KNOW.

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are arbitrarily coined words or brands which specifically designate that goods supplied under any of these brands are manufactured by

BURROUGHS, WELLCOME & CO.,

of London. The sale of articles of other manufacture when any of these brand-words are used in ordering is an infringement and unlawful . . .

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Best on Earth

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Large size, 15c.
per bottle, \$1.10
per doz., 3 doz.
lots, or more,
\$1.00 per doz.

Small size, 10c.
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MAJOR'S
RUBBER
CEMENT and
MAJOR'S
LEATHER
CEMENT same

price, one size only, 10c.

These Cements are the best in the market, and you need not fear to recommend them to your customers, as they give entire satisfaction.

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A pretty Glass Sign with your name on it if you will send the name of your wholesale druggist.

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Artificial
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WITCH-HAZEL JELLY.
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HERE IS A CHANCE FOR THE BRIGHT BOYS.

Drug Store Problems

With Cash Prizes for their Solutions.

Beginning with the issue of January 2, 1902, we shall print in each issue of The Pharmaceutical Era a series of problems of special educational value to all persons connected with the drug trade.

We shall also give \$75.00 EACH MONTH in CASH PRIZES to the subscribers sending us before the 15th of the following month, the largest number of correct answers to these problems, to be divided into **24 PRIZES** each month, as follows:

1st PRIZE, \$25.00

3rd PRIZE, \$10.00

2nd PRIZE, \$15.00

4th PRIZE, \$ 5.00

And 20 PRIZES OF \$1.00 EACH.

We shall also give a series of much larger cash prizes to the subscribers sending us the largest number of correct answers during the year 1902, details of which will be announced later.

You must be an Era Subscriber to contest for the prizes.

Full details will be printed in the Era.

The correct answers and the names of all successful contestants will also be printed in the Era each month.

Here are some of the Problems:

No. 1.—A boy hired with a druggist for twelve (12) weeks, on condition that he should receive \$12.00 and a coat. At the end of seven (7) weeks the parties separated, when it was found that the boy was entitled to \$5.00 and the coat. What was the value of the coat?

No. 2.—A wrought-iron vessel weighs 156 grams. What will be the weight of a vessel of equal dimensions if made of pure nickel?

No. 3.—Why does one kind of liquor froth, while another only sparkles?

No. 4.—Why can the temperature of liquids not be raised above the boiling point?

No. 5.—In a drug store 20 parcels are delivered per hour, and the clerks use three inches more twine than necessary to bind up each parcel. The store is open sixteen hours each week day, and no business is done on Sundays and holidays. Supposing that twine costs 3 cents per ball of one hundred (100) yards, what is the loss due to this cause in one year?

No. 6.—A jobber bought a barrel of distilled extract of witch hazel containing 36 gallons at 45 cents per gallon, and sold it at 50 cents per gallon, using, by mistake, a set of dry measures. What was his net gain or loss?

No. 7.—If the population of one district be 21,575, and the death rate 18 per 1,000 per annum; and that of another 29,864, with a death rate of 20, what is the death rate of the combined districts?

No. 8.—How much mercuric sulphate and how much salt are required to produce one kilogram of Hg Cl?

No. 9.—A roll of wrapping paper when newly placed upon the stand has a diameter of ten inches the central hole for the spindle being 1 inch in diameter. What will be the diameter of the roll after one third of the paper has been removed?

No. 10.—In a pair of scales it is found that a quantity of soda ash weighs 90 pounds in one pan and 40 pounds in the other; required the true weight and the cause of the difference?

No. 11.—How many avoirdupois pounds of U. S. P. sodium carbonate are required to precipitate 100 troy pounds of calcium chloride?

No. 12.—If subject to a specific duty of \$2.00 per gallon, what must be the selling price per gallon of an importation of 500 gallons of French Cognac to enable the importer to realize 15 per cent profit, if the net invoice price is 18 francs per gallon, and the charges other than duty aggregate 95 francs in France and \$50 in the U. S., the course of exchange on Paris being 5.20 francs to the dollar?

No. 13.—A soda fountain is supplied with twelve different kinds of syrup. A customer asks the clerk in attendance for a glass of soda containing a combination of any four of the syrups. In how many ways can the clerk comply with the request?

No. 14.—A drug stock was insured for one year for \$12,000 at $\frac{5}{8}$ per cent. Six months thereafter the policy was cancelled at the request of the insured. What was the return premium, the short rate for six months being $\frac{3}{8}$ per cent? What would have been the return premium if the policy had been cancelled at the request of the underwriters?

No. 15.—A porter in a saloon drew from a barrel of whiskey of 32 gallons 5 gallons and replaced it with 5 gallons of water; thinking it would bear a little more water, he repeated the operation, thus drawing and replacing with water five times. How much of the original whiskey was then in the barrel, and how much water?

These problems begin in the Era of January 2, 1902. New ones each week. Open only to subscribers. Order now for 1902 and get balance of 1901 free.

Address, **D. O. BAYNES & CO., Publishers, 396 Broadway, NEW YORK.**

THE METRIC SYSTEM IN ENGLAND.

An International office of weights and measures is to be established in Sevres, France, by the decision of an international convention, which had for its object the establishment and verification and preservation of the international prototypes (models), and also the manufacture of copies of the prototypes for the use of nations represented in the convention. This office has been declared neutral, and shall be charged with the verification of the standard weights and measures for the benefit of scientific societies or persons interested in the matter. England was not willing at first to take the initiative, but is now one of the foremost in it. The entire Board of Trade has received three standards: Two metric and one kilogramme standard. The two standard meters are made of iridium-platinum, i. e., an alloy of 90 per cent platinum and 10 per cent iridium. In cross section the meters are like an X. This form has been selected not only because it is the most economical, but because it is the least affected by changes in temperature. Iridium-platinum has been given the preference over proposed materials, such as rock crystal, gold, etc., because of its natural durability, which is well adapted for the engraving of fine lines.—Electrical Review.



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the well known DECORATED TIN SIGN makers now manufacture DECORATED TIN BOXES for TALCUM POWDER, CAMPHORATED ICE, VASELINE and other proprietary articles.

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913, 915 and 917 Cherry Street,
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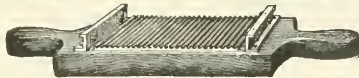


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MOULDS for Suppositories, Bougies etc.



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Sole manufacturer of the
COOPER PILL MACHINES
with reversible plates.

PILL MACHINES for hand or steam power.

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LADIES' SYRINGE
MANUFACTURED.
The Medical Profession endorse it. — You should know about it. Write us.

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FREE! FREE!

One dozen 15c. packages, and 200 free samples, with an order of two (2) dozen

Mitchell's Poisoned Wheat.

Best Exterminator of Rats and Mice.

Cost you \$2.00. You make \$3.40 profit.

Mention your Jobbers' name and we will ship through them.

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66½ Oak Street, JERSEY CITY, N. J.

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A guaranteed Cure for Catarrh and incipient Consumption. This business is for sale. Established 25 years. Over 1,000,000 sold. References: DUN or BRADSTREET, CHAS. N. CRITTENTON, N. Y., SMITH, KLINE & FRENCH CO., Phila., Pa. If interested enclose stamp for reply.

WM. H. SMITH & CO.,

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Before placing your order

WM. C. DEAN & SON, Manufacturers of
LICORICE PASTE, STICKS and LOZENGES

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New announcements every week. Copy should reach us Monday morning to catch the issue of that week. OUR CHARGE for these advertisements is:

25 words or less, each insertion - - - - - 50 cents
Each additional word - - - - - 2 "

Display advertisements \$2.00 an inch each issue, and no order for less than one inch.

PAYMENTS INVARIABLY IN ADVANCE.

Do not ask us to open accounts for these small items.

Answers may be sent in our care to be forwarded to you, but in such cases 10 cents extra should be sent to pay postage.

The Pharmaceutical Era, = 396 Broadway, New York.

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WANTED.—Salesmen calling on druggists to handle as a side line "Dermolia," the sure cure for all cutaneous affections; liberal commission; good proposition to the trade. **DERMOLIA MFG. CO.**, Baltimore, Md. (4236)

WANTED.—Salesmen, for a quick selling article to the drug trade; 10 per cent. commission; samples small and compact; weight 16 oz. Address, **Wood Wool, Care Era.** (4208)

WANTED.—Salesmen to handle as a side line, a very desirable article for the drug and confectionery trade, for Spring and Summer; big commissions will be paid agents who can hustle. Address **B. care Era.** (4201)

SALESMEN wanted to sell the **Wetmore Truss**. Write for particulars. **MORE TRUSS CO.**, 817 Main St., Buffalo, N. Y. (3922)

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POSITION WANTED by a young man who has had several years experience in the manufacture of Pills and Tablets. Address **Pills No. 3 care Era.** (4222)

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This is what he read:
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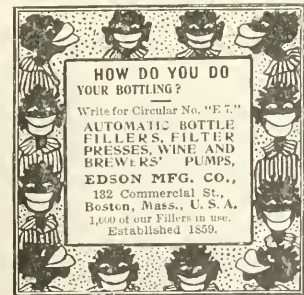
"Well," he finally said, "I'd simply put a period after it, like this."

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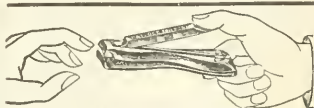
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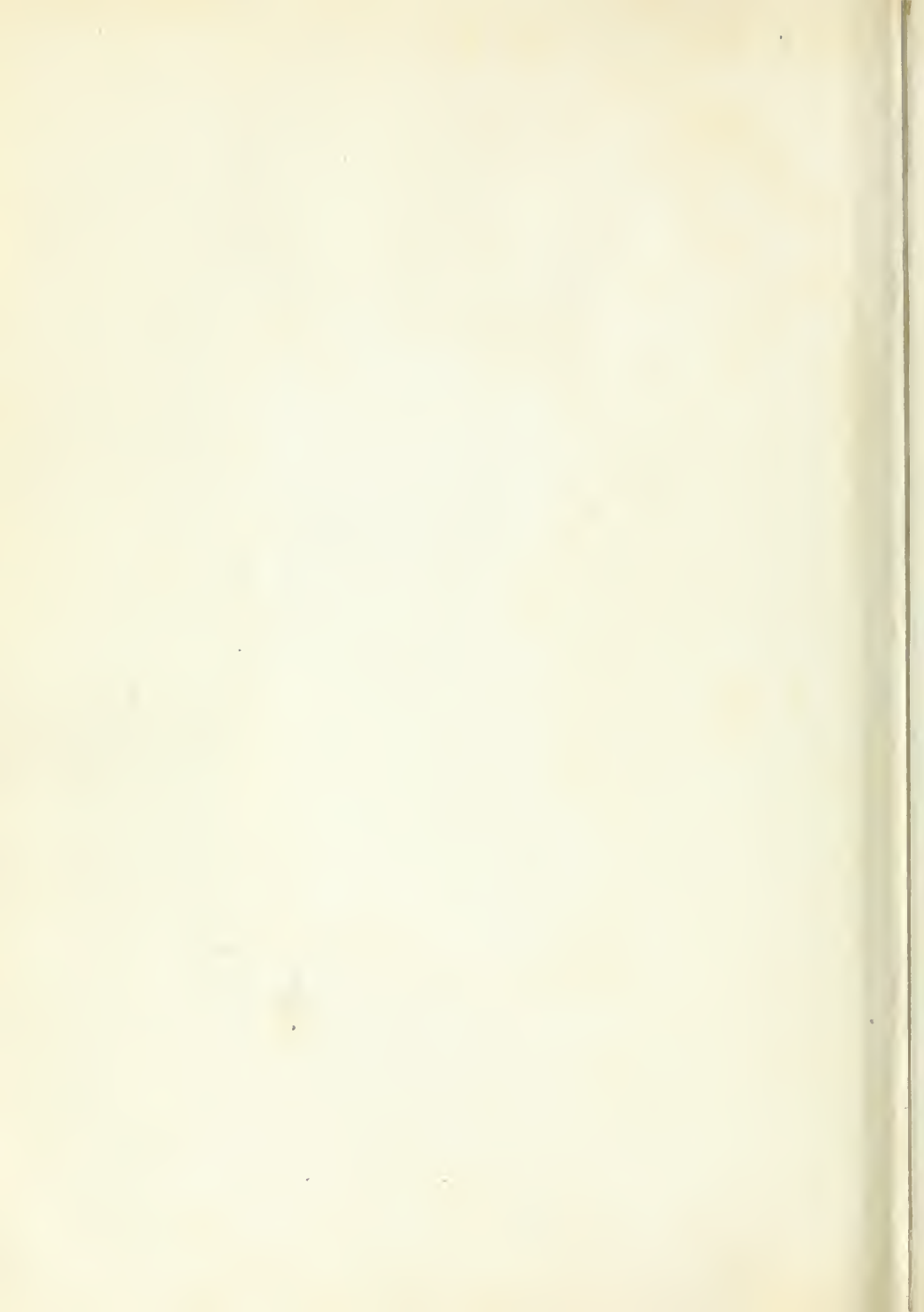
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